

September 2023

# NHHLA

# NEWSletter

Vol. 39 No. 8

Informing and educating members of the Green Industry

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## Hands-On Landscape Lighting Installation Class *October 24*

**N**HHLA is presenting a hands-on lighting class that will teach you the basics of designing and wiring a low-voltage lighting system. You will install lights in the front of a house to enhance the beauty of the landscape, as well as provide safety. As the daylight fades, you will learn how to properly adjust the fixtures to achieve the best look. The instructors are Eric Mitchell, COLD, CLVLT and Jim Moreau, CIC, CIT, CLIA, and CLVLT.

Mark your calendar now for October 24, 2-7 pm. The rain date is October 25. This event will be held at 13 Rancourt St., Nashua, NH. The cost is \$50 for Members, \$70 for Non-members. Dinner will be provided.

Space is limited to just 20 people, so we are only accepting one person, per company. We will have a waitlist for additional people, if space is available. Contact Pam Moreau, [nhla@comcast.net](mailto:nhla@comcast.net) with questions and to register. ↑



The *NHLA Newsletter* is published by the New Hampshire Landscape Association for its members, free of charge, 10 times a year.

**Memberships:**  
 See enclosed application or the website for a membership application.

**Additional Subscriptions:** Firms desiring additional subscriptions, can purchase them at \$40.00 each. Contact Pamela Moreau.

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The *NHLA Newsletter* seeks to encourage a lively discussion of topics of concern to NHLA members. Opinions and proposals presented in the newsletter are those of the writers to whom they are attributed and are not a statement of official policy by NHLA, unless so stated.

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**President's Notes**

by Andrew Pelkey

It was a record-breaking year for our Annual NHLA Golf Tournament! Registration filled up in less than two weeks. Between vendors and raffles, this year was our highest earning year to date. These funds will continue to be used toward increasing our Association's offerings and bringing more value to all of you.

A very special thanks to both Jim and Pam Moreau for their continued efforts in organizing the tournament! This event was made possible by great vendor sponsors. Find a list of them on page 13.

Next on our event calendar will be our Second Annual NHLA

Field Day held at the Belknap County Fairgrounds on September 20. This year we expect to offer more value through credits and training, access to more vendors, and in-field training opportunities. I'm looking forward to seeing this event continue to grow and provide more value to our membership!

August marks the middle of the green season here in NH. It's certainly, a good time to evaluate how you and your team are performing so far this season, allowing for changes to be made for the second half of the season.

Understanding your numbers is essential regardless of your

company size. We are currently working towards providing insight into building budgets through calculating overhead and direct costs and aligning them with target margins to yield the results you deserve. The average net profit margin for landscape firms across the country is a mere 5%. This is a lot of effort for a

little return. Doubling this into 10% + is very doable with the right knowledge. Keep an eye out for events and resources in the next calendar year geared to improving your companies' margins.

Cheers to the second half of the season! 🍷

**NHLA Field Day is fast approaching! Register by September 13**

Date: Wednesday, September 20  
 Location: Belknap County Fairgrounds, Belmont, NH.  
 Attendee registration:  
[nhlaonline.org/registration-attendee/](http://nhlaonline.org/registration-attendee/)

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## Learn to How Sell

NHLA Dinner Meeting, November 9

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*"Great salespeople are made, not born, and no one achieves success in life without knowing how to sell."*

Please join us at our November Dinner Meeting on November 9, 5-8:30 pm, at the Puritan Conference Center in Manchester. Jason Andrews, President, Gallo & Associates will bring us through the **5 Basic Rules of Selling**, and present important, new questioning techniques, and how to close a deal! You will leave with several keys to increase your profits.

The cost is \$55 for Members, \$70 for Non-Members. If you have questions, please email Pam Moreau at [nhla@comcast.net](mailto:nhla@comcast.net). Registration will be available on line soon, at [nhlalonline.org](http://nhlalonline.org)



## Principles and Practices of Organic Land Care

**N**on-Toxic Portsmouth, Non-Toxic Dover, and The Organic Land Care Program are presenting an in-person accreditation Course from October 30 - November 2 (9:00 am -4:30 pm, each day). This is a 4-day in-person series on the Principles and Practices of Organic Land Care, including 30 hours of instruction and site visits led by expert practitioners.

