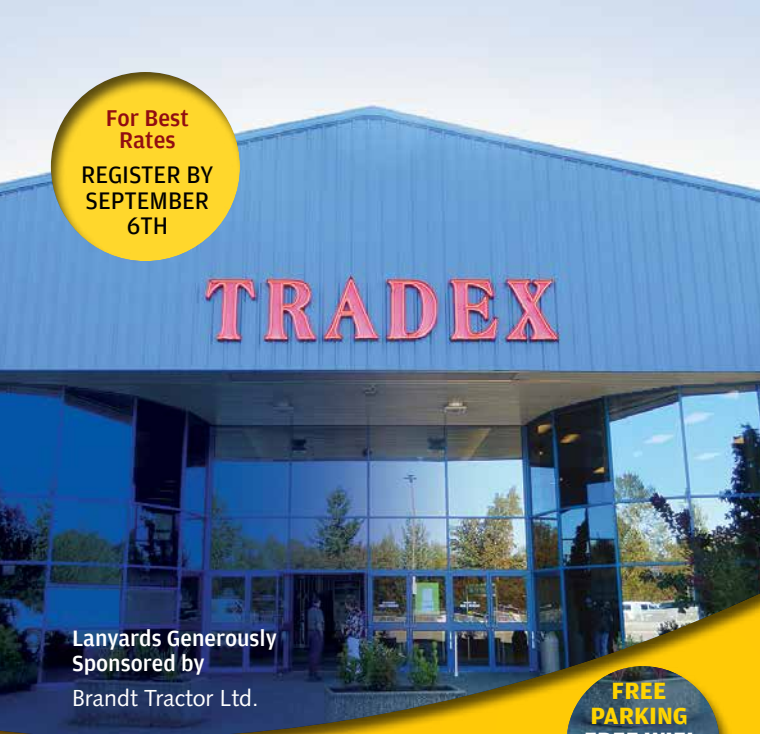


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TRADEX

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LOCATION Tradex, Fraser Valley Trade & Exhibition Centre
1190 Cornell Street, Abbotsford, BC V2T 6H5

SHOW HOURS Wed. Sept 25: 10:00-5:00 | Thurs. Sept 26: 10:00-4:00

REGISTRATION
Online CanWestHortExpo.com
By Fax 604.574.7773
By Mail 19951 Fraser Highway, Langley, BC V3A 4E2
Contact Chris Yee: 604-575-3500, cwreg@bclna.com

RATES Early Bird: BCLNA Members \$15; Non-Members: \$20
After September 6: \$25; Admission valid for both days of the show

SHUTTLE SERVICE Complimentary round-trip service offered between Tradex and CanWest designated hotels on show days.

SPECIAL HOTEL RATE
Best Western PLUS Regency Inn & Conference Centre \$109 / Night
Newly renovated! Includes hot breakfast buffet!
32110 Marshall Road, Abbotsford
Reservations: (604) 853-3111
Group Name: CanWest Hort Expo; Code: 2091
Room Block Deadline: September 13, 2019

Sandman Abbotsford Airport Hotel \$109 / Night
3010 Mt. Lehman Rd, Abbotsford
Reservations: (604) 859-7263
Group Name: CanWest Hort Expo; Code: 80500
Room Block Deadline: August 24, 2019

SPECIAL TRAVEL RATES
West Jet: 10% discount on flights to YVR and YXX. Book online at westjet.com. Promo Code: WUU03; Coupon Code: P6IO29F

Printed in Canada

General Sessions | day 1 | Wednesday | September 25

The educational program is brought to you by the BC Landscape & Nursery Association. Free Trade Show badge is included with the purchase of any session. Rates increase after September 6.

1 Day and 2 Day All Access Seminar Passes
1 Day Pass: Pick any 3 general sessions for just \$120 (Non-Members: \$150)
2 Day Pass: Pick any 6 general sessions for \$185 (Non-Members: \$225)

Single Session Rates
BCLNA Members: \$65; Non-Members: \$75

Delegate It!
JACKI HART, Consulting By Hart, ON | 8:30 am – 10:00 am
Successful delegating of projects and tasks is difficult for both the person taking on the task, and for the one 'assigning it'. There's an art to holding each other accountable in a positive, effective way. In this session, you'll leave armed with an exclusive 7 step process to create a clear outline of who is doing what, how and when.

