

Professional Development



HORTICULTURAL TRADES ASSOCIATION
landscapeontario.com

Seminar Guide
2013-2014



your journey to *prosperity* begins here

PROFESSIONAL DEVELOPMENT IS THE PATH TO PROSPERITY

Welcome to Landscape Ontario's 2013-2014 Professional Development Guide!

As you browse the Guide, don't forget that every page offers opportunities to build your career, improve your business — and even save you some money.

Booking your seminars early is wise, because they fill up quickly — don't be disappointed. Plus, if you sign up by Dec, 31 2013, you receive Early Booking savings of 10 per cent!

It should not be hard to find seminar offerings that match your specific green industry needs, whether you are an employee or a business owner. We fine-tune our seminar offerings every year; look inside for longstanding favourites, as well as new topics. We have also scheduled more dates this year for some of our most popular offerings.

Holders of Industry Certifications and Accreditation program credentials know recertification is necessary. Landscape Ontario's seminars are tailor-made to help obtain your continuing education units (CEUs) or credits (CECs). For those looking to begin one of the Landscape Ontario certification programs, seminars are noted with the certification acronym; this indicates the seminar will help prepare you this certification.

Recognizing these accomplishments, we are offering Certification holders a new savings opportunity. See details on the registration form at the back of the guide.

And finally, take advantage of the online learning opportunities starting on page 19. These online training programs are created specifically for the green industry, and allow you to learn at your own pace, any time of the day, or any season of the year.

This seminar program provides great membership value, and the opportunity to improve your earning power, along with tools to enhance your business ... Landscape Ontario's professional development opportunities put YOU on the path to prosperity!

Sincerely,

Kathy McLean

Seminar Coordinator

ON THE COVER

Landscape Ontario's honorary mascot, Grout the Troll



CONTENTS

Apprenticeship.....	32	Business/Professional Development...	11
Certification	30	Certification Prep Seminars.....	12
Chapters.....	33	Environment	13
Conference and Events	34	Equipment Handling.....	14
Online Learning	20	Irrigation	15
Registration Info	39	Integrated Pest Management (IPM) /Lawn Care	17
Safety Group Program.....	32	Landscape Construction and Installation...	17
SEMINAR REGISTRATION FORM	38	Landscape Design	23
Prosperity Partner Seminars			
Customers for Life	4	Landscape Maintenance	24
Financial Health	5	Plants	24
Leadership	7	Safety and First Aid.....	26
Operational Excellence.....	10	Water Gardening.....	27
Arboriculture, Trees and Shrubs	10	Sales Success.....	28

CERTIFICATION PROGRAMS AND AFFILIATED ASSOCIATIONS

See page 30 and 31 for details on these programs.

CHT

Certified Retail Horticulturist
 For more information visit
www.horttrades.com/certified



CLD

Certified Landscape Designer
 For more information visit
www.horttrades.com/certified



CLP

Certified Landscape Manager
 For more information visit
www.horttrades.com/certified



CLT

Certified Landscape Technician
 For more information visit
www.horttrades.com/certified



GRHC

Green Roofs Healthy Cities
 For more information visit
www.greenroofs.org



IA

Irrigation Association
 For more information visit
www.irrigation.org



ICPI

Interlocking, Concrete, Pavers Institute
 For more information visit www.icpi.org



IPM

Integrated Pest Management
 For more information visit
www.ipmcouncilcanada.org



ISA

International Society of Arboriculture
 For more information visit
www.isa-arbor.com



SIMA

Snow Ice Management Association
 For more information visit www.sima.org



Prosperity Partners Pillar

CUSTOMERS FOR LIFE

Cultivating customer relationships and providing value is the lifeblood of all businesses. The opportunities below support the Customers for Life pillar of the Prosperity Partners program.



Professional development seminars are approved for CNLA Landscape Industry Certified recertification CEU/CECs along with noted affiliated associations.

SPECIAL NOTE: Highlighted certification acronyms (**CLP**) signify that participants may receive assistance in preparation for the certification test.

NEW

Customer Service; Designing Positive Customer Experiences that Drive Loyalty

Customer service is a series of activities designed to enhance the level of customer satisfaction, promoting repeat business and word of mouth advertising. Advertising may bring your customer to you, product may make them buy from you, but it's exceptional service that goes beyond your customer's expectations that brings them back again and bringing others with them. Creating a healthier bottom line is better achieved through well-trained staff that can exceed customers' needs. Your employees are an integral part of your brand, so let them market for you.

Exceptional customer service is your strongest form of advertising and can rival even your toughest or largest competitor. Topics covered will include:

- Customer service assessments
- Procedure design
- Customer service training

This seminar is designed for owners, sales managers and front line staff of garden centres, landscape design, construction or maintenance firms that want to effectively and consistently deliver exceptional service. **NOTE:** after attending this seminar, participants may want to consider continuing with LBM066, LBM058 and LBM059

LBM065 (Milton)

Date: Thursday, November 21, 2013
Instructor: Athena Taddei
Maximum participants: 12

LBM055-OT (Ottawa)

Location: Ottawa District Hockey Assoc.
1247 Kilborn Place 3rd Floor Ottawa
For directions only call 613-224-7686
Date: Thursday, March 27, 2014
(light lunch included)
Instructor: Athena Taddei
Maximum participants: 15

Understanding Your Customers = Better Sales

CLP

Whether you are in landscape design, construction, maintenance, or retail, learning to identify the personality styles of your customers will not only help establish rapport, build trust and make sales, it will also help front line staff effectively deliver exceptional service, long after the sale has been made. This seminar will help participants better understand the personality types as described by DICS personality assessments, so that they can:

- Identify individual buying styles
- Learn how customers make decisions
- Learn how customers process information
- Learn the behaviours necessary in delivering exception service

LBM059 (Milton)

Date: Wednesday, March 19, 2014
Instructor: Athena Taddei
Maximum: 15 participants

Apprenticeship and C of Qs

Interested apprenticeship and C of Q participants contact Sally Harvey at sharvey@landscapeontario.com for next steps in certification and accreditation.

NEW

Business Tactics for Frontline Employees

CLP

What are our expectations of people on the frontline? We're asking them to make outgoing calls, cross-sell, up-sell along with the expectation of higher service levels. But are we preparing them to do these tasks well or are we setting them up for failure?

A seminar for frontline employees who continue to hit communication roadblocks... like:

- Dealing with difficult customers or clients
- Trouble communicating on a professional level
- Not knowing how to take a client to the next step in a sale

Attending this seminar will help you to find out how to maximize your frontline business development efforts.

LBM073 (Milton)

Date: Monday, March 24, 2014
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants

Prosperity Partners Pillar

FINANCIAL HEALTH

Successful organizations have processes in place to measure financial performance at a glance. Once you have that information, learn how to use the numbers to drive your prosperity. The opportunities below support the Financial Health pillar of the Prosperity Partners program.



Professional development seminars are approved for CNLA Landscape Industry Certified recertification CEU/CECs along with noted affiliated associations.

SPECIAL NOTE: Highlighted certification acronyms (**CLP**) signify that participants may receive assistance in preparation for the certification test.

Build a Better Landscape Business

CLP

Landscape contractors from some of Ontario's best landscape companies lead this hands-on seminar. Here, you'll do much more than hear how it should be done... you'll actually bring your numbers (numbers are kept confidential) and work through a process to build:

- A customized operating budget, benchmarked against similar companies, to make a profit in 2014
- Pricing and markups for your crews, equipment and materials-calculated using your company's numbers
- An efficiency rating that reveals how much opportunity and profit is lost in inefficiency
- Dead-simple, proven methods to measure progress and track job costs
- Compensation ideas that inspire employees to think like entrepreneurs, instead of hourly employees

Owners, estimators and bookkeepers/financial managers will want to attend.

IMPORTANT: Please see www.go-LandscapeManagementNetwork.com/LandscapeManagementNetwork-landscape-estimating-workshop for a quick video and checklist on what to prepare for this seminar. It only takes 15 minutes, but it's critical to your success.

REQUIREMENTS: Participants will need to bring laptops. Companies who have previously taken the **LANDSCAPE MANAGEMENT NETWORK** seminar are welcome to come back to create a 2014 budget, but

note that this seminar will cover the same topics as last year's session.

NOTE: After attending this seminar participants may want to consider continuing with LBM067

LBM043 (Milton)

Date: Monday – Tuesday, February 3-4, 2014
Instructor: Landscape Management Network (LO Preferred Coach/Consultant)
Time: 9:00-4:00 p.m.
Maximum: 25 participants

Negotiating with the Savvy Buyer

CLP

Not all prospects have the same level of negotiating skills. As you sell to more commercial, industrial and property management companies, do you find yourself being outsmarted? Professional buyers attend professional procurement and buying courses to learn how to negotiate better deals. Are you coming up short against these pros? If so, then this seminar is for

you. If you have experienced the following you should attend this seminar:

- Disappointed that doing your best is not getting better results
- Frustrated that your margins are being eroded by successful buyers
- When do I hold the fort vs. give a little concession to make a sale happen?
- How do I create win-win outcomes?
- Learn the right process to understanding and negotiating good deals

This seminar will assist business owners, sales professionals and business development professionals to identify, evaluate and counter the savvy buyer's moves to close "win-win" deals.

NOTE: After attending this seminar, participants may want to consider continuing with LBM050, LBM051, LBM054 and LBM071

LBM045 (Milton)

Date: Wednesday, February 5, 2014
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants



NEW The Zen of Landscape Job Costing CLP

There's nothing Zen about job costing landscape work. It's complicated, ever-changing, and we depend on a lot of moving parts (people) for it to all come together well. Perhaps that's what makes job costing the most talked-about, but least followed-through, part of running a landscape business. Everyone agrees on its importance. Few have mastered its implementation. In this seminar, we'll examine:

- Estimates for good job costing
- Cost centers that work for your business
- Accurate time recording
- Material invoices/costs
- Off-the shelf accounting software that help to produce the results you need

Seminar is intended for, owners, office managers and bookkeepers.

NOTE: Participants will need to bring their laptops (accounting software installed is preferred)

LBM067 (Milton)

Same seminar two dates:

A) Friday, February 21, 2014

B) Friday, March 14, 2014

Instructor: Landscape Management Network (LO Preferred Coach/Consultant)

Time: 9:00 a.m.-4:00 p.m.

Maximum: 25 participants

Does Your Company Have Roots? Build a Business from the Ground Up CLP

Small business owners often get side-tracked on doing only the things they love to do, but without careful planning, your company won't achieve its full potential. It's easy to work on the fun stuff like planning a landscape, but it requires more discipline to develop and implement intelligent operational practices that will help grow and sustain your company for long-term success. This seminar is designed to help owners and senior decision makers of landscape design, construction and maintenance companies, gain an overall look and understanding of the importance of:

- Finance: financial plans, budgets, bookkeeping/accounting, and legal requirements
- Market Research: gathering information about your customer and your competitor
- Product Development: remaining relevant to your clients

NOTE: after attending this seminar, participants may want to consider continuing with LBM059

LBM058 (Milton)

Date: Wednesday, March 5, 2014

Instructor: Athena Taddei

Maximum: 15 participants

Simply Accounting: Intro CLP

Learn how to enhance your company's productivity with an overview of Simply Accounting's features, designed specifically to fit the landscaping industry.

Topics covered will include:

- How to set up a Company Data file
- How to record expenses and pay suppliers
- How to invoice customers and receive payments
- HST compliance

Learn the basics to effectively record your business transactions and produce meaningful financial statements. Learn to use the tools included in this software to quickly see profit/loss, review cost of sales, and track who owes you money. At a glance, see who your best customer is, where you are spending the most money, and what needs to be better managed. Maintaining accurate financial records will give you the information you need to make solid business decisions.

NOTE: Laptops are beneficial but not required to attend; a free trial software copy can be provided upon request.

LBM037 (Milton)

Date: Monday, March 10, 2014

Time: 9 a.m.-12 noon (lunch not included)

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Instructor: Linda Wiesner

Maximum: 15 participants

Prosperity Partners Pillar LEADERSHIP

At the helm of all successful businesses are leaders who are able to engage and motivate people around them to achieve a clear and defined vision. The opportunities below support the Leadership pillar of the Prosperity Partners program.



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SPECIAL NOTE: Highlighted certification acronyms (**CLP**) signify that participants may receive assistance in preparation for the certification test.

The Effective Supervisor CLP

This seminar will consider the day-to-day context in which supervisors perform their role and bring to life the concepts associated with "organizing the work and its performance" as referenced in the definition of a competent person. It will go beyond the awareness of the legal roles and responsibilities of supervisors and engage participants in identifying real life challenges and solutions.

Topics include:

- How to provide instruction or direction to others, factoring in learning styles, generational differences and English as a second language, for example
- How to orient a new worker
- How to provide feedback/coaching
- How to prepare for and lead a meeting
- How to deliver someone else's message
- Participants will leave with their own tool kit

LS020 (Milton)

Same seminar two dates:

A) Monday-Tuesday, November 18-19, 2013

B) Monday-Tuesday, March 3 - 4, 2014

Instructor: Kristin Hoffman WSPS rep

Maximum: 25 participants

LO Member: \$325 (plus HST)

Potential Member: \$384 (plus HST)

New Family Business Dynamics

This seminar gives a basic understanding of the fundamentals involved in a well planned succession. It will touch on basic ways of transferring a business, analyzing the next generation's capabilities, identifying potential conflict among family members and the soft skills required to guide families through this often turbulent life cycle. Case studies will be discussed and participants will be invited to include their personal experiences, leading to a spirited discussion. There will be high level discussion around best practices for tax planning, and methods to fund succession. Attendees will leave with a clearer understanding of family dynamics as it relates to business, and how it overlaps with the personal side of the family. We will analyze how family members NOT in the business will be included in the discussion and contribute to its greater success.

NOTE: This will not be a financial seminar, but will focus on the "on ramp" portion of how effective succession is addressed, often revolving around the more difficult discussions.