The program leads to certification as an Accredited Organic Land Care Professional (AOLCP) after all meeting, attendance, and testing requirements are met.

*Topics include:*

- Site analysis
- Soil health
- Organic amendments
- Planting and plant care
- Organic turf management
- Stormwater management
- The business of organic land care and much more!

The cost is \$600 for early registration or \$650 after September 15. The course will be held at the Portsmouth Historical Society, 10 Middle St., Portsmouth, NH

REGISTER AT: [ctnofa.app.neoncrm.com/np/clients/ctnofa/eventRegistration.jsp?event=1781&](https://ctnofa.app.neoncrm.com/np/clients/ctnofa/eventRegistration.jsp?event=1781&)

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Discounts are available for group registration. For more information, contact Program Director, Jennifer Shaffer, [jennifer@ctnofa.org](mailto:jennifer@ctnofa.org)

The program leads to certification as an Accredited Organic Land Care Professional (AOLCP) after all meeting, attendance, and testing requirements are met.



## Certification Corner

by Abby Zuidema,

NHCLP Certification Coordinator

### 2023 NHCLP Exam

The New Hampshire Certified Landscape Professional Exam will be held September 23, 2023. The Plant Identification and Written Portion will be offered on this date. More information on the exam and application can be found on the NHLA website, [nhlalonline.org/how-to-become-certified](http://nhlalonline.org/how-to-become-certified)



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## Check Your Ego at the Door

Pillar #5 of the North Point Outdoors Ten Pillars of Culture

by Andrew Pelkey, NHLA President

**C**heck Your Ego at the Door. It's not about you. We are a team. Don't let your ego or personal agenda get in the way of doing what's best for the team. Worrying about who gets the credit or taking things personally is counterproductive. Make sure every decision is based on advancing company goals and supporting your team.

Nothing like being put in your

place to humble you right? At least that's how I have always felt...

To look deeper into this Pillar, I think its best to look at it from two vantage points: employee and employer.

As an employee, one of the best qualities you can have is showing that you value the team's success over your own. Ironically, when you do this, you show just how valuable you are to the team and

often move quickly up the ladder. This characteristic makes you respected by your team and creates trust in your ability to support them.

As an owner, it is nearly essential to check your ego at the door. Each role in your company is equally as important as the other. All roles need to be carried out simultaneously to allow for success. You will find that the

most successful companies in the Green Industry and beyond have owners who respect their teams and hold them at the highest regard.

When you have a team of people who are more concerned about the team's success rather than their own, you get the most out of that team, and ironically the team members benefit more than you could imagine!

Each role in your company is equally as important as the other. All roles need to be carried out simultaneously to allow for success. Worrying about who gets the credit or taking things personally is counterproductive. We are a team.

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## Slime Molds – A Landscape Curiosity

by Amy Papineau, Landscape & Greenhouse Horticulture Field Specialist, UNH Extension

Have you seen what looks like a yellow or tan pile of fluffy or foamy growth suddenly appearing on bark mulch or encasing the base of a shrub? With the warm wet weather we've had this year, our UNH Extension Infoline has gotten lots of calls and emails from New Hampshire homeowners who have seen this and want to know what it is and what to do about it. What people are seeing is a slime mold, often referred to as 'dog vomit fungus' or 'scrambled eggs slime.'

The slime mold is not a mold or a fungus, but a single-celled organism called a plasmodium. Slime molds appear first as a slimy gel-like ooze that spreads across the ground in search of decaying organic matter, such as bark and leaf litter. As it oozes around

the ground, it is digesting tiny microbes that are decomposing organic matter. When conditions are right for the slime mold to transform into its reproductive stage, it will thicken and develop into the characteristic dog vomit or scrambled eggs look. The slime mold often develops from its less-conspicuous slime stage to its very noticeable reproductive stage overnight.

The slime mold is not damaging to plants; it is simply working within the natural decomposition process as decaying organic matter is broken down. If you or a client finds it unsightly, it can be scooped up and disposed of or washed away with a strong stream of water. The spores are quite resilient though. So regardless of whether you scoop it up,



wash it away, or leave it to dry up and disappear on its own, you may see this curiosity again when the conditions are right, usually after warm wet weather.