Small Space Gardening
PAUL ZAMMIT, Toronto Botanical Garden, ON | 8:30 am – 10:00 am
A small garden can be a great garden! Learn how careful and creative selection of plants and ornaments can maximize your garden's visual impact year-round, whether it's on the ground or on a balcony.

Grab & Go Container Department: What to Expect in Your First Year
SHARON HADDEN, Allisonville Garden & Home, IN | 8:30 am – 10:00 am
The key to running an efficient and profitable G&G department is planning. Prepare for the season ahead and learn the ins and outs of ordering products, staffing requirements and marketing for your G&G operation.

Don't Leave Your Customers in the Dark: Increase Sales Through Landscape Lighting
MATTHEW WILLIAMS, ProSource, BC | 11:00 am – 12:30 pm
Learn the fundamentals of landscape lighting design, fixture selection and installation techniques as well as sales strategies that will enable you to demonstrate the value of landscape lighting to your customers.

Teach the Masses: Develop Menu Services to Grow Houseplant Customer Loyalty
RA GADD, Allisonville Garden & Home, IN | 11:15 am – 12:45 pm
This session will enable you to continue helping new plant parents as they grow their leafy brood while seeing your houseplant department sales soar. Learn how to capitalize on existing customer loyalty by developing a comprehensive value-added menu of workshops and services.

Seminar Coffee Sponsors:
CY Grower Supplies Ltd. | Creative Embroidery | Reef Industries Inc.

CONTINUING
EDUCATION
CREDITS
AVAILABLE! GO TO:
CanWestHortExpo.com
for Details

Improving Onsite Soils for Plant Health

TOM MCCONKEY, Denbow, BC | 11:30 am – 1:00 pm

The growing medium is the base of any great landscape, but engineered or manufactured topsoil has become the norm in the landscaping industry. In this session learn why not all soil is created equal.

Re-Thinking Beauty: Inspiring Gardens in a Changing World
PAUL ZAMMIT, Toronto Botanical Garden, ON | 1:45 pm – 3:15 pm
What is the end goal of the outdoor spaces that we create? Join Paul as he explores and challenges the definition of what is beautiful and what the environmental cost of this beauty may be, through the choices that we make for our gardens.

What's New for Grab & Go Containers
SHARON HADDEN, Allisonville Garden & Home, IN | 2:00 pm – 3:30 pm
Discover the latest trends in container gardening and how to incorporate them into your department for your customers. Learn what customers are looking for in G&G container design for each season, with a focus on creating winter beauties.

Are Native Species Always the Best Choice?
DR. LINDA CHALKER-SCOTT, University of Washington, WA | 2:15 pm – 3:45 pm
Are native plants necessarily better for the environment than introduced plants? This presentation will suggest a more informed and successful approach to plant selection than simply looking at place of origin.



Seminars
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Courtesy of
DiSabato
Aust Design

General Sessions | day 2 | Thursday | September 26

Beneficials & Pesticides: How to Make Them Work Together
SUZANNE WAINWRIGHT - EVANS, Buglady Consulting, PA | 8:00 am – 9:30 am

Learn about the different microbial biopesticides and conventional pesticides on the market and how they can be used in conjunction with beneficials and predatory insects, mites and nematodes.

Houseplants 101: Everything Your Outdoor Plant Experts Need to Know to Sell Interior Foliage Inventory
RA GADD, Allisonville Garden & Home, IN | 8:15 am – 9:45 am
Houseplants often seem like an insurmountable product category for sales staff who are proficient in tending outdoor plants. This session will prepare them to help customers select and sustain houseplant purchases, capitalizing on your employees' already impressive horticultural knowledge.

Evaluating the Boss' Performance
JACKI HART, Consulting By Hart, ON | 8:15 am – 9:45 am
Walk through an innovative 'out of the box' evaluation tool for YOUR performance as a manager of your business. Learn what leaders are really accountable for, and about the crucial yet seldom-considered skills that make top managers.

Renovation Pruning of an Old Garden
BESS BRONSTEIN, WA | 8:30 am – 10:00 am
An orderly garden over time can become a wild crowd of trees and shrubs, especially if initially over-planted or left unpruned. Pruning techniques for size reduction, thinning and plant definition will be discussed, as well as how and when to do more radical renovation.

50 High Impact, Low Care Garden Plants: Tough but Beautiful Plants Anyone Can Grow
TRACY DISABATO-AUST, OH | 8:30 am – 10:00 am
Are you searching for plants that will be high-impact but low-care? Plants that will fit sustainable landscape goals? Who isn't? Learn from a 42-year veteran gardening expert about what will look amazing without hours of work!