LBM068 (Milton)

Date: Wednesday, February 5, 2014

Time: 9 a.m. - 12 noon (lunch not included)

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Instructor: Phil Kriszenfeld

Maximum: 12 participants

Industry-Specific Legal Issues CLP

This seminar covers construction contracts, liens, insurance, legislation and disputes. If you work in landscape construction as a contractor, subcontractor, designer or supplier, you need to know about:

- Good contracts and a bad contracts
- How to draft a good construction contract
- How the Construction Lien Act applies to you
- How the Consumer Protection Act might apply to you
- The types of insurance you need, and why
- How to avoid liability under WSIB and OHSA legislation
- How to avoid and manage construction disputes and litigation

Led by a construction lawyer and former landscape design build contractor, these and other issues will be discussed.

LG006 (Milton)

Date: Friday, February 7, 2014

Instructor: Robert Kennaley (LO Preferred Coach/Consultant)

Maximum: 25 participants



Strategic Planning

CLP

This session will review the process of establishing a strategic plan for your business. You will leave with a better understanding of how to develop your vision and mission into a plan, providing direction for employees so your company moves forward. Participants will have the option to write their CLP exam following the seminar. See details below on how to register.

NOTE: Extra fees apply for exam and manuals. Visit www.clp.canadanursery.com or call 1-888-446-3499 for more details regarding cost and exam registration. A brief review on the CLP module Exterior Production Operations, including time for questions, will be held at the end of each seminar, if time permits.

CLPSP (Milton)

Date: Tuesday, February 11, 2014
Instructor: Sally Harvey CLT, CLP
Maximum: 15 participants

See www.horttrades.com/seminars/topic/landscape-industry-certified--clt-clp-cld for other upcoming dates and locations

Recruiting a Strong Team

CLP

A Human Resource seminar designed for business owners, managers and supervisors. This seminar will cover the importance of consistent and thorough recruitment and orientation processes.

Participants will learn about:

- Using your reputation and image to attract candidates
- Recruitment sources
- Effective interview techniques to avoid Dr. Jekyll vs. Mr. Hyde syndrome
- Importance of references
- What your employees say about you as an employer?
- Setting up a nimble and fast paced orientation program

LBM060 (Milton)

Date: Wednesday, February 12, 2014
Instructor: Vicky Smith (LO Preferred Coach/Consultant)
Maximum: 15 participants

Human Resource Management, Leadership and Corporate Citizenship

CLP

This Human Resource Management session addresses one of the industry's greatest challenges. Learn how to apply theory and principles to better develop and retain your human assets. Seminar will cover recruitment, hiring, compensation, training and safety. The Leadership and Corporate Citizenship portion will review organizational culture, business structure and conflict resolution along with change and change management, within both your business and the community. This is a must for owners and managers in today's business climate. Participants will have the option to write their CLP exam following the seminar. See details below on how to register.

NOTE: Extra fees apply for exam and manuals. Visit www.clp.canadanursery.com or call 1-888-446-3499 for more details regarding cost and exam registration. A brief review on the CLP module Exterior Production Operations, including time for questions, will be held at the end of each seminar, if time permits.

CLPHR-LC (Milton)

Date: Tuesday, February 18, 2014
Instructor: Sally Harvey CLT, CLP
Maximum: 15 participants

See www.horttrades.com/seminars/topic/landscape-industry-certified--clt-clp-cld for other upcoming dates and locations

Managing vs. Leading: What is the Difference?

CLP

As a business owner or manager, are you wondering how to get the troops to implement your company vision willingly? You are the expert in your field, but are you frustrated with getting your team to climb a higher hill and grow the business? Being responsible for maximizing team effectiveness, you want to learn the whys, rather than the hows. If you are concerned about the following then you should attend this seminar:

- How can I communicate methods that get staff to understand, implement and support?

- How can I stop fighting fires, and start managing and leading proactively?
- How do I get more out of my staff to continue growing, improving and succeeding?
- Why are some new recruits great and others terrible?
- Why are some staff very motivated and others not, and what can I do about it?

Many business owners are doing their best to manage companies without any formal training or business management education. This seminar will provide clarity, ideas and techniques on managing and leading your company more effectively.

NOTE: After attending this seminar, participants may want to consider continuing with LBM051, LBM054 and LBM071

LBM050 (Milton)

Date: Thursday, February 13, 2014
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants

Growing your Business Through Smart Employees

CLP

A Human Resource seminar designed for business owners, managers and supervisors. This seminar will cover the importance of employee retention and more.

- Supervisory techniques to manage engaged and responsible crews
- Learn why investing in training and ongoing professional development is so important and generates results
- Problem solving interpersonal issues and conflict resolution
- Recognition and rewards

LBM061 (Milton)

Date: Wednesday, February 26, 2014
Instructor: Vicky Smith (LO Preferred Coach/Consultant)
Maximum: 15 participants

Preferred Coaches/Consultants

For more details on LO Preferred Coaches/Consultants, go to www.horttrades.com/member-preferred-coaches-and-consultants

Managing Your Team to Achieve Results

CLP

If you have said to yourself, "We are terrific at what we do, we try hard to get wonderful staff but are struggling to manage our team to achieve our goals," then this seminar is for you. As a business owner or manager, managing by the School of Hard Knocks hurts! If you are frustrated by the following then you should attend:

- I'm winging the hiring process with poor results
- How do I hold my staff accountable for achieving results?
- Which of my employees should I keep, change, or promote so the team succeeds?
- Why do some staff get the message once, and others need multiple times?

Management and leadership development is a skill, and this seminar will provide you with strategies to manage your workforce more effectively.

NOTE: After attending this seminar, participants may want to consider continuing with LBM054 and LBM071

LBM051 (Milton)

Date: Monday, February 24, 2014
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 Participants

Leadership that Creates Followers

CLP

Owners and managers complain that they over-communicate, while staff are bothered with a lack of communication. Leaders disappointed that their company is not understanding the direction and implementing the vision should attend this seminar. Experienced but frustrated leaders wanting the answers to these challenges should attend this seminar:

- How to motivate your staff so they willingly follow
- Telling doesn't work; learn how to lead staff in key initiatives and direction
- How to manage the change and growth process so staff become advocates
- My people are good; how do I lead them to become better individually and as a team?

As the business owner or manager you can do most every job in your company. As the leader, you need to develop new skills to get your staff to participate in your company's vision voluntarily. Participants will learn how to lead your team effectively.

NOTE: After attending this seminar, participants may want to consider continuing with LBM071

LBM054 (Milton)

Date: Friday, March 7, 2014
Instructor: Andrew Wall (LO Preferred Coach)
Maximum: 25 Participants

Understand the Importance of a Performance Management System

CLP

Covering a variety of important issues, this session will start with the key to successful HR practices; the importance of a Performance Management (PM) system. PM is a process by which firms align their resources, systems and employees to strategic objectives and priorities. The instructor will go over ways to do this effectively efficiently.

Details covered include:

- Ensuring the goals of the firm are understood and being met by your staff
- Ensuring your Performance Management consists of a system or process whereby corrective and disciplinary actions are in place
- Helping your business management team understand the dos and don'ts when terminating an employee

Owners, managers and HR staff should attend this seminar.

LBM062 (Milton)

Date: Wednesday, March 12, 2014
Instructor: Vicky Smith (LO Preferred Coach)
Maximum: 15 participants

Legal Obligations of the Landscape Employer

CLP

As an employer, you have a number of legal obligations: some imposed by statute, some by contract and some by the courts. Do you understand your legal obligations as an employer? This seminar will cover a variety of employment issues, including knowing how to effectively use contracts or letters of hire, understanding the Employment Standards Act and Ontario Human Rights Code, appreciating the effect common law can have on your obligations during employment and termination, learning about the obligation to provide vacation time and pay, overtime pay and breaks.

NOTE: This is an interactive seminar that will answer these questions and more.

NEW: Participants are invited to email questions prior to attending so that the instructor can have answers prepared for that day.

Please email to kathy@landscapeontario.com

LG009 (Milton)

Date: Monday, March 17, 2014
Instructor: Vicky Smith (LO Preferred Coach/Consultant)
Time: 9 a.m.-12noon (lunch not included)
Maximum: 25 participants
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)



Prosperity Partners Pillar

OPERATIONAL EXCELLENCE



These seminars help you gain the skill and knowledge to make your business succeed — in practical terms. Learn about quality, efficiency, safety and more, in areas ranging from stonework to business management to native plants. Opportunities below support the Operational Excellence pillar of the Prosperity Partners program.



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ARBORICULTURE, TREES AND SHRUBS

Ottawa Chapter seminar Expert Horticultural Pruning Techniques CLT

Back by popular demand, another full-day pruning seminar with Mark Burleton, head of grounds and green spaces with the National Capital Commission. This advanced course includes classroom instruction and practical, on-site demonstration at Rideau Hall. Learn advanced techniques with specifics to crown pruning of trees and formation pruning of shrubs. Participants should dress appropriately for the weather. Pruning tools also required for hands-on pruning (hand secateurs etc.), along with proper PPE: gloves, footwear, eyewear etc. **Please note:** Participants will be contacted approximately 10 days prior to the seminar; because this seminar is being held on the grounds of Rideau Hall, participants must supply their full names and dates of birth to participate. These details will be forwarded to the Office of Secretary to the Governor General.

LA007-OT (Ottawa)

Location: Rideau Hall 1 Sussex Drive Ottawa
Date: Tuesday, November 12, 2013
(light lunch included)
Instructor: Mark Burleton
Maximum: 15 participants

Native Trees and Shrubs: Expand your Knowledge CLT CLD

There are over 100 species of native trees and shrubs available to the Ontario landscape industry. However, we use only a fraction. Learn more about native Ontario species and their unique characteristics and appropriate uses in the landscape. Featuring shrubs and trees of all shapes, sizes, uses and horticultural values, this popular seminar is beneficial to landscapers, landscape designers and parks professionals.

NOTE: after attending this seminar, participants may want to consider continuing with seminars LA005 and LA001

LP003 (Milton)

Date: Tuesday, January 28, 2014
Instructor: Jeff W. Thompson, BES
Maximum: 25 participants

An Introduction to Soil and Tree below Ground CLT CLD ISA/CEUs

Approximately 40% of a tree's biomass is below ground, as a vast network of roots. Because roots are out of sight, their care and protection are often overlooked, resulting in poor performance. Understanding how roots grow and function is an essential part of any comprehensive maintenance program.

This seminar will cover:

- Basics of tree biology
- Root growth and soil science
- Importance of healthy soil and proper

nutrient cycling

- How to assess soil conditions to improve soil health
- How to help protect tree roots during construction
- Routine maintenance

Participants are encouraged to ask questions and share case studies from their own work experiences. Landscape designers, technicians, contractors and architects, along with property managers, groundskeepers and arborists, should attend.

NOTE: after attending this seminar, participants may want to consider continuing with seminar LA001

LA005 (Milton)

Date: Monday, March 10, 2014
Instructor: Todd Irvine
Maximum: 25 participants

Sustainable Turf Care on Properties with Trees CLT CLD IPM/CECs

As political and environmental pressures continue within Ontario, landscape professionals must adapt to new and increasingly complex plant health care techniques to construct and maintain vigorous, sustainable landscapes. Often these environments are comprised of competing organisms, such as trees and turf grass, making this task more difficult. In this seminar we will examine cultural practices for maintaining strong healthy turf on treed sites and review developing a balanced soil fertility program through proper soil analysis and application techniques. Along with examin-

ing the biological and cultural pest control techniques permitted for use under the current legislation. A seminar ideal for those required to develop or implement turf management operations on sites with sunlight to significant tree coverage.

TM010 (Milton)

Date: Monday, March 17, 2014
Instructor: Steve Mann
Maximum: 25 participants

Introduction to Basic Pruning CLT CHT ISA/CEUs

By combining aesthetics and science, pruning is among the most effective methods for landscape professionals to improve the form, growth and health of trees and shrubs. This seminar is for anyone who is going to be pruning, and includes classroom and practical instruction to develop skill and confidence in pruning basics. Participants learn the what, where, why and how of successful pruning. Please be sure to dress for the weather, and bring PPE (personal protection equipment): gloves, CSA-approved footwear, eyewear, etc., and hand secateurs, for outdoor hands-on instruction.

LA003 (Milton)

Same seminar two dates:
A) Wednesday, March 19, 2014
B) Tuesday, March 25, 2014
Instructors: A) Trish Leier, B) Alex Satel
Maximum: 20 participants

Planting and Maintenance Practices for Tree and Shrubs CLT CLD ISA/CEUs

Don't waste time and money planting incorrectly. This seminar explores how to maintain trees and shrubs so they perform well in difficult urban settings. An introduction to tree and shrub biology is followed by a discussion of the main stresses on trees and shrubs, including drought, construction damage and lack of nutrients. Participants will learn how to assess a planting site and the proper techniques for plant selection and placement. Covers the basics of proactive tree and shrub care, including mulching, watering, soil enrichment, staking, and formative pruning. Participants are encouraged

to ask questions and share case studies from their own work experiences. Landscape designers, technicians, contractors and architects, along with property managers, groundskeepers and arborists should consider attending.

LA001 (Milton)

Date: Friday, March 21, 2014
Instructor: Todd Irvine
Maximum: 25 participants

BUSINESS AND PROFESSIONAL DEVELOPMENT

Build Your Prosperity CLP

Join us in this interactive and engaging seminar to shift your business results from frustration to excitement! In this seminar you will learn how to think differently about your business, and learn a whole new way of planning for future success. This program is intended to help green industry members clarify their strengths, and identify the components of their businesses that need attention and improvement with tools to create their own action plan.

NOTE: A seminar workbook will be provided.

