We had a strong turnout for our November membership meeting where Dr. Bob Schutzki of MSU presented "Environmental Benefits of the Everyday Landscape". As usual, the lunch was great, our speaker was great, and the networking and camaraderie between our members was fantastic.

I hope that as the landscape and garden season winds down (for some of us), that more of our members can attend and enjoy our upcoming membership meetings. These meetings are the best place to get to know other members and build your network, while also learning from our diverse group of speakers.

This December 18 we have John Bedford from the Michigan Department of Agriculture and Rural Development discussing Exotic Forest Pests: Let’s Keep Them Out of Michigan. This is an important topic that all our members can benefit from learning more about. Our members are on the front lines of being in positions to identify and respond to these pests, and John will surely have some good information to share.

Amy Frankmann, executive director of MNLA, will also be at our meeting to give an update on happenings at the state level of our association.

In January, a talk you won't want to miss will be Kelly Oates from Walters Gardens speaking about "Hybridizing New Garden Plants: How-to for the Home Gardener or Professional". I've seen Kelly give this talk and personally invited her to speak for our association because I know she is enthusiastic and passionate about plants and the intensive process of developing and testing new varieties. It's a blend of science, art, and sometimes a little bit of luck as well, and Kelly shares her knowledge and experience with a great sense of adventure and fun.

Our final speaker of the 2013-14 season will be in February, where Christopher VanOosterhout will present "Social Media for Green Industry Businesses". Love it or hate it, social media is here to stay and if you want to stay relevant and top of mind of your customers, this talk will give best practices and show how to make it worth your time rather than a waste of time. I'm looking forward to all these speakers and hope to next meeting!

— Paul Kiefer

Paul Kiefer owns Specialty Gardens, LLC in Grand Haven and is the 2013/14 President of WMNLA. Contact him with comments, ideas, & questions at (616) 502-9815 or specialtygardens @charter.net.

President's Message

WMNLA News

November 2013

President's Message

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MNLA Update

Amy Frankmann, MNLA Executive Director will provide an industry update at the December 18th WMNLA Meeting at the Grand Harbour Hall, Portobello Restaurant. In addition, John Bedford, Pest Response Program Specialist, MDA and Rural Development Pesticide and Pest Management Division will present “Invasive Forest Pests of Concern in Michigan”. Please see inside information for registration information.
WMNLA 2013/14 New Members

BFG Supply Co.
Mike Teunis
Sales Consultant-Turf & Landscape
4660 East Paris SE
Grand Rapids, MI 49512

616-366-2916
miketeunis@bfgsupply.com
Www.bfgsupply.com

BFG Supply Co. was founded in 1972 by John Gan-
der after seeing the need for a horticultural distrib-
utor in the Great Lakes region. Starting small, busi-
ness was managed out of a local barn, distributing
to area greenhouse growers. Staffing with friends
and family, the business began to grow. Soon a
warehouse was built and additional employees add-
ed. Gradually expanding and developing new terri-
tories, BFG became a well-known and respected
business.

Having grown substantially the last 10 years in the
Nursery and Greenhouse marketplace, BFG set its
sights on expanding into the Lawn & Garden and
Turf & Landscape arena. In 2011, BFG acquired
Wetsel Inc., a company with a 100 year history in
the industry, allowing us to effectively enter the
Lawn & Garden marketplace while expanding our
service territory to 23 states. Less than two (2)
years later in January of 2013, BFG secured the for-
mer Commerce facility in Grand Rapids and hired
over 70 of their employees in areas such as sales,
customer service, marketing, IT, and warehouse
management.

Today BFG Supply Co. is the best it has ever been
and continues to grow with a strong vision for the
future. As an industry innovator, BFG is on the fore-
front of new and useful technology to increase our
efficiency and more effectively serve our customers.
BFG now serves the Greenhouse, Lawn & Garden
and Turf & Landscape industries and employs a
staff of over 300, serves over 12,000 customers in
23 states, and is now one of the industry’s three
largest distributors in the country.

Fosters INC.

Eric Nelson
Eric.nelson@fostersinc.com
Www.fostersinc.com
231-557-5769

Foster’s Inc., of Waterloo, IA is a newcomer to the West Michigan market, but has been a well- established lawn and
garden distributor in the Central Midwest for many decades. Founded in the early 1910’s, as a milk company, Foster’s
has evolved into an innovative distributor of all things lawn and garden.

The company expanded into the Michigan market in January 2013, moving first into Eastern Michigan. Chad Perkins,
who came from a family greenhouse, represents Foster’s in that market. Eric Nelson began representing Foster’s in
West Michigan in April of 2013.

Foster’s carries many prominent brands, including Scotts, Bonide, Bayer, Fafard, DeWitt Fabric, Gardman, and the list
goes on. Foster’s specializes in bringing new and innovative products to lawn and garden retailers. The company also
carries many landscape supplies for the professional, including tools, fabrics and chemicals.