Garden Zombies: Horticultural Myths That Refuse to Die
DR. LINDA CHALKER-SCOTT, University of WA, WA | 10:30 pm – 12:00 pm
No matter how much scientific evidence to the contrary, there are certain "garden miracles" that won't go away. Learn to spot these dubious products and practices and discover evidence-based alternatives that won't destroy your customers' gardens (or your credibility).

10 Bugs Retailers Should Know How to Identify
SUZANNE WAINWRIGHT - EVANS, Buglady Consulting, PA | 10:30 am – 12:00 pm
Learn the ten most common insect and mite pests found in the retail environment and how to identify and manage these infestations.

The New Garden Centre
FRANKIE FERRAGINE AKA 'FRANKIE FLOWERS', ON | 10:30 am – 12:00 pm
Garden centres were once just about selling plants, but today they're also about building experiences and community. In this session, Frankie Flowers of Bradford Greenhouses Garden Gallery shares his insights on what makes a garden centre great.

Feeding the Garden from the Garden
PAUL ZAMMIT, Toronto Botanical Garden, ON | 10:45 am – 12:15 pm
Have you ever thought about just how big your tomatoes really need to be? This session explores the relationship between our gardening practices and the perceived health of our gardens. Paul examines the importance of rethinking our gardening habits and behaviors and shifts our focus to learning to feed the soil in the garden to nourish the plants.

The New Well Designed Mixed Garden: Building Borders with Trees, Shrubs, Perennials, Annuals & Bulbs
TRACY DISABATO-AUST, OH | 10:45 am – 12:15 pm
This session discusses the design fundamentals of border building using a wide palette of plant material. Learn from an artist and keen plantswoman about creating gorgeous and environmentally sound mixed gardens.

The Top 10 Answers You Need to Know When Selling Edible Plants and How to Build Consumer Trust
FRANKIE FERRAGINE AKA 'FRANKIE FLOWERS', ON | 1:00 pm – 2:30 pm
Learn what you need to sell edible plants to a discerning clientele: Frankie Flowers, author of the best-selling book "Food to Grow," gives you his insights into the world of those who love growing what they eat.

Designing with Houseplants: Make Your Houseplants Sell Themselves
RA GADD, Allisonville Garden & Home, IN | 1:00 pm – 2:30 pm
This session will prepare you and your merchandisers for the creation of interior foliage-scapes that will inspire your customers. Learn key design elements that will turn your houseplant department into a self-selling cornucopia of visual and artistic stimulation.

Pruning Fruit Trees for Health, Production and Structure
BESS BRONSTEIN, WA | 1:15 pm – 2:45 pm
Healthy fruit trees require regular pruning. Join Bess as she discusses timing, types of training systems, pruning techniques and renovating old, overgrown or neglected trees.

Designing with Color, Texture and Form for Visionary Effect
TRACY DISABATO-AUST, OH | 1:15 pm – 2:45 pm
Elevate your designs to visionary status and join Tracy in a dynamic and creative discussion on the use of color, texture and form in the garden.

2019 HORTICULTURE EXPO canwest



SEPTEMBER 25/26
TRADEX
ABBOTSFORD BC

Learn. Connect. Grow.

Western Canada's
Premiere Horticulture
Trade Show

SHOW THEM
VINTAGE



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show highlights

New! Green Theory Design Container Wars!

Thursday, September 26 | 3:00 pm
Get ready to have some fun watching this new contest! Horticulture celebrities, including Brian Minter, Frankie Flowers, Shelly Levis, Leanne Johnson, and Paul Zamit will race against the clock to create beautiful containers using only the plants, pots and props provided.

New! Exhibitor Passport Program

Pick up your Show Guide and visit designated exhibitor booths listed on the back page and get your 'Passport' stamped. Drop your completed passport into the Draw Box located at the BCLNA Booth and you could win a fantastic prize. Draw will be made at the end of the show.

New Product Showcase | Sponsored by Green Theory Design

Check out the latest plants and products to hit the BC marketplace. Vote for your favorite new plant and product in the People's Choice Awards!

Greenhouse Demo Zone | Sponsored by Goodwin's Greenhouse Supply & Service Ltd.

Look for the big greenhouse featured in Hall A, showcasing the latest technology and products.