PP001 (MILTON)

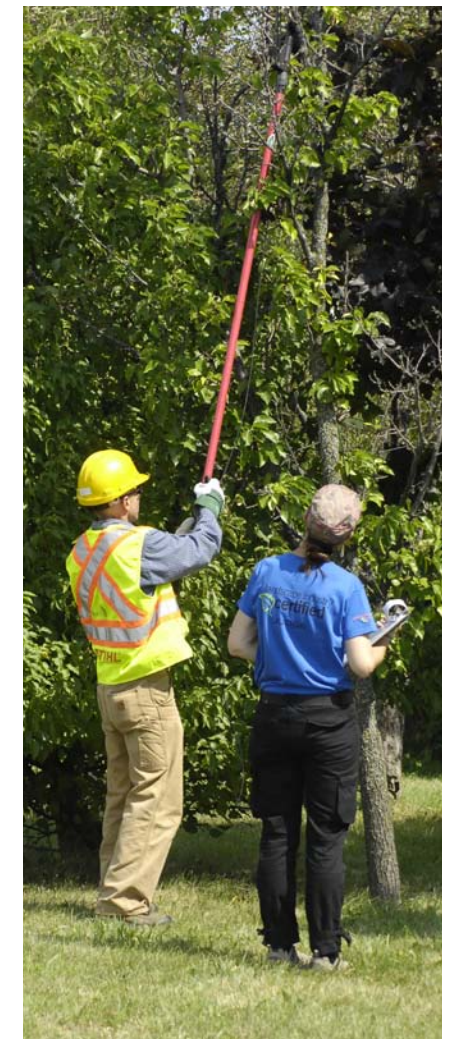
See www.horttrades.com/seminars/topic/landscape-industry-certified---clt-clp-cld for other upcoming dates and locations

On-the-Job Training (OJT)

On-the-Job. That is where most of the learning in our industry happens, every day, on-the-job, working side-by-side with a more experienced or knowledgeable person. There is no doubting the skills of the trainer, but how many of these individuals have ever had training on how to train? Participants will actually practice the training method in class, just like the real thing. During day two participants will review the method, use the training moments they have prepared and learn from their experience in putting it in to action.

Workbooks and training tools will be provided.

NOTE: PPE required



LBM057 (Milton)

Same seminar two dates:
A) Wednesday - Thursday, November 6-7, 2013
B) Monday - Tuesday, February 24-25, 2014

LBM057-OT (Ottawa)

Location: Rockcliffe Landscaping Design
5495 Canotek Rd., Ottawa
For directions only call 613-749-9585
Date: Monday-Tuesday, April 7-8, 2014

Details for both locations

Instructor: Sally Harvey CLT, CLP
Maximum: 10 people
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

See www.horttrades.com/seminars/topic/ojt--on-the-job-training for upcoming dates and locations

NEW Seminar for Nursery Growers

If or when the MOL audits you, are you ready? This half-day seminar will help prepare nursery growers for an MOL audit. Presented by the MOL and WSPS, this session will help you become aware of how to comply with legislation and be comfortable when an inspector visits your location.

Discussion will cover:

- Roles and responsibilities with regards to the Occupational Health and Safety Act
- How regulations can make your workplace safe and reduce your liability under this law.
- The OHS Act applies to all Ontario workplaces, and outlines the responsibilities of parties such as employers, supervisors and workers. Attendees will learn how they fit into the law.
- Important tips with regards to training, reporting responsibilities, Health and Safety Representatives, the Internal Responsibility System and Due Diligence, and more...

This is a session owners, managers and health and safety staff won't want to miss.

LBM072-WI (Ridgetown)

Location: Ridgetown Campus, 120 Main St. E., Ridgetown
For directions only call 519-674-1500
Date: Wednesday, February 5, 2014

LBM072 (Milton)

Wednesday, February 12, 2014

LBM072- GH (Vineland)

Location: Vineland Research and Innovation Centre, 4890 Victoria Ave. N., Vineland Station
For directions only call 905-562-0320
Date: Friday, February 21, 2014

Details for all locations

Instructor: MOL and WSPS representatives
Maximum: 15 people
Time: 9 a.m. - 12 noon (lunch not included)
LO Member: \$40 (plus HST)
Potential Member: \$65 (plus HST)

More certification dates

See www.horttrades.com/seminars for upcoming Certification prep seminar dates and locations.

CERTIFICATION PREP SEMINARS

Certified Irrigation Contractor Prep Seminar (CIC)

This seminar is designed to refresh the skills of irrigation contractors, and serves as an excellent review for the Irrigation Association CIC exam, though it is not a substitute for studying the reference material. Review advanced soil-water-plant relationships, advanced hydraulics, pumps, job safety requirements, national codes that affect our industry, scheduling, water conservation and details about system uniformity and efficiency. Note: You will need an engineer's scale ruler, mechanical pencil and calculator for working out mathematical equations and exercises. Participants must purchase: CIC workbook from www.irrigation.org at least 60 days before the seminar, and review the material before attending. If you are taking the CIC exam, you must sign up at www.irrigation.org at least 30 days before the exam date.

NOTE: To locate an IA test location near you, see www.kryteriononline.com/host_locations/index.asp

Recommended prerequisites: LI007, LI015, LI020, LI021, LI012, LI013 or system installation, maintenance experience.

LI014 (Milton)

Same seminar two dates:

- A) Wednesday-Thursday, November 27-28, 2013
B) Thursday-Friday, April 10-11, 2014
Instructor: A) Matt Sandink, CIC, CLIA, CWCM-L
B) Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

Certified Landscape Irrigation Auditor Prep Seminar (CLIA)

How can you schedule an irrigation system, unless you know what you are watering and how much water your irrigation system delivers? Knowing how to perform an irrigation system assessment and audit will help you to create better irrigation programs, plus save lots of water. Participants will learn about the plant/water relationship, soils, scheduling and other related topics.

NOTE: Participants will need to bring an engineer's scale ruler, mechanical pencil, notebook and calculator.

This seminar will also help prepare you to take the Irrigation Association's CLIA exam, though it is not a substitute for studying the reference material.

NOTE: You must sign up a minimum of 30 days prior to exam day at www.irrigation.org. Participants also must purchase a workbook from www.irrigation.org at least 60 days before the seminar, and review the material before attending. To locate an IA test location near you, see www.kryteriononline.com/host_locations/index.asp
Recommended prerequisites: LI003, LI015, LI007, LI009, LI019 or field system installation, maintenance experience.

LI012 (Milton)

Same seminar two dates:

- A) Monday- Tuesday, December 2-3, 2013
B) Monday-Tuesday, April 7-8, 2014
Instructor: A) Matt Sandink, CIC, CLIA, CWCM-L
B) Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

NEW CLD Application and Portfolio Preparation CLD

Landscape Designers who are current or prospective CLD applicants and need input/advice regarding the application process, portfolio development best practices and tips for refinement, and/or drawing communications, should attend this seminar. You will spend the day learning how to improve portfolio submissions; particularly

with regards to construction detailing and grading plan preparation along with how to refine drawings. Clarification on challenging content will better prepare candidates for the written test. Participants will come away with a better understanding of the full scope of the CLD designation, portfolio and written test requirements.

LD031 (Milton)

Date: Tuesday-Wednesday, January 21-22, 2014
Instructor: Don Chase CLD and Ron Koudys CLD

LD031-OT (Ottawa)

Location: Ottawa District Hockey Association 1247 Kilborn Place, 3rd Floor, Ottawa
For directions only call 613-224-7686
Date: Tuesday-Wednesday, February 25-26, 2014 (light lunch included)
Instructor: Sundaura Alford, CLD, BCIN

Details for both locations

Maximum: 15 participants
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

CLT Prep Seminar: Soft and Hardscape Installation CLT

For those interested in pursuing the CLT designation, this seminar will help prepare you. The instructor will review specific topics that tend to challenge participants as well as any areas of concern identified by participants.

Components will include: Trade Calculations, Plan Reading and Quantity Take-off, Safety, Softscape Horticultural Principles, Hardscape Principles, Plant Layout and ID, Grading and Drainage, Surveying, Test Site and Equipment Familiarization. This seminar is a great way to gain comfort with the testing process and smooth your road to becoming Landscape Industry Certified. CLT Study manuals are mandatory and in conjunction with the test components for the designation you are seeking, should be reviewed before attending. Manuals can be purchased at www.horttrades.com/landscape-industry-certified-manuals.

NOTE: Participants must be prepared for some hands-on instruction. PPE (personal protection equipment) work boots, gloves must be brought.

LC023 (Milton)

Date: Thursday, March 20, 2014
Time: 9 a.m. - 3:30 p.m.
Instructor: Mike Lunau CLT

Maximum: 15 participants

LC023-WI (Ridgetown)

Date: Thursday, March 13, 2014
Location: Ridgetown Campus, the Agronomy Boardroom, Ridgetown
For directions only call 519-674-1500
Time: 9 a.m. - 12 noon (lunch not included)
Instructor: Don Tellier, ODH, CLIA, CIC, CID, CLT
Maximum: 10 participants
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)
NOTE: Hands-on instruction is not included in this session

CLT Prep Seminar: Turf and Ornamental Maintenance CLT

For those interested in pursuing CLT designation this seminar will help prepare you. The instructor will review specific elements that tend to challenge participants.

Components include: Turfgrass Maintenance Calculations, Turfgrass Maintenance Principles, Ornamental Maintenance Calculations, Ornamental Maintenance Horticultural Principles, Lateral Repair and Head Adjustment, and Chainsaw. CLT study manuals are mandatory and should be reviewed before attending. Manuals can be purchased at www.horttrades.com/landscape-industry-certified-manuals.

NOTE: Participants should be prepared for some practical instruction, PPE (personal protection equipment) work boots, gloves should be brought.

LC024 (Milton)

Date: Thursday, March 20, 2014
Time: 9 a.m. -3:30 p.m.
Instructor: Jeff Lowartz, CLT
Maximum: 10 participants

LC024-OT (Kemptville)

Date: Tuesday, April 1, 2014
Location: Kemptville College, AJ Logsdale Building, Kemptville
For directions only, call 613-258-8336
Time: 9 a.m. -4 p.m. (light lunch included)
Instructor: Steve Barker, CLT
Maximum: 10 participants

LC024-WI (Ridgetown)

Date: Thursday, March 13, 2014
Location: Ridgetown Campus, the Agronomy Boardroom, Ridgetown
For directions only call 519-674-1500
Time: 1 p.m. - 4 p.m. (lunch not included)
Instructor: Don Tellier, ODH, CLIA, CIC, CID, CLT
Maximum: 10 participants
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)
NOTE: Hands-on instruction is not included in this session

ENVIRONMENT

NEW Organic Land Care Accreditation Course

Earn credentials in an exciting and growing industry! Organic Land Care is "an ecological management system that promotes and enhances biodiversity, biological cycles, and soil geological activity. It is based on minimal use of off-site inputs and employs practices that restore, maintain and enhance the eco system." Developed by B.C.'s Gaia College, this course teaches a guiding framework for sustainable land care decisions and the practices and substances used in Organic Land Care. It also prepares you to write the Canadian SOUL (Society for Organic Urban Land Care) accreditation exam. This opportunity is ideal for those who work in parks and recreation, lawn and garden, landscaping and maintenance. Join like-minded professionals who share your passion for providing ecologically sound land care. Intensive learning now offered in Ontario for the first time!

EN009 (Milton)

Same seminar three dates:
A) 10-week, half-day program every Tuesday starting November 5, 2013, concluding Tuesday, January 21, 2014 1:30-4:30 p.m.

B-C, Full Days Compressed

B) February 19-21, 27-28, 2014, 9 a.m. - 3:30 p.m.
C) March 26-28, April 3-4, 2014, 9 a.m. - 3:30 p.m.
Instructor: Astrid Muschalla
Maximum: 25 participants
LO Member: \$625 (plus HST)
Potential Member: \$695 (plus HST)

EQUIPMENT HANDLING

Skid Steer Certification Training CLT

Individuals who want to learn how to operate a skid steer safely and correctly should attend this seminar. Instruction will include basic operator safety, inspection, and equipment features in accordance with applicable OSHA and regulations and equipment manufacturers' guidance. Each participant will undergo classroom evaluation in a simulated jobsite environment.

NOTE: It is the responsibility of the operator, even after completing the training, to review the specific device he/she will be operating. Work boots and hearing protection are mandatory for this seminar.

NOTE: Wallet cards will be sent out following the seminar.

LS003 (Etobicoke)

Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke
For directions only call 416-679-4173
Same seminar six dates:
A) Tuesday, February 25, 2014
B) Tuesday, March 4, 2014
C) Tuesday, March 11, 2014
E) Monday, March 17, 2014
F) Tuesday, March 25, 2014
G) Monday, April 7, 2014

LS003-DU (Oshawa)

Location: Hertz-Matthews, 411 Bloor St West, Oshawa
For directions only call 905-404-8411
Date: Friday, March 14, 2014

LS003-GL (Barrie)

Location: Hertz-Matthews, 614 Dunlop St. West, Barrie
For directions only call 705-726-2228
Date: Thursday, April 3, 2014

LS003-GH (Hamilton)

Location: Hertz-Matthews, 2418 Barton St. East, Hamilton
For directions only call 905-545-2233
Date: Thursday, March 6, 2014

LS003-UP (Kingston)

Location: Hertz-Matthews, 15 Terry Fox Dr., Kingston
For directions only call 613-530-3741
Date: Thursday, March 20, 2014

Instructor for all above locations

Instructor: Bruce Hannah, Hertz

LS003-LN (Thamesford)

Location: Huron Tractor, 37 Elgin Rd., Thamesford
For directions only call 519-285-3845
Date: Thursday, March 27, 2014
Instructor: TBA - Martin's Lift Truck Service

Details for all locations

Maximum: 10 participants
Time: 9 a.m. - 2 p.m. (approx.)
(lunch not included)
LO Member: \$125 (plus HST)
Potential Member: \$240 (plus HST)

Compact Excavator Safe Operator Training

This seminar covers the fundamentals of daily maintenance, machine controls, safe operating practices, operating techniques and legal considerations for compact excavators found on many job-sites. In addition to class time, participants will be given the opportunity to operate and demonstrate proficiency on a compact excavator in a simulated job-site environment. **Please note:** It is the responsibility of the operator, even after completing the seminar, to review the specific device he/she will be operating. **NOTE:** Wallet cards will be sent out following the seminar. Work boots and hearing protection are mandatory for this seminar.