UNH Extension's 'Question of the Week – What is growing on

my mulch?' is a printable resource that can be shared with anyone finding this interesting growth in their landscape: [extension.unh.edu/blog/2019/07/what-growing-my-mulch](https://extension.unh.edu/blog/2019/07/what-growing-my-mulch)

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# 9th Annual Golf Tournament a Huge Success

by Pam and Jim Moreau

On behalf of the New Hampshire Landscape Association and the Golf Committee, we would like to thank everyone for making NHLA's 9th Annual Golf Tournament our best one yet! We blew away all our records, including selling out in 3 days! We are extremely grateful for our sponsors and golfers; without their support we would not have a tournament. We had an incredible day and it was wonderful to see so many new faces. Mark your calendar for August 6, 2024 for next year's tourney!

We made over \$10,000, thanks to your generosity! The funds from the tournament help keep the Association fiscally sound. Watch the *Newsletter* and emails for our fall lineup. Don't miss the Fall Field Day on September 20, 2023!

A special thanks to our tournament sponsor, **Millican**

**Nurseries, LLC.**, for their continued support! This year's gift was an emergency lantern. You will never be caught in the dark again! A special thanks to our dinner sponsor, **Read Custom Soils**, for a great meal; we are always starving after a day on the course. Many thanks to **J.M Hayden Equipment**, our snack bag sponsor. What a variety! It was a toss-up for my favorite: Cheez-Its or Famous Amos Chocolate Chip cookies. A special thanks to **Pierson Nurseries**, our Leaderboard Air Cannon sponsor; it is always a blast! Andrew Cantrell was the big winner, with a shot 34 inches from the pin. Many thanks to **Milton Cat**, our scorecard sponsor; we appreciate your support! Many thanks to **Bayberry & Company**, our coffee sponsor. We appreciate the morning caffeine fix! Many thanks to **Casella Organics**,



**1st Place – J.M. Hayden Equipment: Forrest Hayden, John Hayden, Logan Hayden, and Larry Moffett**

our Gatorade and water sponsor. Hydration is so important! Finally, we would like to thank ALL our tee sponsors for their generous support. We had several returning sponsors and several new ones. We could not make

this happen without you!

The best part of our day is talking with all the teams. We have several golfers who have been with us since the beginning. We love to hear about them and their families. It's awesome to see every-

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## 2023 Golf Tournament Winners

### 1st Place:

J.M. Hayden Equipment : Forrest Hayden, John Hayden, Logan Hayden, Larry Moffett

### 2nd Place:

GPS Fleet Consulting: Jeff Levigne, Tim Boyle, Matt Deloge, Corey Fongemie

### 3rd Place:

Piscataqua Landscaping & Tree: Justin Gamester, Jay Rotonelli, Mike Graves, Doug Knott

### Most Senior Team:

Dave DeJohn, Jeff Morse, Matt McKerley, Keith Anastasy

### Closest to the Pin (Leaderboard Air Cannon):

Andrew Cantrell, 34"

### Putting Contest – 50/50:

Josh Polakiewicz



**3rd Place – Piscataqua Landscaping & Tree: Justin Gamester, Jay Rotonelli, Mike Graves, and Doug Knott**



**Most Senior Team: Dave DeJohn, Jeff Morse, Matt McKerley, and Keith Anastasy**



**2nd Place – GPS Fleet Consulting: Jeff Levigne, Tim Boyle, Matt Deloge, and Corey Fongemie**

one having a great time. Golfing makes a great company outing. We appreciate your joining us for the day. We know that not everyone golfs, so we're working on a non-golfer event. Please send me some ideas! Thank you!

We cannot forget our VOLUNTEERS. This event would not happen without them. A special thanks to **Erica Dole**, **Cori Cahow**, and **Bill Gardocki**

for managing our 50/50 putting contest, helping with registration, and acting as photographers. The Putting contest was the most challenging one, so far. Josh Polakiewicz brought home \$650!