Please give Eric a call at 213-557-5769, or email at eric.nelson@fostersinc.com. Foster’s will also be displaying at the
Great Lakes Trade Expo (GLTE) in Grand Rapids in January 2014. See you there!
WMNLA 2013/14 Programs

Wednesday, December 18, 2013 “Invasive Forest Pests of Concern in Michigan”, John Bedford, Pest Response Program Specialist, MDA and Rural Development Pesticide and Pest Management Division (Mi Cert Applicator Recertification Credit in Commercial Core, Categories 2, 3b & 6 available)

MNLA update from Amy Frankmann, MNLA Executive Director.


Wednesday, February 12, 2014, “Social Media for Green Industry Businesses”, Christopher VanOosterhout, Muskegon Community College

All meetings are eligible for CGIP Credit

Meeting time 11:30 a.m. at The Grand Hall, Portobello Restaurant, Grand Haven

Cost: $15.00 person, (December $20 /person)

Employee special: Send 3-4th employee eats free

Door Prizes!!!!

March Garden Day, Saturday, March 15, 2013, Grand Haven Community Center

New Website for WMNLA!!

Classifieds! Employment Opportunities!

Look for our newly redesigned website at www.WMNLA.com. We now have the capability to offer our members the opportunity to post employment openings and equipment for sale. Classifieds will run for one month at the low fee of $5.00 per ad. Limit postings to 3-4 sentences with the optional ability to post a photo.

Contact Pam Cater at wmnla2013@gmail.com for information.

WMNLA Board Meetings

You are welcome to attend the WMNLA Board Meetings at 10 a.m. on the day of the Program. It is an excellent opportunity to address the Board with any industry & membership issues.

Great Lakes Ornamentals

2117 Blue Star Hwy
Fennville, MI 49408
(269) 543-8211
Fax: (269) 543-4691

greatlakesornamentals.com

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GLTE 2014

January 6-8, 2014
Devos Place, Amway Grand Plaza Hotel-Grand Rapids, Mi
www.glte.org
January 15th - “Bringing New Ornamental Plants to Market”

By Kelly Oates, Walter’s Gardens

2013-14 WMNLA Board of Directors
Paul Kiefer, President, Specialty Gardens
Mat Mellema, Vice President, Mellema Nursery
Tony Hamilton, Treasurer, Berry Family Nursery
Lisa Denison, Secretary, Landscape Design Services
Mike Teunis, Member At Large, BFG Supply
Dirk Jonker, Member At Large, Jonker’s Gardens
Jon Mellema, Member at Large, Forever Green Sod, LLC
and Shoreline Landscape and Maintenance

“Invasive Forest Pests of Concern in Michigan” Presented by John M. Bedford, Pest Response Program Specialist, MDA and Rural Development Pesticide and Pest Management Division

Wednesday, December 18
11:30 a.m.—2:30 p.m.
At The Grand Hall
Harbourfront Place,
Grand Haven $20 per person, includes lunch
Send 3, 4th employee is free
Door Prizes!!!!

John M. Bedford, Pest Response Program Specialist, MDA and Rural Development Pesticide and Pest Management Division, will present “Invasive Forest Pests of Concern in Michigan” to WMNLA members on Wednesday, December 18th.

John began his career with the Michigan Department of Agriculture and Rural Development’s (MDARD) Pesticide and Plant Pest Management Division in 2003 as the department’s Emerald Ash Borer (EAB) Regional Survey Supervisor and is currently the department’s Pest Response Program Specialist. His duties include implementing pest response program activities, facilitating forest pest surveys and providing outreach and education related to forest invasive species.

John graduated from Michigan Technological University in 1983 with a B.S. in Forestry. He accrued 25 years of experience working in the Green Industry prior to beginning work for MDARD. He lives in Coopersville, MI with his wife Coreen and son Taylor.

There are a number of known (and unknown) invasive forest pests that could have significant negative impacts on the ecology of Michigan if they were to become established. This session will introduce the top three Invasive Forest Pests of concern in Michigan. Information on the threat/current distribution/biology/signs and symptoms/I.D. of each pest will be presented as well as guidelines for proper sample collection/handling/submission and preferred reporting mechanisms. Quarantines relative to these pests will also be discussed.

How MDARD responds to an infestation will be illustrated by recounting the response to a hemlock woolly adelgid infestation detected in Berrien County in 2012.

Michigan Certified Applicator Recertification credit in Commercial Core Categories 2,3b & 6 are available.

RSVP by December 9th
Let us know you are coming so our hosts can prepare!
WMNLA member businesses & staff are welcomed!
RSVP to Pam Cater at
(616) 402-4885 ◆ wmnla2013@gmail.com