LE004 (Etobicoke)

Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke
For directions only call 416-679-4173
Same seminar three dates:
A) Wednesday, March 5, 2014
B) Wednesday, March 26, 2014
C) Tuesday, April 8, 2014

LS003-GL (Barrie)

Location: Hertz-Matthews, 614 Dunlop St. West, Barrie
For directions only call 705-726-2228
Date: Friday, April 4, 2014

LE004-GH (Hamilton)

Location: Hertz-Matthews, 2418 Barton St. East, Hamilton
For directions only call 905-545-2233
Date: Friday, March 7, 2014

LE004-DU (Oshawa)

Location: Hertz-Matthews, 411 Bloor St West, Oshawa
For directions only call 905-404-8411
Date: Friday, March 21, 2014

LE004-WI (Tecumseh)

Seminar Location: Hertz-Matthews, 5225 County Rd 42, Tecumseh
For directions only call 519-972-8144
Date: Friday, April 11, 2014

Details for all locations

Instructor: Bruce Hannah, Hertz
Maximum: 10 participants
Time: 9 a.m. - 2 p.m. (approx.)
(lunch not included)
LO Member: \$125 (plus HST)
Potential Member: \$240 (plus HST)

Extend your Equipment's Life

This seminar is designed for the equipment operator or owner. Participants receive important advice on maintenance practices and techniques to extend the life of their equipment and small engines. They will leave with tips on seasonal storage, as well as spring and fall tune-ups. Participants should bring their own tools and tool kits (for servicing the units), for example, chain and stone saws, trimmers, backpack blowers, etc.

NOTE: Participants are also required to bring personal protection equipment (PPE), hard hat, hand, ear and eye protection, CSA work boots as they may be required during this seminar.

LE002 (Milton)

Date: Monday, March 10, 2014
Instructor: Ryan Dall
Maximum: 8 participants

NEW-LE002-GH (Dundas)

Location: Windmill Power Equipment 368 Mill St Dundas
For directions only call (905)-628-3055
Date: Tuesday, March 18, 2014
(lunch not included)
Instructor: Windmill Power Equipment
Maximum: 8 participants

Forklift Operator Training — Class 1, 4, and 5

This seminar will teach safe forklift operation, as well as hazard avoidance, inspection, maintenance and legal requirements for proficient operators in a workplace environment. Training includes classroom discussion and a practical portion where attendees will operate a forklift in a workplace environment. **Please note:** It is the responsibility of the operator, even after completing

the training, to review the specific device he/she will be operating. This review may come in the form of reviewing documentation provided with the forklift, and/or instruction from a competent person.

NOTE: Work boots are mandatory for this seminar. Wallet cards will be sent out following the seminar.

LE005 (Etobicoke)

Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke
For directions only, call 416-679-4173
Date: Wednesday, March 12, 2014
(lunch not included)
Instructor: Bruce Hannah
Maximum: 10 participants
LO Member: \$125 (plus HST)
Potential Member: \$240 (plus HST)

Chainsaw Training

CLT

To ensure the safety of landscapers using chainsaws, the MOL requires training on safe chainsaw operation by a competent instructor. This two-day seminar satisfies that requirement. The second day will be spent in the field, working on techniques and safe operation while cutting trees. **EACH PARTICIPANT WILL NEED:** A chainsaw with chain brake in good mechanical order, CSA-approved work boots, pants or chaps 3,400 chain threshold speed stop and up, CSA class D hardhat in good condition, hearing protectors, eye or face protection, safety gloves or mitts, plastic or aluminum felling wedge, flat file and depth gauge tool, rounded file and holder (properly sized), chainsaw wrench and screwdriver, brush for cleaning, fuel in a approved container and chain oil. **LUNCH NOT INCLUDED** at Chapter locations as well as the second day of Milton sessions held offsite.

LS004 (Milton)

Same seminar three dates:
A) Wednesday-Thursday, March 26-27, 2014
B) Thursday- Friday, March 27-28, 2014
C) Wednesday- Thursday, April 2-3, 2014
Instructors: A/C) Christian Dube
B) Darran Malcolm

LS004-DU (Oshawa)

Location: Direct Landscape Supply, 935 Bloor St. E., Oshawa
For directions only call 905-576-8400
Date: Monday-Tuesday, March 24-25, 2014
Instructor: Bob Smith

LS004-GL (Waubushene)

Location: RAC Recreation-Moonstone, 6654 8th Line N., Waubushene
For directions only call 705-835-6142
Date: Monday-Tuesday, March 31-April 1, 2014
Instructor: Bob Smith

LS004-KW (Elmira)

Location: Allgreen Tree Service, 155 Union St. Elmira
For directions only call 519-669-0857
Date: Monday-Tuesday, November 11-12, 2013
Instructor: Mike Hayes

LS004-LN (London)

Location: Fanshawe College, London Campus, 1460 Oxford St. London
For directions only call 519-452-4430
Date: Saturday-Sunday, March 29-30, 2014
Instructor: Rick Mackinnon

Details for all locations

Maximum: 10 participants
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

IRRIGATION

ABCs of Irrigation CLT IA (technician)

This hands-on seminar provides an introduction to irrigation systems for landscape applications. Emphasis is placed on irrigation components, what they look like, how they work and how parts go together to create a system. This seminar is a good foundation for all the follow-up seminars. After attending this seminar, you'll know about low volume components and their water-efficient uses, irrigation controllers and their Smart ET water management capabilities. New employees and those who want to learn about irrigation and irrigation products will benefit from this seminar.

LI003 (Milton)

Date: Monday, March 24, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Irrigation Boot Camp

This fast-paced seminar is for those who have attended LI003 or have a firm understanding of irrigation components. The instructor will start by focusing on the main irrigation components that make up a water efficient automatic landscape irrigation system, including drip emitters, landscape dripline, drip zone kits, dirty water valves, mainline tubing, lateral line tubing, Smart ET controllers and sensors. Continuing with learning more about the parts and how they come together to form an efficient irrigation system. Through hands-on learning you will come away knowing how to build a system. **NOTE:** Participants will be asked to write a one-hour examination at the end of Day Two to establish personal competence levels.

LI026 (Milton)

Date: Tuesday-Wednesday, March 25-26, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

Fundamentals of Irrigation Design CID

An introductory hands-on seminar for those who want to learn how to design an irrigation system with water efficiency in mind. Spray and rotor sprinkler head layout techniques will be taught. This seminar is an excellent introductory class for residential and commercial contractors. You'll leave knowing about irrigation design fundamentals, how to create a simple irrigation system design, spray and rotor sprinkler head layout techniques and how to design an efficient system. You will need an engineer's scale ruler, mechanical pencil and calculator for this seminar.

NOTE: The day will also include a presentation from Dynascope on the CAD program for designers and contractors
Recommended prerequisites; LI003 or a good irrigation background.

LI015 (Milton)

Date: Thursday, March 27, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants

New Installation Steps and Practices

CIC

An irrigation project has been designed and you are installing the job. How do you plan the installation, and what steps are involved in using correct practices? What equipment, tools, products and accessories are needed? What are some of the basic installation tips in approaching the project? What work order is most efficient and which records should be kept? Learn more about installation techniques from an experienced contractor. This seminar will be ideal for those inexperienced in irrigation field installation. Bring along your PVC and poly hand tools if you have your own. Dress to be outside during equipment demo; PPE required, CSA foot and eyewear.

After attending participants will know:

- How to approach irrigation installation and the steps to ensure a smooth installation
- Hands-on experience with PVC and poly pipe
- Working with irrigation equipment, tools, products and accessories to create a working system.

Recommended prerequisites: LI003 and LI015 or a good irrigation background in this area

LI005 (Milton)

Date: Friday, March 28, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Low Volume Irrigation Design and Installation

CID CIC

Learn what is involved in designing a professional low volume irrigation system. You will learn about basic irrigation design principles, hydraulics, velocity, pressure, and component layout. Design work will discuss the incorporation of point-source emitter watering for sparse plantings, landscape drip line for subsurface and on-surface applications for watering mass plantings, deep root watering systems for trees and shrubs, plus more traditional microspray and micro bubbler watering methods.

NOTE: Participants should bring a calcula-

tor, engineering scale ruler, design guides, pencils, and any other design tools for this hands-on seminar.

Recommended prerequisites: LI003, LI015 or a good irrigation background

LI023 (Milton)

Date: Monday, March 31, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Controllers, Sensors and Scheduling

CLT CIC

What is scheduling, and how do you program a system to deliver the necessary water? What are the controller models on the market and what are their features and benefits? Smart ET controllers will be demonstrated and available to be worked on.

NOTE: a portion of the day will include presentations by the industry's leading manufacturers demonstrating the latest developments in controllers. There will be hands-on sessions throughout the day to develop your programming skills (PPE required, CSA foot and eyewear). After attending this seminar you'll be comfortable with programming basic schedules on various makes and models of irrigation controllers. This seminar is good for all levels, especially those who want to schedule controllers from the many different manufacturers.

Recommended prerequisites: LI003 or a good irrigation background.

LI007 (Milton)

Date: Tuesday, April 1, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Irrigation Repair and Troubleshooting

CLT CIC

This seminar is for both new and experienced irrigation personnel covering the most common problems and how you can analyze them on the job.

Participants will learn:

- Methods and approaches used to solve common problems
- Tools you need in your truck, spare parts and other helpful items
- How to repair or replace a component

that is malfunctioning

- How to troubleshoot an irrigation system from the controller
- How to test power sources: power wires, field wires, solenoids and batteries
- What resistance readings can tell you about the health of the irrigation system
- How to locate buried wires to find hidden valves

This seminar will allow you or your staff to become more efficient when it comes to troubleshooting AC and DC power sources.

NOTE: Bring along your multimeter for wiring testing.

Recommended prerequisites: LI003, LI015 or a good irrigation background.

LI006 (Milton)

Date: Wednesday, April 2, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Sports Field Irrigation

CLT CIC

You're tasked with opening, repairing, setting, scheduling and managing a sports field. However, you are not really comfortable with these types of irrigation systems. Mainlines are larger...so are lateral lines. You are working with higher pressurized water pumps, pump start relays, and more sophisticated irrigation control and sensor systems. The seminar will discuss general sports field irrigation products from the water and power source to pipes, fittings, swing arms, sprinkler heads, valves, quick couplers, sensors and design. Problems that can arise and solutions to these problems will be discussed and practiced with hands-on work, (PPE required, CSA foot and eyewear). You will walk away being more confident that you can safely manage a sports field irrigation system, and schedule it with water conservation in mind.

Recommended prerequisites: LI003, LI015 or a good irrigation background.

LI027 (Milton)

Date: Thursday, April 3, 2014
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
Maximum: 25 participants

INTEGRATED PEST MANAGEMENT (IPM)/LAWN CARE

IPM in the Woody Landscape

CLT CHT ISA-IPM/CEUs

For arborists, landscape, parks and garden maintenance workers and garden centre employees who want to know more about pest management. This well-received seminar will cover the most common diseases, insects and mites that affect trees and shrubs in Ontario. It will train you to look for harmful pests, and how to identify environmental and physiological disorders that are often the underlying cause. This seminar includes in-depth knowledge on pest identification, with emphasis on early detection and the timing for best results to keep woody plants healthy. Feel free to bring your pest problems to this seminar. You will leave with answers, better problem solving skills and so much more.

TM006 (Milton)

Date: Thursday, March 13, 2014
Instructor: Jennifer Llewellyn
Maximum: 25 participants
LO Member: \$135 (plus HST)
Potential Member: \$250 (plus HST)

Sustainable Turf Care on Treed Properties

CLT ISA-IPM/CEUs

As political and environmental pressures continue within Ontario, landscape professionals must continue to adapt to new and increasingly complex plant health care techniques to construct and maintain vigorous, sustainable landscapes. Often these environments are comprised of competing organisms, such as trees and turf grass, making this task more difficult. In this seminar, we will examine cultural practices for maintaining strong healthy turf on treed sites and review development of a balanced soil fertility program through proper soil analysis and application techniques. Along with examining the biological and cultural pest control techniques permitted for use under the current pesticide legislation. A seminar ideal for those required to develop or implement turf management operations on sites with sunlight to significant tree coverage/shade areas.

TM010 (Milton)

Date: Monday, March 17, 2014
Instructor: Steve Mann
Maximum: 25 participants

Post-ban Commercial and Residential Turf

ISA-IPM/CEUs

Weed and pest control in turf has seen changes over the last few years. Even turfgrass seed has taken on a new look, particularly in the area of water requirements. This half-day seminar will cover turf herbicides and their knockoffs, non-selectives, insect control, as well as emerging trends in grass seed selection. For business owners or staff, get up to-speed on how best to deal with challenging turf conditions, and the economic impact of your choices.

TM008 (Milton)

Date: Thursday, March 20, 2014
Time: 9 a.m. - 12 noon (lunch not included)
Instructor: Ken Pavely
Maximum: 25 participants
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)

LANDSCAPE CONSTRUCTION AND INSTALLATION

Chiseled in Stone: An Introduction

This four-day introductory seminar is suitable for those seeking greater insight and skill development in the art of stone masonry. Topics covered include construction techniques, selection and application of various building materials, relationship of design to stone selection, and the hands-on skills of working with natural stone. Participants can expect to leave the seminar with the knowledge and basic skills required to successfully complete any stone masonry project, but not the years of practice required to hone masonry skills.

Participants are required to bring:

personal protective equipment (PPE), work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel. Participants will also need to help clean up.

NOTE: Flagstone is touched on in this seminar, but covered at length in LC002 and LC034.

LC026 (Milton)

Dates: Tuesday-Friday, January 21-24, 2014
Instructor: Joachim Schwien
Maximum: 12 participants
LO Member: \$700 (plus HST)
Potential Member: \$1,000 (plus HST)

Chiseled in Stone: Intermediate

For the landscape construction pro, this intermediate stone masonry course is designed for those already familiar with basic masonry concepts, tools, and techniques. Participants will learn the next steps in cutting, chiseling, and layout techniques, reinforcing best practices required for installing wet- or dry-laid natural stone walls and pillars, setting natural stone coping, plus layout and construction of curved walls. **Participants are required to bring:** personal protective equipment: work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel. **Recommended:** Participants should have attended LC026 or have stone chiseling experience. Note: There will be time spent cleaning up the work area.