Our THANKS to **Candia Woods**, the course was in fantastic shape and their staff is always amazing. Finally, we can't forget to THANK our **Golf Commit-**

*More on p. 13*



**Where's the luau? Cody Burns, Brett Burns, Garrett McCarthy, and Kersten Green**



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9TH ANNUAL NHLA GOLF TOUREY, *Cont'd from p. 11*

tee: **Jim Moreau, Pam Moreau, Matt Tomassetti, Alan Anderson, and Chuck Simpson.** This tournament would not happen without them. Finally, thank you to ALL of our golfers! It was a pleasure seeing all of you and we hope you enjoyed the day.

We look forward to seeing you ALL again next year! Remember to sign up early! Thank you for

your commitment to building, developing, and maintaining great landscapes in New Hampshire! Thank you for your continued support and participation!

*“Keep your sense of humor. There’s enough stress in the rest of your life not to let bad shots ruin a game you’re supposed to enjoy.” – Amy Alcott 🦋*



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- Pam Moreau, NHLA Business Manager
- Matthew Tomassetti, Cambridge Pavers, Inc.
- Chuck Simpson, Simpson Landscaping Company
- Alan Anderson, Portsmouth C.C.

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- Cori Cahow, Organic Garden Girl
- Erica Doyle, Casella Organics
- Bill Gardocki, Hardscape Educator



**Is this mini golf? Cori Cahow**



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## Eliminate Overwintering Pests

Clients might think that during the winter there are no lawn or landscape matters to concern themselves with, but this is a prime time to monitor and eliminate overwintering pests that can become a problem in the spring.

While one can hope the freezing temperatures will kill off all of these troublesome insects, many can survive as egg masses or by seeking shelter in plant debris. Take the time to educate your customers on why overwintering insects should be handled now, and you'll also have fewer headaches to deal with come springtime.

**Types of Overwintering Insects:** While not all overwintering insects are bad, and some are even beneficial, there are others that can be quite detrimental to plants or a particular nuisance. Listed here are some of the common

culprits to lookout for.

Defoliators like gypsy moths, Eastern tent caterpillars and fall cankerworms lay overwintering egg masses on twigs, branches and trunks. Gypsy moth egg masses are tan-colored lumps about the size of a nickel or a quarter. Eastern tent caterpillar egg masses are 150 to 400 eggs and are covered with a shiny, black varnish-like material and encircle branches that are about pencil-size or smaller in diameter. Fall cankerworms have single-layered masses of flower-pot-shaped eggs on smaller branches

Bagworms also pass the winter as eggs, but their eggs are inside bags that served as cocoons for last year's females. Adelgids like the Eastern spruce gall, cooley spruce gall and hemlock wooly adelgid overwinter as immature females.

Soft scales like Tuliptree, Magnolia, Fletcher, Calico, Lecanium,

Cottony Maple, and Cottony Camellia all overwinter as nymphs on twigs or branches on deciduous trees and shrubs. Armored scales overwinter as first instar nymphs and adult females.

Most aphids overwinter as eggs, but some overwinter as adult females. While aphids often don't cause permanent plant damage, their sticky honeydew can result in sooty mold appearing on the affected plants. This can drastically reduce the vigor and beauty of ornamental plants.

**Control Methods:** Fall clean-ups not only help provide a tidy landscape going into the winter, but they can also remove hiding places for some overwintering insects. Plant material infested with insects should be disposed of over rather than composted.

Tilling the soil to incorporate amendments can also unearth

pests overwintering in their pupae stage, like seed, root and bulb maggots and leaf miner species.

For the insects with overwintering egg masses on plants, these can be removed manually or pruned out. If there are too many egg masses, or they cannot be reached, you can note treatments will be needed next spring.

Dormant oils can also be sprayed on shrubs and the bark of trees to suffocate the insects before they become active in spring. Dormant oil is effective for scales, aphids, bagworms and more. Note that dormant oils should not be sprayed when there is a danger of freezing or if plants have already emerged from dormancy.

— by Jill Odom, content manager for NALP. Reprinted from the National Association of Landscape Professionals, <https://blog.landscapeprofessionals.org>



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# Soil Testing for Informed Nutrient Management Decisions

*from UNH Cooperative Extension, Soil Testing Program*

**F**all is a good time to collect and test soil samples from the properties you manage. Some soil management tasks, such as liming if needed, can be completed in the fall, and getting a complete picture of the soil nutrient conditions now will help you plan your fertilizer needs for the coming year.