Ceramica Pottery Container Competition

A visual spectacle you won't want to miss! Contestants design beautiful containers to match the show theme "Vintage". Who will be #1? You be the judge: vote for your favorite container!

Inline Nurseries (2010) Inc. Plant ID Contest

So you think you know your plants? Test your plant knowledge for a chance to win \$250. One winner announced each day.

Job Board

Post a job notice or check out the great opportunities on the Job Board, located in Hall B. Send your notice in advance to Michelle Linford – mlinford@bclna.com.



SHOW THEME
VINTAGE

FINNING CAT

Finning Tailgate Party & Happy Hour

Opening Day Tailgate Party

Wednesday, September 25, 5:00 pm – 7:00 pm
Celebrate CanWest's opening day with appetizers and live music at the Finning Lounge! Featuring the Bruce Coughlan Trio and Classic 50's Rock & Roll.

Closing Day Happy Hour

Thursday, September 26, 3:00 pm – 4:00 pm
Kick off Happy Hour with the 'Green Theory Design Container Wars' at 3:00. Enjoy treats served along the aisles. Jack Ray will be featured with his musical sounds of vintage banjo and jazz throughout the afternoon.



Green Careers Student Youth Tour

Learn more about BC's horticulture industry, discuss potential jobs, network with industry professionals and meet your next employer. Contact Fanny St.Hilaire for details – FSt.Hilaire@bclna.com.

Attendee Prize Draw

Win cash just for being at CanWest! All attendees have a chance to win a daily draw of \$250. If you submit a sales order during the show, then you can enter a Bonus Draw for a chance at winning another \$250. Drop your ballot in the box located at the BCLNA Booth. Draws made at the end of each day of the show.

Find the Gnome

Have some fun! Look for three hidden gnomes that will be placed somewhere on the show floor each day to win prizes.

OFFICIAL MEDIA PARTNERS

GREENHOUSE
CANADA

grow
opportunity

Landscape
Trades

landscape designers symposium

Sponsored by: Golden Spruce Nurseries (2009) Inc.

Tuesday, September 24 | Pre-Show Event | 9:00 am - 5:00 pm
Early Bird Rates: BCLNA Members/Students: \$250; Non-Members: \$300
Price includes lunch and trade show badge.

Symposium PLUS Pass! Add an All Access Seminar Pass to your Symposium registration and save! See website for details.

Designing Landscape in 3D Using Sketchup

MANSOOR MA, LANDinc, ON

This one-day course is about dealing with complex site grading for 3D modelling of landscape projects using SketchUp. It is suitable for landscape designers and architects who want to learn effective landscape modelling skills as well as techniques in using SketchUp as an interactive 3D design tool, minimizing mistakes and saving time early in the design process. Mansoor developed this course based on his twenty years of design communication and landscape architectural experience. Bring your laptop and follow along as Mansoor demonstrates digital landscape project design techniques from start to finish.

Best of the fraser valley tour

Tuesday, September 24 | 9:30 am - 5:30 pm
Early Bird Registration: BCLNA Members \$150; Non-Members: \$175
Price includes lunch and refreshments.
Bus departs from and returns to Tradex.

- Learn what it takes to grow trees that can light up a room at Pine Meadows Tree Farm.
- Minter Country Gardens - learn how this fixture in the community moved with the times to meet the needs of gardeners in 2019. You will also enjoy lunch at the Cultivate Café.
- The tour will stop in Rosedale to visit Qualitree Propagators Inc. and their state of the art nursery operation.
- Check out Birchwood Dairy and enjoy a double scoop waffle cone. Butterscotch ripple anyone?
- We promised you a sweet time - your final stop is ChocolaTas, a chocolate heaven.

For Best
Rates
REGISTER BY
SEPTEMBER
6TH



Photo
Courtesy of
Arboriculture
Canada

urban foresters symposium



Wednesday, September 25 | 9:00 am - 3:00 pm
Early Bird Rates: BCLNA Members/Students: \$200; Non-Members: \$225
Price includes lunch and trade show badge.

Symposium PLUS Pass! Add an All Access Seminar Pass to your Symposium registration and save! See website for details.

Tree Planting & Installation

SANDY HOWKINS, Specimen Trees Wholesale Nurseries Ltd., BC
Root structure is the important part of the tree that we often don't see. How this structure is managed in production is important to the final outcome of the tree's growth and health. Sandy will discuss the pros and cons of barerooting caliper trees, the importance of planting depth, the creation of hydrophobic zones between the soil of the rootball and the local planting substrate, and how the success of the planting is affected by rootball tampering.