LC027 (Milton)

Dates: Monday-Wednesday, January 27-29, 2014
Instructor: Bradley Repchull
Maximum: 12 participants
LO Member: \$525 (plus HST)
Potential Member: \$750 (plus HST)

More certification dates

See www.horttrades.com/seminars/topic/landscape-industry-certified---clt-clp-cld for upcoming Certification prep seminar dates and locations.

Getting Started in Concrete

Are you thinking about expanding your projects to include concrete work? Are you subcontracting concrete work now, and you would like to do it yourself? Or have you done some projects, and want to fill in the gaps in your knowledge? In this seminar cover all the basic principles and practices of forming, reinforcing, ordering, mixing, pouring, finishing and curing concrete, to allow you to pour a slab on grade with confidence. This is a combined classroom and hands-on seminar. **Participants are required to bring:** personal protective equipment: CSA-work boots for concrete work, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC011 (Milton)

Date: Thursday, January 30, 2014
Instructor: Al Trimbel
Maximum: 15 participants
LO Member: \$175 (plus HST)
Potential Member: \$250 (plus HST)

Paving Your Way to Perfect Interlock

CLT

This hands-on seminar is geared toward individuals looking to develop or improve the practical skills of paving stone installation. The seminar will focus one half-day on interlocking stone installation and the other half on constructing steps using pre-cast walling systems. Participants will build stairs, install interlocking stone and become familiar with installation techniques using a variety of base materials. **To participate you are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask etc

LC014 (Milton)

Date: Friday, January 31, 2014
Instructor: Ryan Heath
Maximum: 15 participants
LO Member: \$175 (plus HST)
Potential Member: \$250 (plus HST)

Retaining Walls from the Ground Up

CLT

Learn all there is to know about building retaining walls in this two-day seminar. Participants will explore why walls fail, proper construction techniques and selecting the walling system to meet your project and permit requirements. The importance of soil structure, drainage, surcharge loads, granular backfill, base preparation, selection and use of geo-grids, filter blankets, and proper compaction will be discussed in detail. Participants will pour a concrete footing, construct a concrete block wall and face with ledge rock. **To participate you are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC040 (Milton)

Date: Monday-Tuesday, February 3-4, 2014
Instructor: Ryan Heath
Maximum: 15 participants,
LO Member: \$350 (plus HST)
Potential Member: \$500 (plus HST)

NEW

Landscape Lighting 101

For the beginner/novice who is interested in learning more about landscape lighting, or is thinking of adding landscape lighting to his business offering. Participants will learn the first steps to understanding light and being able to control it to use it to advantage. By learning terminology and photometrics, you will be able to choose the proper light source for the job. You will learn the difference between throwing light at something, and painting with light. Understanding electricity is key to a safe and reliable lighting system. Learning the relationship between watts, volts and amps is critical in a lighting system design. Participants will learn the what, why and where design fixtures should be placed for the best results. This is a full day covering the basic knowledge you require to confidently design and install a professional landscape lighting job

LC043 (Milton)

Date: Thursday, February 6, 2014
Instructor: John Higo
Maximum: 15 participants

Flagstone Fundamentals

This seminar is designed for individuals that wish to learn and practice the skills of working with flagstone. Topics include dry- and wet-laid installation techniques, stone selection and relationship to design, as well as proper base preparation and finishing techniques. Learn the knowledge and skills necessary to complete a flagstone project professionally. **Participants are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel, for seminar participation. Participants are asked to help clean up at the end of the day.

LC002 (Milton)

Date: Thursday, February 6, 2014
Instructors: Al Trimble
Maximum: 15 participants
LO Member: \$175 (plus HST)
Potential Member: \$250 (plus HST)

Intermediate Flagstone

This seminar is intended for those looking to go further with their flagstone skills. This hands-on two-day seminar will cover the laying of flagstone from start to finish. Reviewing stone types, participants will participate in forming and pouring a concrete base with a 2½-in. slope, along with wet lay both random and square cut flagstone and pointing. **Participants are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel, for seminar participation. Participants are asked to help clean up at the end of the day.

LC034 (Milton)

Date: Monday-Tuesday, February 10-11, 2014
Instructors: Ryan Heath
Maximum: 12 participants
LO Member: \$350 (plus HST)
Potential Member: \$500 (plus HST)

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Professional development without boundaries — Landscape Ontario supports the idea of making training as flexible, and accessible, as possible.

Supporting that mandate, the association is pleased to partner with progressive, online training providers, to give the green industry opportunities for learning and training.

Online learning is particularly attractive for our industry, since time and place are flexible. Now, seasonal demands or changing weather need not interfere with education. Plus, online programs allow students to progress at their own pace.

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Founded in 2003, SOUL has been working to meet the growing need for ecologically responsible land care.

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organiclandcare.org
contact: info@organiclandcare.org
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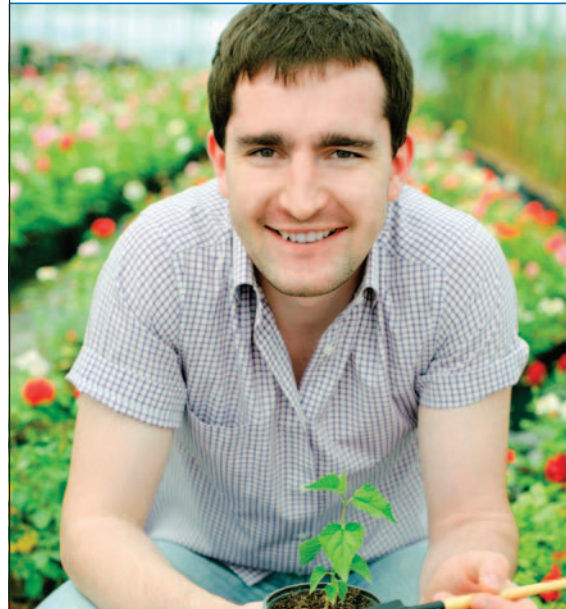
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Continued on page 22 >



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ORGANIC STANDARDS & CERTIFICATION



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NEW! ONLINE COURSE ORGANIC LAND CARE ACCREDITATION COURSE

BECOMING AN ACCREDITED ORGANIC LAND CARE PRACTITIONER PROVIDES YOU WITH:

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"An ecological management system that promotes and enhances biodiversity, biological cycles, and soil geological activity. It is based on minimal use of off-site inputs and employs practices that restore, maintain and enhance ecological harmony".

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GOLMN.COM

Introductory Grading and Drainage

CLT CLD CLP

On any landscape project, failure to address grading and drainage issues can result in major water problems for the property owner, not to mention litigation for the contractor and/or designer. This seminar will benefit contractors and designers with little or no familiarity with grading and drainage necessities and processes. Explore grading principles and standards, and their impact on surface drainage for most landscape projects. Basic grading calculations, the use of site surveys, the manipulation of land forms, and the preparation of grading details/plans for surface drainage is presented. In-ground drainage considerations are introduced. Typical grading notation methods are also presented. Participants will be required to carry out typical grading calculations and prepare simple grading details. **Participants should bring:** scientific calculator, an architect's scale and extra paper to this seminar.

LC019 (Milton)

Date: Monday, February 10, 2014
Instructor: Tony Lombardi CLD
Maximum: 25 participants

Concrete: The Next Level

For those who know the basics of mixing, placing and finishing concrete, this seminar will further your skills in forming, reinforcing and pouring steps, raised slabs and suspended slabs. And this will give participants time to practice finishing larger slabs on grade.

NOTE: This is a hands-on seminar and involves rough carpentry as well as concrete skills. Participants will need to bring: proper PPE to participate, CSA-work boots for concrete work, eye and hearing protection, dust mask, gloves, etc.

LC035 (Milton)

Date: Thursday, February 13, 2014
Instructor: Al Trimbel
Maximum: 15 participants
LO Member: \$175 (plus HST)
Potential Member: \$250 (plus HST)

Advanced Grading and Drainage: Get it Right the First Time!

CLD CLP

This seminar is for those who have had some exposure to grading design and installation. A detailed, in-depth study of both surface and subsurface drainage considerations is presented. Areas covered include detailed grading standards and associated requirements, basic cut-and-fill calculations, erosion control, ground rules for effective and safe grading practices and design and construction requirements for retaining walls. Participants will be required to prepare a full grading plan case study for a residential site with non-typical grading issues. Participants will be required to carry out typical grading calculations and prepare simple grading details. **Participants should bring:** scientific calculator, an architect's scale and extra paper to this seminar.

LC020 (Milton)

Date: Tuesday, February 18, 2014
Instructor: Tony Lombardi CLD
Maximum: 25 participants

Dry Stone Walling 101

Dry stone walling is becoming a lost art but it is also growing in demand. This is your opportunity to learn the basic principles of this historic construction technique. In this two-day seminar you will work hands-on with your instructor, a Certified Waller, to build a section of wall with all the features of dry stone construction. This will include base stones, a vertical cheek-end, two lifts of stone, through stones and vertical coping. No previous masonry or construction experience is required.

NOTE: PPE is required, CSA safety boots and eye/ear protection are a must, hardhat may also be necessary. For more information on the Dry Stone Guild visit www.drystoneguild.com

LC029 (Milton)

Date: Wednesday-Thursday, February 26-27, 2014
Instructor: V. Reid Snow
Maximum: 10 participants
LO Member: \$345 (plus HST)
Potential Member: \$430 (plus HST)

Green Walls 101: Systems Overview and Design

ISA/CECs

Presented by Green Roofs for Healthy Cities, this seminar will discuss design and construction practices for green facades and living walls, as well as the latest research findings on the environmental benefits of these technologies. Learn how to determine major functions and components of green walls, describe characteristics and assess various advantages of different green wall systems, understand market drivers encouraging green wall implementation in North America and how to design green walls for maximum benefits and LEED points. This seminar includes a detailed course manual and provides 3.5 (CECs) for Landscape Industry Certified professionals.

EN007 (Milton)

Date: Tuesday, March 11, 2014
Time: 8:30a.m.-12:30 p.m. (lunch not included)
Instructor: Green Roofs for Healthy Cities
Maximum: 25 participants
LO Member: \$199 (plus HST)
Potential Member: \$225 (plus HST)

Advanced Green Roof Maintenance

ISA/CECs

Presented by Green Roofs for Healthy Cities, Advanced Green Roof Maintenance contains indispensable information on green roof care and upkeep.

Learn how to:

- Design to facilitate on-going maintenance
- Budget for maintenance
- Develop maintenance plans
- Perform common maintenance procedures
- Diagnose problems on a green roof
- Develop contracts and inspection reports that work in concert with warranty requirements
- Rehabilitate green roofs that have been subject to maintenance neglect.

This seminar includes a 100-page course manual with detailed case studies and is approved for 3.5 CECs for Landscape Industry Certified professionals.

EN008 (Milton)

Date: Tuesday, March 18, 2014
Time: 8:30 a.m.-12:30 p.m. (lunch not included)
Instructor: Green Roofs for Healthy Cities
Maximum: 25 participants
LO Member: \$199 (plus HST)
Potential Member: \$225 (plus HST)

LANDSCAPE DESIGN

Landscape Design: An Introduction

CLD

This seminar is for those considering landscape design as a career direction, but have had no formal design training. Landscape design is presented as a creative, logical and orderly problem-solving process, from preliminary investigation to final design preparation. This includes meeting the client, basic plan preparation and the application of basic design styles and themes. Participants will undertake a simple landscape problem. This seminar is for those looking to expand their existing landscaping experiences or those looking at landscape design as a career path. **Participants will need to bring:** an architect's scale, pencils, eraser, drafting tools, sketch paper, calculator, etc.

LD001 (Milton)

Date: Monday, January 27, 2014
Instructor: Don Chase BLA, CLD
Maximum: 25 participants

NEW

Landscape Design — The Next Step

CLD

This seminar is for those with some exposure to landscape design, but want to move beyond the typical, common landscape design approach. While the design process is reviewed a strong focus is placed on the exploration and application of the lesser common form and style compositions. Through a case study approach, we will address a typical residential landscape design assignment with not-so-typical requirements. Participants will be expected to draw rough preliminary plants to scale. **Please bring:** your design tools, including an architect's scale, pencils eraser, sketch paper, design templates etc.

NOTE: Attending this seminar will help with the CLD test

LD032 (Milton)

Date: Wednesday, January 29, 2014
Instructor: Don Chase BLA, CLD
Maximum: 25 participants

How to Use Dynascope

CLD

Dynascope is a CAD (Computer Automated Drafting) program for landscape designers and contractors. Its preset line weights and beautiful landscape symbols help convey your ideas to others in a clear, concise manner. It also makes quantity takeoffs and design changes almost effortless. At the completion of this two-day seminar you will have the skills and confidence needed to draft landscape plans on the computer. Learn the ins and outs from a seasoned landscape designer. **Participants must bring:** Laptops with Dynascope program loaded are required. (A trial program is available through Dynascope, be sure to have it loaded and working at least 48 hours before the seminar. Contact sales@dynascope.com to receive the trial program.) Seminar is intended for landscape designers or contractors at all experience levels. Dynascope experience is necessary and an understanding of the Windows operating system is important. Participant should also bring a mouse with a scroll wheel for easier modeling and navigation.

LD025 (Milton)

Date: Thursday-Friday, January 23-24, 2014
Instructor: Beth Edney, CLD
Maximum: 12 participants
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

Introductory SketchUp

This seminar introduces new and inexperienced users to the basics of SketchUp, as applied to the activities of a landscape designer. The focus will be designing and communicating landscape design in three dimensions. Upon completion, you will be able to design simple landscape projects in three dimensions and present them as images. **Participants need to bring:** laptops and have *Trimble SketchUp 2013 Make* (the free version) installed. Each participant should test the software to be sure it functions prior to the training seminar. Each participant should also bring a mouse with a scroll wheel as this makes modeling and navigating much easier.