The UNH Soil Testing service is an affordable option for soil testing, and the analysis methods and recommendations are specific to the soils and environmental conditions found in New Hampshire. The standard Commercial Landscape test costs just \$16 per sample with additional options, such as Texture Class and Organic Matter available as add-ons.

One factor the standard test

will tell you is the pH of the soil sample. pH is an important factor when it comes to plant growth and quality. If the soil pH falls too low or is too high, nutrients in the soil can “bind” to the soil or precipitate into mineral forms and become unavailable for uptake by the plants while other nutrients may be taken up in excessive amounts causing plant injury. The soil test will tell you if pH should be adjusted and how to do that.

The test will also tell you the extractable amounts of major nutrients (potassium, phosphorus, calcium, and magnesium) and will provide fertilization recommendations based on the nutrient needs of what you’re growing (perennials, trees &



shrubs, lawn, etc.). This information will help you apply what is needed, while not over-applying nutrients which can be costly and pose environmental concerns.

All soil samples submitted to the UNH Extension soil testing service are screened for lead. Lead is a naturally occurring element that is present in all soils at very low concentrations, but exposure to soils with elevated levels can have harmful health effects. We most frequently find elevated lead levels on properties with old homes with lead exterior paint (pre-1970s), properties where leaded gasoline contamination has occurred (pre-1990s), and properties that were once orchards where lead-arsenate was used

for pest control (1910-1950s). If elevated lead levels are detected in a soil sample, we’ll provide you with guidance on how to minimize your risk of exposure, such as avoiding mowing when soils are dry and dusty.

Samples can be mailed or dropped off in-person at the UNH campus in Durham, NH. You’ll generally receive test results and recommendations within three weeks of when we receive your sample. Instructions and submission forms are found on the UNH Extension website: <https://extension.unh.edu/agriculture-gardens/pest-disease-growing-tools/soil-testing-services> or email us [soil.testing@unh.edu](mailto:soil.testing@unh.edu)



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## Setting Up Drivers for Success

*Reprinted from the NARFA Sept/October Newsletter*

Effective route planning is a critical part of setting a driver up for success. Route planning must be considered in order to make sure drivers know how to get from point A to point B while avoiding risks such as low bridges, school zones, construction, closed roads, insufficient space to maneuver the vehicle, pedestrian or cyclist traffic, weather, or social events. Other benefits of well-designed route plans include reducing time, vehicle wear, fuel, risk of crashes, and improving customer satisfaction.

Successful route planning requires a two-way street between management and drivers. Management needs to consider risks when planning routes; drivers need to adhere to route plans with the understanding that risks could be mitigated with good planning.

It is important to understand that good planning includes preparation before the vehicle is put in motion. Managing fatigue, nutrition, navigation system (if drivers are unsure where they are going), vehicle condition, and how drivers will manage distractions, including phone calls or text messages, are a necessary part of any trip, regardless of distance. How these elements are addressed prior to the trip will help define how well the risk is managed.

Common hazards to consider when developing route plans are sharp or blind curves, dangerous intersections, railroad crossings (especially uncontrolled), the absence of areas to safely pull off the road, icy bridges, poor pavement condition or potholes, animals, and areas with poor

visibility. Traffic hazards to consider are aggressive drivers, construction, rush hour, extreme pedestrian traffic, and school zones. Vehicle hazards should factor in load instability, poor maintenance/repair, and hazardous materials. Various driver risk can come into play such as: level or experience with the specific vehicle, health conditions, fitness for duty, area knowledge, and coping with distractions. Ideas on how to approach improving the route planning for the operation should incorporate:

1. an analysis of the crash history to identify "hot spots"
2. actually driving current routes to identify specific hazards
3. downloading regional construction notifications
4. asking the drivers for their

In the event of a motor vehicle crash, human error is the probable cause 93% of the time.

input and suggestions for how to reduce risk.

At each destination or delivery point, size up the scene by identifying entry and exit points, overhead objects, and reducing the distance or number of times requiring backing maneuvers. Some methods for implementing safer routes and inspiring better driver decision-making should involve:

1. promotion as a driver safety initiative
2. use as a safety committee activity
3. implementing "How To Run

My Route" sheets completed by the regular driver to support the success of the cover/vacation/new driver. Also, a "route hazard planning" sheet can be completed by each driver which will raise their own awareness as well as provide important information to the dispatchers, managers, and other drivers.