Common Decay, Fungi and Tree Rot Affecting PNW Trees

BESS BRONSTEIN, Consulting ISA Certified Arborist, WA

This session will focus on fungal decay diseases that affect many native tree species in the Pacific Northwest. Bess will discuss a combination of decay symptoms and fungal signs to identify common diseases. When assessing tree health and structure, proper identification of these pathogens is essential in order to determine appropriate management methods.

Modern Climbing

KYLE LARDEN, Arboriculture Canada, BC

This presentation will introduce the use of specialized equipment and techniques employed in both Moving Rope Systems (MRS) and Stationary Rope Systems (SRS). Learn the advantages and limitations of MRS and SRS while maintaining and following industry accepted safe work practices (ANSI, ISA, CSA) pertaining to fall protection. Kyle will touch on reactive forces of anchor points, re-directs and tie-off methods.

half day workshops

Early Bird Rates: BCLNA Members/Students: \$125;
Non-Members: \$150

Build a Fusion Garden

Wednesday, September 25 | 8:00 am - 12:00 pm
SEAN JAMES, Sean James Consulting & Design, ON

Here's a hands-on workshop to create a beautiful landscape, folding xeriscaping and 'rainscaping' together into what's known as a Fusion™ Garden. The design will use drought- and flood-tolerant plants while using water harvested from the building. Sean will discuss the design then, together, BUILD from scratch.

Nutrient Deficiencies and Fertilization of Ornamental Plants

Wednesday, September 25 | 8:30 am - 12:00 pm
MARIO LANTHIER, CropHealth Advising & Research, BC

In this session, you will examine symptoms of nutrient deficiencies that are common to plants growing in the region - ornamentals, conifers and fruit trees - and methods to correct those problems. All nutrients will be covered from nitrogen to iron to zinc, along with picture samples. You will also learn how to read the laboratory reports of leaf samples.

Bio-Control for Cannabis

Wednesday, September 25 | 1:00 pm - 4:00 pm
SUZANNE WAINWRIGHT - EVANS, Buglady Consulting, PA

Learn how to identify the most common pests found on cannabis plants including the different life stages of the pests, the damage they cause, and how to scout for them. Management tools from biological control agents, approved pesticides and cultural practices will be covered.

Fountainscaping

Thursday, September 26 | 9:00 am - 12:00 pm
GORD SZOLNYANSZKY, Aquascape Inc., BC

This workshop will equip you with the necessary tools and resources to bid and build custom water features while participating in a hands-on demonstration. You will learn how to install a Spillway Bowl and Basin creating an impressive, recirculating fountain.

Pest Management for Lawn Care

Thursday, September 26 | 1:00 pm - 4:00 pm
MARIO LANTHIER, CropHealth Advising & Research, BC

Can we maintain lawns without using toxic pesticides? The answer is 'yes'. This workshop will include the identification and management of common weeds, insects and diseases in BC, and a review of the new IPM guide for turf managers.

Free
Session

truck and trailer safety

Wednesday, September 25 | 9:00 am - 10:00 am
Thursday, September 26 | 9:00 am - 10:00 am

Presented by COMMERCIAL VEHICLE SAFETY & ENFORCEMENT (CVSE)

Keep you and your crew safe on the roads and avoid any serious business liability issues. This session will be offered on both mornings of the show and will cover:

- Pre-Trip Requirements
- National Safety Code Program Overview
- Load Securement Requirements
- Document Requirements
- Drivers Licence Requirements

This session is complimentary with your trade show badge; however, registration is required if you would like to attend.

New!

bug zone + pest ID challenge

Take a closer look at the pesky bugs that impact our landscapes including Ticks, Japanese Beetle, European Chafer, Aphids and more. Get valuable resources on Lyme disease. Test your knowledge and take the Pest ID Challenge for a chance to win \$250. One winner announced each day.

New!

arborist demo zone

Info Resource Booth | Arboriculture Canada

Arborists and tree care companies engage in hazardous work. They use chainsaws, climb trees, rig and remove trees, and work under the trees as others perform duties above them. Safety is of critical importance. Visit Kyle Larden of Arboriculture Canada in Hall A for the safety and training resources you need for climbing, gear inspection, and chainsaw maintenance. On-demand demos provided for your crew. Climbing demos scheduled each day.