LD024 (Milton)

Same seminar two dates:
A) Thursday, February 6, 2014
B) Thursday, February 13, 2014
Instructor: Eli Paddle
Maximum: 12 participants

LD024-OT (Ottawa)

Location: Ottawa District Hockey Assoc., 1247 Kilborn Place 3rd Floor Ottawa
For directions only, call 613-224-7686
Date: Thursday, January 23, 2014 (light lunch included)
Instructor: Sundaura Alford, CLD, BCIN
Number of Registrants: 15

Ottawa Chapter Seminar From Concept to Completion

In this economy, your company needs to stand out from the crowd. What are you doing to ensure this happens? From the first contact with a new client to the final full payment on a completed project, meeting the client, selling the project, doing the work, and collecting payments are a simple step-by-step process. It's what you do along the way that makes you a 'Star' (or not). Join Lexi and discover the keys to making your company stand out to today's savvy and educated consumers.

LD033-OT (Ottawa)

Location: Ottawa District Hockey Assoc., 1247 Kilborn Place 3rd Floor, Ottawa
For directions only, call 613-224-7686
Date: Thursday, February 13, 2014 (light lunch included)
Instructor: Lexi Dearborn Dipl.B, ODHLD
Maximum: 20 participants

ICPI SEMINARS coming soon

Please note; Landscape Ontario's newest sector group, the Hardscape Committee, is arranging a variety of ICPI seminars. Please refer to www.horttrades.com/seminars/topic/landscape-construction-and-installation for upcoming dates and locations.

Intermediate SketchUp for Landscape Design

This seminar is a follow-up to the introductory SketchUp seminar, or for users who can competently model and present a simple landscape design. It will introduce participants to more sophisticated SketchUp skills and techniques as applied to the activities of a landscape designer including: basic terrain modeling, creating arrays, using layers, basic animation and general best practices. Upon completing this seminar you will be able to design and present professional-quality landscape design work using advanced modeling techniques.

Participants must bring: their own laptops and have Trimble SketchUp 2013 Pro installed. Each participant should also bring a mouse with a scroll wheel as this makes modeling and navigating much easier. **Please note: it is no longer permitted to use the free version of SketchUp for commercial purposes, therefore this seminar requires the Pro version of SketchUp.**

LD026 (Milton)

Date: Thursday, February 20, 2014
Instructor: Eli Paddle
Maximum: 12 participants

LD026-OT (Ottawa)

Location: Ottawa District Hockey Assoc., 1247 Kilborn Place 3rd Floor, Ottawa
For directions only call 613-224-7686
Date: Thursday, February 20, 2014 (light lunch provided)
Presenter: Sundaura Alford, CLD, BCIN
Number of Registrants: 15

Advanced Google SketchUp

This seminar is a follow-up to the Intermediate SketchUp for Landscape Design. This seminar will introduce participants to advanced SketchUp skills and techniques as applied to the typical activities of a landscape designer including: creating and importing materials, advanced terrain modeling, photo-based modeling and external rendering applications. **Participants must bring:** their own laptops and have Trimble SketchUp 2013 Pro and Twilight Render (Demo version) installed. Each participant should also bring a mouse with a scroll wheel as this makes modeling and navigating much easier. **Please note: it is no longer permitted to use the free version**

of SketchUp for commercial purposes therefore the seminar requires the Pro version of the application.

LD028 (Milton)

Dates: Thursday, March 6, 2014
Instructor: Eli Paddle
Maximum: 12 participants

LANDSCAPE MAINTENANCE

Grounds Maintenance Estimating; Make Sure it's Making Cents

CLP

Do you know what basic essential steps and calculations are needed in order to estimate a job accurately? What basic records and information must you have to succeed? Is your pricing realistic? What are your true costs? Are you making money? Maintenance owners and managers will come away with the answers to these and other questions from an experienced grounds maintenance estimator. By attending this seminar you will understand the essentials of producing a competitive estimate from beginning to end.

LM005 (Milton)

Date: Friday, February 28, 2014
Instructor: Jeff McMann NDP, ISA, CLT
Maximum: 25 participants

Landscape Maintenance Week

CLT

This week-long seminar on a variety of landscape maintenance topics will benefit new employees and is particularly suited for those with limited industry experience. Areas covered will include maintenance of tools, equipment use, health and safety, customer service, annuals and perennials, plant ID, pruning and edging, ornamental grasses, pest management, seeding and sodding, planting of flowers and shrubs, soils, pH, and fertilizers. Participants should be prepared for some practical in and outdoor instruction throughout the week. PPE (personal protection equipment), gloves, work boots, eyewear, ear protection, etc., should be brought.

LM201 (Milton)

Dates: Monday-Friday, March 3- 7, 2014
Instructors: Ryan Dalli, Jeff Lowartz CLT, Theresa Forte, Bruce Peart
Maximum: 15 participants
LO Member: \$725 (plus HST)
Potential Member: \$1220 (plus HST)

Improved Grounds Maintenance

CLT

The magic behind every outstanding landscape is found in attention to detail. Knowledge is the key to quality work, and this seminar will unlock some of the theory and techniques needed to attain an eye-catching landscape. Learn how those who deliver superior results are not simply doing more of the same things everyone else does; they are doing things better. Explore the details and advanced techniques needed to deliver excellent landscape maintenance in today's changing world.

LM002 (Milton)

Date: Friday, March 14, 2014
Instructor: Jeff McMann NDP, ISA, CLT
Maximum: 25 participants

PLANTS

Annuals: Instant WOW to Any Garden

CHT CLT CLD

This is a great seminar for parks professionals, those new to maintenance companies or anyone wanting a refresher when it comes to planning and designing. You'll find out how to use annuals in the landscape, whether to fill space until permanent plantings grow, or to get a big bang of all-season colour and interest in boulevard, commercial and residential gardens. Learn how to choose the best annuals for drought tolerance, colour combinations, texture and size. Maintenance, plus new varieties, will be discussed. A packed day, you'll come away set to order, design, and install annuals better than ever before!

LP007 (Milton)

Date: Thursday, January 30, 2014
Instructor: Charlie Dobbin
Maximum: 25 participants

Landscape Plants: Where, What, Why and How

CHT CLT CLD

This seminar will inspire you to be more sensitive to landscape plants and their uses. Plant lovers will gain a better understanding of where to plant, soil conditions, sun and shade considerations, shape and size, soil requirements and unique characteristics of landscape plants. Anyone considering taking the Certified Landscape Technician (CLT) written evaluation or looking to improve his plant knowledge should attend. **NOTE:** after attending this seminar, participants may want to continue with seminar LP006

LP008 (Milton)

Date: Friday, February 7, 2014
Instructor: Sean James
Maximum: 25 Participants

Ottawa Chapter seminar Creative Containers: The Appeal, the Potential and the Possibilities

Paul Zammit, the Nancy Eaton Chair of Horticulture at the Toronto Botanical Garden who has over 20 years in the retail horticultural industry, returns to impart his extensive knowledge and skills with respect to creating containers that everyone will demand. This seminar uses powerpoint presentations as well as the step-by-step creation of a dramatic container using the techniques, tools and sources that Paul is known to readily share with participants.

RGC013-OT (Ottawa)

Location: Ottawa District Hockey Assoc., 1247 Kilborn Place 3rd Floor, Ottawa
For direction only call 613-224-7686
Date: Thursday, February 13, 2014 (light lunch included)
Instructor: Paul Zammit
Maximum: 20 participants

The Art and Science of Creating Sustainable Landscapes

CLT CLD

Work with nature and learn the art and science of creating low maintenance, chemical-free landscapes using Ontario's native plants. This seminar provides ecologically sound solutions for landscape designers and contractors. We will discuss the wide variety of herbaceous and woody plant species for erosion-prone and problem sites. Indigenous plant materials will be the focus in creating both functional landscapes and attractive private sanctuaries that support butterflies and birds. Be a leader, and incorporate native plants into the residential or public landscape.

LP006 (Milton)

Date: Friday, February 28, 2014
Instructor: Jeff Thompson, BES
Maximum: 25 participants

The Hardy Woody Plant

CHT CLT CLD

For those with a desire to know more about woody plants, this two-day seminar will give participants a detailed look at evergreens, trees, shrubs and vines. This is a good information session on the characteristics of various plants; participants will leave with a better understanding of site considerations and what to look for in plant installation and landscape maintenance. The plants on the Landscape Industry Certification study lists will also be reviewed.

NOTE: after attending this seminar, participants may want to continue with seminar LP003 and TM006

LP001 (Milton)

Date: Tuesday-Wednesday, March 11- 12, 2014
Instructor: Sean James
Maximum: 25 participants
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)

NEW Plant Combo Success

CLT CHT CLD

This seminar is great for designers, installers, perennial maintenance crews and garden centre nursery staff. The instructor will teach you great combinations for all season colour, helping nursery staff upsell combination perennials, trees and shrubs. It will show you the most important aspects of gardening as well as the benefits of layering in the garden in order to improve show, reduce weeds, and retain water. Also touching on natural insect controls to make sure you are protecting your investments.

LP028 (Milton)

Date: Thursday, March 20, 2014
Instructor: Pathways to Perennials
Maximum: 25 participants
Time: 9 a.m.-12 noon (lunch not included)
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)

NEW Long Seasonal Blooms

CLT CHT CLD

Designers, installers, maintenance crews and nursery staff alike will reap the benefits of learning about long seasonal blooms. Many customers or clients are looking for more bang for their buck, and this seminar will help you accomplish just that. Stretching bloom times and using foliage can create lasting impressions. Using shrubs with perennials to help extend your season are key to success, along with using the necessary natural insect controls to prevent unwanted pests in the gardens. A half-day seminar that will be time well spent!

LP029 (Milton)

Date: Friday, March 21, 2014
Instructor: Pathways to Perennials
Maximum: 25 participants
Time: 9 a.m.-12 noon (lunch not included)
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)

Apprenticeship and C of Qs

Interested apprenticeship and C of Q participants contact Sally Harvey at sharvey@landscapeontario.com for next steps in certification and accreditation.

SAFETY AND FIRST AID

Fundamentals of Fall Protection

This seminar introduces workers to the essentials of fall protection in Ontario. The seminar reviews provincial laws and requirements, and covers topics such as ladder safety, guardrails, aerial equipment and more (All workers working at a height of 3 m or 10 ft. require fall protection). The program also instructs attendees in the proper usage and inspection of fall arrest equipment, and also provides hands-on exposure to the most common fall arrest equipment found on job sites in Ontario today.

NOTE: Seminar is offered in other Chapters see below for more details. Wallet card sent out at a later date.

LS019 (Etobicoke)

Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke
For directions call 416-679-4173
Same seminar two dates:
A) Wednesday, February 26, 2014
B) Tuesday, March 18, 2014

LS019-WI (Tecumseh)

Location: Hertz-Matthews, 5525 County Rd 42, Tecumseh
For directions call 519-972-8144
Date: Thursday, April 10, 2014

Details for all locations

Instructor: Bruce Hannah
Maximum: 10 participants
Time: 9 a.m. - 1 p.m. (approx.)
(lunch not included)
LO Member: \$125 (plus HST)
Potential Member: \$240 (plus HST)

Ottawa Chapter seminar Emergency First Aid, CPR C and Automated External Defibrillation (AED) Certification

CLT CHT

A one day seminar designed to give participants a general overview of first aid. Participants will learn how to think and react in an emergency until medical help arrives. This seminar is suitable for those working as first responders in their workplace. First Aid is valid for three years, AED Certification one year, yearly CPR certification is recommended.

LS026-OT (Ottawa)

Location: Ottawa Paramedic Service Head Quarter, 2465 Don Reid Dr., Ottawa
For directions only call 613-580-2424, ext. 12199
Date: Thursday, March 6, 2014
Instructor: Ottawa Paramedic Services
Time: 8:00 a.m. - 4:00 p.m.
(lunch not included)
LO 2014 Safety Group Member: \$110 (plus HST)
Maximum: 18 participants
LO Member: \$125 (plus HST)
Potential Member: \$240 (plus HST)

Standard First Aid with CPR-C

CLT CHT ISA/CEUs

This two-day practical first aid course meets WSIB requirements and prepares participants to administer first aid for common landscape injuries. Every landscape crew must have one person with first aid training to assist injured workers. Level B CPR training is included. Participants must bring a blanket.

NOTE: To receive the special 2014 Safety Group rate registration forms will need to be faxed or mailed in, see page 38

LS007 (MILTON)

Same seminar three dates:
A) Thursday-Friday, March 27-28, 2014
B) Monday-Tuesday, March 31-April 1, 2014
C) Monday-Tuesday, April 7-8, 2014
Instructor: SAJE VitalSigns

LS007-GL (Barrie)

Location: Woods Park Care Centre 110 Lillian Cr., Barrie
For directions only, call 705-739-6881
Date: Thursday-Friday, March 27-28, 2014
(lunch not included)
Instructor: Assured Response CPR Training

LS007-DU (Oshawa)

Location: Greater Oshawa Chamber of Commerce, 44 Richmond St W., Oshawa
For directions only, call 905-718-4433
Date: Monday-Tuesday, March 31-April 1, 2014
(lunch not included)
Instructor: PulseCPR Training

More certification dates

See www.horttrades.com/seminars/topic/landscape-industry-certified---cft-clp-cld for upcoming Certification prep seminar dates and locations.

NEW LS007-WI (Windsor)

Location: Auxilium Group 880 North Service Rd E., Windsor
For directions only, call 1-866-567-2740
Date: Monday-Tuesday, March 31-April 1, 2014
(lunch not included)
Instructor: Edge Safety Training

Details for above locations

Time: 8:30 a.m. - 4:30 p.m.
LO 2014 Safety Group Member: \$110 (plus HST)
Maximum: 18 participants
LO Member: \$125 (plus HST)
Potential Member: \$240 (plus HST)

Workplace and Vehicle Safety Seminar

ISA/CEUs

This three-part day presented by WSPS/MOL and the MTO is for employers, supervisors and crew leads. Keep current on the risks, requirements and latest approaches to managing health and safety in your business. A health and safety specialist will provide guidance, advice, updates, tools, as well as facilitate networking and sharing opportunities between participants on what has and has not worked in their workplaces. The session will provide updates on current health and safety issues and practices specific to the landscape industry to meet legal requirements and protect your employees, including legislation updates and enforcement initiatives, specific equipment safety, and safe work practices. Come away with a better understanding of how to prepare for an MOL visit. An MTO representative will cover current weight classifications, proper load registration and Ministry requirements for travel documents.