In summary, every operation wants to be effective, efficient, and profitable. Implementing techniques for developing route plans that set the driver up for success every day is the key to achieving all three.

## Guide to Advanced Driver-Assistance Systems (ADAS)

Advanced driver-assistance systems (ADAS) can help improve a driver's ability to react to dangers on the road. Over the past decade the automotive industry has delivered countless safety innovations, ranging from traction control to collision warning systems, all with the intent to reduce crashes and save lives. Whether incorporating new vehicles into a commercial fleet or deciding on your next personal vehicle, it's important

that drivers know how to use the technology effectively.

The National Highway Traffic Safety Administration (NHTSA) has launched a campaign to educate drivers about the safety benefits of ADAS in newer vehicles. Dr. Steven Cliff, NHTSA's Deputy Administrator, said "Vehicles equipped with life-saving technologies can prevent or reduce the severity of a crash, but they are most effective when drivers learn to use them."

Common ADAS can include several features, such as:

- Rear-view cameras are now required in all new vehicles under 10,000 lbs.
- Collision warning systems alert drivers to oncoming vehicles by monitoring the vehicle's speed and detecting objects within a certain distance/radius.
- Collision intervention systems automatically apply the brakes or gradually pull the ve-

*Continued on p. 23*

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ADAS, Continued from p. 19

hicle into the center of the lane to avoid objects.

- Forward collision systems equipped with automatic emergency braking (AEB) automatically apply the brakes to avoid contact with an object, such as a pedestrian or vehicle.

- Blind spot detection (BSD) uses sensors on specific areas of the vehicle to monitor objects and alert the driver.

Many newer vehicles also include adaptive light control, automatic parking, adaptive cruise control, driving control assis-

tance, lane-keeping assistance, and reverse automatic braking. In the short time these safety systems have been integrated, research has proven their effectiveness in reducing the frequency and severity of crashes. The Insurance Institute for Highway Safety (IIHS) estimates a reduction of police-reported front-to-rear crashes by 50% resulting from systems with AEB. Lane departure warning reduces single-vehicle, sideswipe and head-on crashes by 11%, and BSD reduces lane-change

The Insurance Institute for Highway Safety (IIHS) estimates a reduction of police-reported front-to-rear crashes by 50% resulting from systems with AEB. Lane departure warning reduces single-vehicle, sideswipe and head-on crashes by 11%, and BSD reduces lane-change crashes by 14%.

crashes by 14%. The integration of these safety systems in newer vehicles requires drivers to be familiar with the capabilities and limitations. If a driver is not familiar with the sensitivity of specific features such as FCW, lane keeping assistance, or rear cross traffic warning they may be prone to make sudden maneuvers or reactions. It's important that drivers review the owner's manual

and perhaps seek out additional information from the manufacturer. One way to know if your vehicle has ADAS technology is to read the symbol lights on the dashboard when starting the ignition. The symbol lights will illuminate for each type of system on the vehicle. Referencing the owner's manual or conducting a quick internet search can identify the meaning.

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“Autumn is a second spring  
when every leaf is a flower.”

—Albert Camus (1913-1960),

French philosopher, author, dramatist, and journalist

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[nhlaonline.org/nhla-newsletter/](http://nhlaonline.org/nhla-newsletter/)



# Calendar

■ **SEPTEMBER 20**

NHLA Field Day, Belknap County Fairgrounds, daylong event. *See page 3*

■ **SEPTEMBER 23**

NHCLP Exam, *See page 5*

■ **OCTOBER 24**

Hands-on Landscape Lighting Installation Class, presented by NHLA, *See page 1*

■ **OCTOBER 30-NOVEMBER 2**

Principles and Practices of Organic Land Care, presented by Non-Toxic Portsmouth, Non-Toxic Dover, and the Organic Land Care Program. *See p. 5*

■ **NOVEMBER 9**

Learn to Sell, NHLA Dinner Meeting, Puritan Conference Center, Manchester, NH. *See page 5*