NOTE: To receive the special 2014 Safety Group rate registration forms will need to be faxed or mailed in, see page 38

LS002 (Milton)

Date: Tuesday, March 18, 2014
LO 2014 Safety Group Member: \$110 (plus HST)
Instructors: WSPS/MOL/MTO
Maximum: 40 participants

WHMIS Train the Trainer

ISA/CEU's

This half-day seminar will provide an overview of the WHMIS training delivery package for your workplace. This is an ideal opportunity for employers who have individuals responsible for training employees in their workplace. The training package provides orientation on the WHMIS system, plus tools and techniques to better train employees.

NOTE: Each participating employer is required to order and bring a WHMIS training package at a cost of \$100 from WSPS in advance, which includes a resource binder, leader's guide, 10 participant workbooks, a complimentary DVD and much more. Please call 1-877-494-9777, ext. 0 to purchase the package (please ask for Farm Safety WHMIS Training Package).

NOTE: To receive the special 2014 Safety Group rate registration forms will need to be faxed or mailed in, see page 38

LS008 (Milton)

Date: Tuesday, April 1, 2014
Time: 9 a.m. - 12 noon (lunch not included)
Instructor: WSPS

LS008-OT (Ottawa)

Location: TBA
Date: Thursday, March 27, 2014
Time: 9:30 a.m. - 11 a.m.
(lunch not included)
Instructor: Sheila James, WSPS rep

Details for both locations

LO 2014 Safety Group Member: \$50 (plus HST)
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)
Maximum: 25 participants

WHMIS for Workers

ISA/CEUs

By law, all workers must receive Workplace Hazardous Material Information System (WHMIS) training every year under the Occupational Health and Safety Act. Participants will learn about WHMIS, the eight hazard categories and symbols, where to find information about the controlled products in their work environment and how to work safely with each controlled product.

NOTE: To receive the special 2014 Safety Group rate registration forms will need to be faxed or mailed in, see page 38



LS023 (Milton)

Date: Wednesday, April 2, 2014
Time: 9 a.m. - 11 a.m. (lunch not included)
Instructor: SAJE VitalSigns

NEW LS023-DU (Oshawa)

Location: Greater Oshawa Chamber of Commerce, 44 Richmond St W., Oshawa
For directions only, call 905-718-4433
Date: Thursday, April 3, 2014
Time: 10 a.m. - 11:30 a.m. (lunch not included)
Instructor: PulseCPR Training

NEW LS023-WI (Windsor)

Location: Auxilium Group 880 North Service Rd E., Windsor
For directions only, call 1-866-567-2740
Date: Tuesday, April 8, 2014
Time: 10a.m.-11:30 a.m. (lunch not included)
Instructor: Edge Safety Training

LS023-OT (Ottawa)

Location: TBA
Date: Thursday, April 3, 2014
Time: 9:30 a.m. - 11 a.m. (lunch not included)
Instructor: Sheila James WSPS rep

Details for above locations

LO 2014 Safety Group Member: \$50 (plus HST)
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)
Maximum: 25 participants

WATER GARDENING

Water Gardens

This half-day water garden seminar that will teach you the simple ways a low maintenance water garden can be installed. The instructor will also help with common troubleshooting questions, along with how to beautify a water garden by adding water plants and perennials. This is a perfect seminar for designers, installers and maintenance workers.

LP027 (Milton)

Dates: Thursday, February 20, 2014
Instructor: Pathways to Perennials
Maximum: 25 participants
Time: 9 a.m.-12 noon (lunch not included)
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)

ICPI SEMINARS coming soon

Please note; Landscape Ontario's newest sector group, the Hardscape Committee, is arranging a variety of ICPI seminars. Please refer to www.horttrades.com/seminars/topic/landscape-construction-and-installation for upcoming dates and locations.

Prosperity Partners Pillar SALES SUCCESS

Successful businesses have prospecting, lead-generation and sales processes in place. They also understand that every member of a company contributes to its sales profile. The opportunities below support the Sales Success pillar of the Prosperity Partners program.



Professional development seminars are approved for CNLA Landscape Industry Certified recertification CEU/CECs along with noted affiliated associations.

SPECIAL NOTE: Highlighted certification acronyms (**CLP**) signify that participants may receive assistance in preparation for the certification test.

NEW Marketing and Branding Your Business's Next First Step

CLP

In today's everchanging marketplace, we are consistently faced with competitive pressure to position our companies ahead of the rest. What is it that makes a company unique, and how did the big players leverage their strengths to become the industry leaders? Through self-analysis, examples and lecture, attendees will learn what it means to create a clearly defined marketing strategy, build or create a strong brand image and how to leverage these skills in the current landscape markets place to capitalize on market share. This seminar is for owners, managers, office staff or anyone on your marketing team at younger firms. Seminar is lead by the marketing manager and national account sales manager of one Ontario's leading landscape management firms.

NOTE: After attending this seminar participants may want to consider continuing with LBM055, LBM066 LBM058 and LBM059

LBM071 (Milton)

Date: Thursday, November 14, 2014
Instructor: Jason Wilton

New Sales Process: A Detailed Approach to Sell your Services Successfully

CLP

You need to have a sales process in place, so you're able to deliver on your brand's promise of quality, value, service, results and integrity. You may not get a second chance to impress them. A sales process is a series of practices and disciplines used to gain new market share and further grow existing markets based on your specific business model — not your competitor's. It's about identifying your market, knowing your competitor, recognizing the gap between the two and staking your claim between them. With clear direction, you can move your prospects from inquiry, to proposal to purchase. This seminar is designed to assist owners and senior decision makers of garden centres, landscape design, construction and maintenance firms. Come away gaining an overall look and understanding of the importance of a sales process. Includes a review of your business model, as well as discussion on sales process and procedure design.

NOTE: After attending this seminar participants may want to consider continuing with LBM058 and LBM059

LBM066 (Milton)

Date: Thursday, November 28, 2013
Instructor: Athena Taddei
Maximum participants: 12

LBM066-OT (Ottawa)

Location: Ottawa District Hockey Assoc.,
1247 Kilborn Place 3rd Floor, Ottawa
For directions only call 613-224-7686
Date: Friday, March 28, 2014
(light lunch included)
Instructor: Athena Taddei
Maximum participants: 15

NEW Converting Marketing Leads into Customers

CLP

Are you frustrated that more of your marketing dollars don't turn into new customers? Disappointed with the high number of quotes and proposals you're putting out, vs. the low number of clients saying yes? This seminar will show participants how to receive a lead, how to qualify it and bring it to a close.

NOTE: After attending this seminar, participants may want to consider continuing with LBM070, LBM045, LBM050 and LBM051, LBM054 and LBM071

LBM069 (Milton)

Date: Wednesday, January 29, 2014
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants

New Design Your Sales Process

CLP

As a business owner, you have a system for quoting and construction, BUT do you have a system for selling? If you've ever thought the prospects are in control of your sales process, and you want to change, then you'll want to attend. During this interactive day you will design your unique sales process, from start to finish. Leave with a documented plan on how to work with prospects to them into customer/clients. If you're tired of "winging" your sales efforts, this seminar will solve the problem. Owners, managers and sales staff will want to attend **NOTE:** After attending this seminar, participants may want to consider continuing with LBM045, LBM050 and LBM051, LBM054 and LBM071

LBM070 (Milton)

Date: Friday, January 31, 2014
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants

Introduction to Social Media

CLP

What is Pinterest, Facebook, Twitter, LinkedIn? What is all the fuss about? This seminar is a beginner's look at the social

networking websites that everyone is talking about and using so much. Like it or not, there is a shift in how people are communicating. And it's not just for the young; grandparents are amongst the fastest growing audience joining Facebook. Your target market, people who want your services, certainly communicate electronically a lot. This seminar is a risk-free zone, with other people exactly like you who maybe haven't even seen Facebook before. This 90-minute session will take a step-by-step look at what each of these sites, and how people use them.

NOTE: after attending this seminar, participants may want to consider continuing with seminar LBM049

LBM063 (Milton)

Date: Tuesday, February 4, 2014
Instructor: Denise Gervais
Time: 10:00-11:30am (lunch not included)
LO Member: \$32 (plus HST)
Potential Member: \$60 (plus HST)

Profitable Marketing Strategies through Social Media

CLP

As a business owner, are you frustrated about getting quality sales leads and investing marketing dollars? Are you upset the competition is showing up ahead of you on Google? Are you disappointed you cannot measure your marketing strategies, and

confused about how to use internet marketing and digital media to your advantage? Profitable Marketing Strategies teaches you how to market to your target demographic, and include concepts in your website to maximize the number of qualified sales leads you will receive.

- Get on the first page of Google, multiple times
- Maximize social media blogs — Facebook, Twitter, LinkedIn, Pinterest — from a business perspective
- Monitor and manage your brand. What are people saying about you online?
- Capitalize on the use of mobile phones to communicate and market efficiently
- Tie your offline (print) and online (internet) advertising strategies together
- Measure the success of every marketing initiative, so you know if it's worth the investment

LBM049 (Milton)

Date: Tuesday, February 18, 2014
Instructor: Denise Gervais
Maximum: 25 participants



CERTIFICATION

Qualified, trusted, recognized

Landscape Ontario is committed to recognizing standards of expertise in the landscape horticulture industry. Sector-specific certification programs help to promote competence and professional practices, resulting in industry-wide excellence and recognition of competency and professionalism by the consumer.



Landscape Industry Certified Manager (CLP)

This program is designed for owners and managers wishing to prove or improve their business skills. The Landscape Industry Certified Manager designation denotes competence in the challenging task of managing a successful business today. The written exam is based on seven core competencies. Study manuals are available. For more information visit www.horttrades.com/landscape-industry-certified or call 1888-446-3499 ext.8620



Landscape Industry Certified Technician (CLT)

This program allows individuals to demonstrate their competence in a variety of industry tasks. The Landscape Industry Certified Technician program is available for Softscape Installation, Hardscape Installation, Turf Maintenance, Ornamental Maintenance and Interior Landscape professionals with a minimum of 2 years experience (highly suggested). This program is recognized across North America and is an industry-developed program that sets and maintains standards for knowledge, skills and safety through written and hands on test along with continued education equipment. For more information visit www.horttrades.com/landscape-industry-certified or call 1800-265-5656.



Landscape Industry Certified Retail Horticulturist (CHT)

This recently updated, nationally recognized, industry-developed program was created for Retail Garden Center professionals to prove their competency in a variety of tasks and industry practices. This program proves and maintains standards for knowledge, skills and safety through both written and hands on testing with a mandatory continued education component keeping your skills and knowledge up to date! For more information visit www.horttrades.com/landscape-industry-certified or call 1800-265-5656.



Landscape Industry Certified Designer (CLD)

A Landscape Industry Certified Designer designation will provide a designer with a means of proving to your clients that you not only have the necessary education and industry experience, but that you have written and passed an industry test proving a high degree of proficiency as a landscape designer, along with submitting and passing a portfolio evaluation. Minimum experience to take this test is 7 years. For more information visit www.horttrades.com/landscape-industry-certified or call 1-800-265-5656

RECERTIFICATION



Professional Development seminars are approved for CNLA Landscape Industry Certifies recertification CEU/CECs along with noted affiliated associations.

CHT, CLD, CLP, CLT, ISA, GRHC, IPM

ADDITIONAL CERTIFICATION OPTIONS



Accredited Green Roof Professional

As an accredited Green Roof Professional, you will be able to distinguish yourself in the marketplace with knowledge of the special requirements and challenges of green roofs from design through to maintenance. For more information go to www.greenroofs.org



Irrigation Association Certifications

Certified irrigation professionals are committed to managing water efficiently. The following designations can be achieved through the Irrigation Association

- Certified Irrigation Contractor (CIC)
- Certified Irrigation Designer (CID)
- Certified Landscape Irrigation Auditor (CLIA)
- Certified Golf Irrigation Auditor (CGIA)
- Certified Landscape Water Manager (CLWM)
- Certified Agricultural Irrigation Specialist (CAIS)
- Certified Agricultural Water Manager (CAWM)

For more information go to www.irrigation.org



The Snow and Ice Management Association (SIMA)

The Snow and Ice Management Association (SIMA) offers an industry structured certification exam, the Certified Snow Professional (CSP) exam, for those serious about running an efficient snow business. For more information, please email ellen@sima.org.



IPM Accreditation

Integrated Pest Management (IPM) is a process that uses all necessary techniques to suppress pests effectively, economically and in an environmentally sound manner. IPM employs a two-pronged approach: managing the plant environment to prevent problems and using thresholds to decide how and when to treat pests. For more information visit www.ontarioipm.com/IPM/



International Society of Arboriculture

Pursuing an ISA Certification is a worthy goal that will help you advance your career in the arboriculture industry. The following designations can be achieved through ISA International:

- ISA Certified Arborist
- ISA Certified Arborist Utility Specialist
- ISA Certified Arborist Municipal Specialist
- ISA Certified Tree Worker Climber Specialist
- ISA Certified Tree Worker Aerial Lift Specialist
- ISA Board Certifies Master Arborist

For further information visit the International website, www.isa-arbor.com.

Also CEU (Continued Education Units) for the above accreditations can be obtained through various Landscape Ontario events/workshops/seminars. Keep your eye out for **CEU** beside our seminar/conference outlines.

Pesticide Technician Program

The Pesticide Technician Program licenses examiners to administer the Registered Technician Program, which verifies that individuals are able to apply pesticides safely. Email Tom at tsomerville@landscapeontario.com or pic@landscapeontario.com.



For information on tests, judging, sponsorship opportunities and more, visit www.horttrades.com/certified

APPRENTICESHIP



Horticulture is a Red Seal trade

The Horticultural Technician

Apprenticeship Program is a Red Seal program signifying interprovincial qualifications of tradespersons who have completed all requirements of the Apprenticeship program, including in-school, and on-the-job experience. Apprenticeship is a training program for people who want to work in skilled trades occupations. About 90% of apprenticeship involves on-the-job training by training sponsors or employers. The remainder involves related theoretical training, delivered at an approved training delivery agency.

Apprentices and employers benefit from apprenticeship training. Apprentices learn to become qualified trades people or journeypersons while employers gain highly skilled employees with up-to-date knowledge and work

techniques. Jobs in skilled trades provide challenging work and great careers. You earn while you learn! Red Seal trades are recognized across Canada and allow employers and employees to qualify for tax credits and incentive grants.

Employer incentives:

For more information on employer incentive grants go to: www.horttrades.com/apprenticeship

Employee incentives:

Employees qualify for various incentive grants and completion grants. For more information go to: www.horttrades.com/apprenticeship

To find out more about the Horticulture Technician Apprenticeship program and to get started, complete a pre-registration form. Go to www.horttrades.com/apprenticeship



SAFETY GROUPS PROGRAM 2014



The Safety Groups Program will help industry firms develop a MOL compliant safety program for their work places.

A brief note on how the program works; firms select five WSIB safety elements at the start of the year. Then attend at least 3 compulsory meetings working with other members to put these policies in place by the end of the year.

Advantages to participating in the program:

- An improved safety record and preparation for audits
- A positive safety culture
- Mentoring and Pooling of Resources
- Sharing of Best Practices between member firms and sponsor
- Financial benefits in the form of rebates from WSIB

For more details and to participate in the 2014 program, go to www.horttrades.com/safety

CHAPTER EVENTS

The Landscape Ontario Chapters Invite You to Win a Free Conference Pass!

The Membership Department of Landscape Ontario would like to invite you to join us at a local chapter meeting.

The chapters are an important part of Landscape Ontario; helping to build local relevance and strengthen relationships between green industry members. As an added bonus, just for attending a chapter meeting and **bringing a copy of this page**, you will be entered into a draw to win a **free Congress conference pass**.

The draw will take place at each of the following meetings; **you need to be there and bring this page to win!**

Durham

November 5, 2013 go to www.horttrades.com/chapter/durham for more information.

Georgian Lakelands

October 16, 2013 at Innisbrook Golf Club. Social starting at 5:30 p.m. with dinner at 6:15 p.m. Go to www.horttrades.com/chapter/georgian-lakelands for more information.

Golden Horseshoe

November 21, 2013 starting at 6:30 p.m., location to be determined. Go to www.horttrades.com/chapter/golden-horseshoe for more information.

London

November 12, 2013 at the Lamplighter Inn. Go to www.horttrades.com/chapter/london for more information.

Ottawa

November 12, 2013 at The Royal Canadian Legion, 3500 Fallowfield Road, Ottawa, at Noon. Go www.horttrades.com/chapter/ottawa for more information.

Toronto

November 7, 2013 at 6:30 p.m. Location to be determined. Go to www.horttrades.com/chapter/toronto for more information.

Upper Canada

November 12, 2013 at Selby Community Hall in Napanee at 7 p.m. Go to www.horttrades.com/chapter/upper-canada for more information.

Waterloo

December 4, 2013 at the Knights of Columbus Waterloo at 7 p.m. Go to www.horttrades.com/chapter/waterloo for more information.

Windsor

November 21, 2013 at Dominion Golf Course at 5:30 p.m. Go to www.horttrades.com/chapter/windsor for more information.





CONFERENCES, SYMPOSIUMS AND EVENTS

For information on any of the events listed below please check the web address listed or contact the Landscape Ontario office at 1-800-265-5656.



Canada Blooms: The Flower and Garden Festival

March 14 - 23, 2014

Canada Blooms
THE FLOWER AND GARDEN FESTIVAL

Held each March, the festival promotes horticulture to homeowners and will now offer guests an experience for virtually all their home and garden needs. The Flower and Garden Festival will again be co-located with the National Home Show. The two powerhouse events, taking place side by side, create the single largest home and garden experience in North America. Canada Blooms is produced by Landscape Ontario and the Garden Club of Toronto. Visit www.canadablooms.com for more information.



Chapter Speakers

September 2013 - April 2014

Attend monthly chapter meetings to hear guest speakers cover up-to-date industry and business topics. For up-to-date information check the LO website at www.horttrades.com or read the Coming Events page in Landscape Ontario magazine.

Congress Conference Program

January 7 - 9, 2014



The 41st edition of the Congress Conference will highlight trending business development issues and prosperity through communication, customer service and financial success, for both business owners and their employees. With 30 sessions to choose from, including owners-only workshops, attendees have many options to expand their knowledge. Included with a conference pass are daily opening keynotes and lunch sessions in the ballroom. Held at the Toronto Congress Centre during the Congress trade show. Look for session details in the Conference Guide – coming in the Nov./Dec. issue of Landscape Trades or visit www.locongress.com.

Effective Management Short Course

January 6, 2014

Building on the success of the inaugural short course held in 2013, this interactive workshop will again be held in conjunction with the Congress trade show, at the International Plaza Hotel. Visit www.locongress.com for details.

Garden & Floral Expo Conference Program

October 23 - 24, 2013



Day One features a keynote luncheon hosted by LO's Garden Centre Sector Group, including the Awards of Excellence Ceremony for retailers and growers. Stage demonstrations will run throughout both show days including live urn assembly, cooking demonstrations and seasonal arrangements. The Welcome Reception will include Top Ten Tips from leading industry experts – not to be missed! Day Two attendees will enjoy a power luncheon hosted by LO's Interior Plantscape Sector Group. Held at the Toronto Congress Centre, in conjunction with trade show. Visit www.loexpo.ca for details.

CONFERENCES, SYMPOSIUMS AND EVENTS CONTINUED



Green Trade Expo Seminars

Wednesday February 12, 2014

9 a.m. to 3 p.m.



Presented by the Ottawa Chapter, this Eastern Ontario horticultural trade and equipment show features an expanded seminar

series including new this year ICPI, contests and prizes. Don't miss this event, the largest gathering of Eastern Ontario's landscape and horticulture industry professionals. Visit www.greentrade.ca for further information or call Martha Walsh at 1-800-265 5656, ext. 2368

Growers Short Course

February 5, 2014

This full-day seminar is designed and priced to keep management and staff informed on the latest developments in the growing industry. Will be held at the Burlington Convention Centre. Visit www.horttrades.com for event details.



Integrated Pest Management (IPM) Symposium

January 6, 2014

Landscape Ontario's 49th Annual IPM Symposium is a one-day event, held on Warm-Up Monday in conjunction with LO's trade show

Congress, and offers attendees 6 CECs from the IPM Council of Canada. For a full schedule and speaker listing visit www.locongress.com.



Irrigation Conference

January 9, 2014

Stay on top of developments in the fast-moving landscape irrigation industry with this half-day event. Learn more about issues facing contractors. Held in conjunction with Congress trade show. Visit www.locongress.com for more details.



Landscape Contractor Lecture Series

February 2014

Each year, Landscape Ontario's Contractors Group invites landscape architects and contractors to share information and exchange ideas with colleagues. Speakers include a landscape contractor, and a landscape architect. Date and venue TBD. Visit www.horttrades.com for details.

Landscape Designer Conference

January 6, 2014

This full-day event hosted by LO's Designer Sector Group is held on Warm-Up Monday in conjunction with LO's trade show, Congress. A full day of sessions is followed by a networking reception – this event is must-attend for Landscape Designers. Visit www.locongress.com for a complete schedule and speaker listings.



Landscape Lighting Conference

February 6, 2014

This annual event brings together the landscape lighting industry contractors and suppliers. Speakers highlight pertinent issues and regulations as well as new ideas and inspiration. Located at the Teatro Conference & Event Centre, Milton. Visit www.horttrades.com for a speaker list and event details.

Snow and Ice Conference and Expo

September, 2014

The 'Snowposium' will be held on the site in Milton, featuring morning sessions with presenters from SIMA, followed by a BBQ with outdoor exhibits and product demonstrations. Many opportunities to help you make your snow operations more efficient and cost effective. Information at www.snowposium.com.



SEMINAR REGISTRATION FORM



Professional Development Seminars 2013-2014

THIS FORM MAY BE COPIED. PLEASE PRINT CLEARLY.

SEMINAR FEE DETAILS

Certification Holders \$110*

LO/OPA Members \$125*

Potential Members \$240*

*UNLESS NOTED OTHERWISE IN SEMINAR DESCRIPTION.

Start your membership process TODAY at www.horttrades.com/membership

Register online at www.horttrades.com/seminars

Q: Will I receive a confirmation notice by phone, fax or e-mail?

A: Only online registrations will receive an automatically generated confirmation/receipt. Others can safely assume they are registered if you have paid in full. Confirmations will not be sent out. You will be notified if a seminar is changed, cancelled or full.

Register by Jan. 1/14 for seminars held Jan-April, and automatically receive a 10% discount!

Mail or fax with payment to:
Landscape Ontario Pro Dev Seminars
 7856 Fifth Line S, RR 4,
 Milton ON L9T 2X8
 Fax: (905) 875-3942

COMPANY NAME (IF APPLICABLE) _____

ADDRESS _____

CITY _____ PROV _____

POSTAL CODE _____ PHONE _____ FAX _____

E-MAIL _____ PLEASE SEND ME THE WEEKLY ENEWS BULLETIN

IS YOUR BUSINESS A LANDSCAPE ONTARIO MEMBER? ___ YES ___ NO MEMBER OF OPA? ___ YES ___ NO

ARE YOU CERTIFIED? ___ YES ___ NO

IF YOU ANSWERED YES, PLEASE CHECK WHICH CERTIFICATION YOU HOLD: ___ CLT ___ CLP ___ CLD ___ CHT

ATTENDEE NAME	COURSE CODE	DATE	FEE

SUBTOTAL \$ _____
HST \$ _____
TOTAL \$ _____

PAYMENT: Registration forms must be accompanied with payment. DO NOT SEND CASH. SEMINARS ARE NON REFUNDABLE. If an unfortunate event occurs that prevents you from attending, please send a replacement.

VISA MasterCard Cheque (Payable to Landscape Ontario)

Card Number _____

Expiry Date _____ Name on Card _____

Cardholder Signature _____

REGISTRATION INFORMATION

Important information regarding fees, locations, start times and registration

- Seminars are held at Landscape Ontario in Milton, except where noted.
- Seminars run from 9 a.m. to 3:30 p.m. and include lunch and coffee, except where noted. Please notify us 1 week prior of any food allergies.
- Registration fees: Unless noted in the description, seminars are \$125 (plus HST) for LO members and \$240 (plus HST) for potential members.
- Registrations received before **January 1, 2014** for seminars held from **January to April 2014 will automatically receive a 10% discount.** The discount will automatically be deducted when registering online. Online registrations only will receive an automatically generated confirmation/receipt. Registrations received by fax or mail using credit cards will be discounted when processed. **Cheques should be sent in already reflecting savings.**
- LO reserves the right to change or cancel seminars and instructors at any location at any time. Age restrictions may apply to some seminars.
- Registration form (see page 38) must be complete and accompanied with payment for the seminar(s) to be confirmed.
- For details regarding Landscape Ontario's accessibility policies see www.horttrades.com/what-is-lo (located at the bottom of the page)
- Special Note:** If you are using an electronic navigational system to locate Landscape Ontario, you must put Halton Hills in place of Milton. Otherwise Milton will take you to the wrong location.

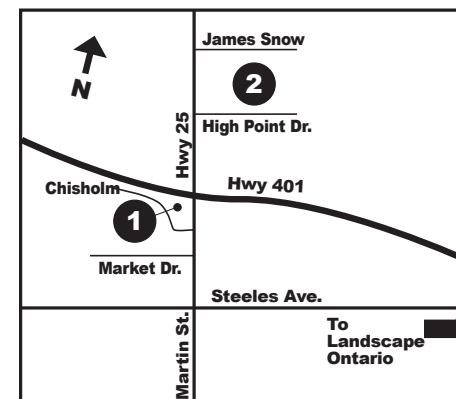
Online registration available at www.horttrades.com/seminars starting October 21, 2013.

THREE WAYS TO REGISTER

- Online at our website www.horttrades.com/seminars
- Fax completed registration form to (905) 875-3942
- Mail completed registration form and payment to:

Landscape Ontario Seminars
 7856 Fifth Line South, RR 4
 Milton, ON L9T 2X8

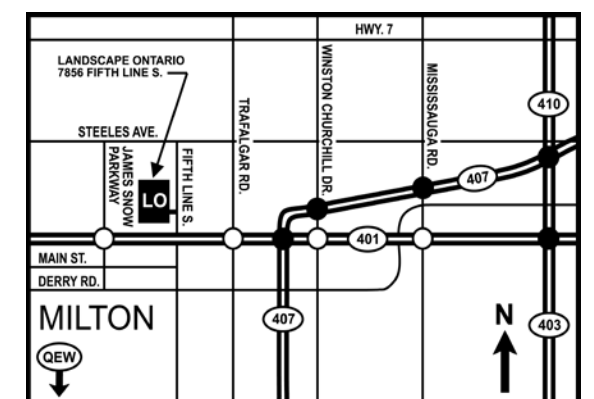
Hotel Information



1 Best Western
 161 Chisholm Drive,
 Milton, ON
 Phone: 1-800-780-7234
www.bestwestern.com

2 Holiday Inn Express
 2750 High Point Drive,
 Milton, ON
 Phone: 905-876-4955
 or 1-800-HOLIDAY
www.hiexpress.com

Map of Landscape Ontario



JOIN US!

Here are just a few reasons why you should join Landscape Ontario:

- Professional Development Seminar Savings
- Networking Opportunities
- Available Resources
- HR Tool Kit
- Symposium and Events Discounts
- Cost Saving Benefits
- Government Relations
- Canada Blooms Ticket Discounts
- Subscription to *Landscape Ontario* and *Landscape Trades* Magazines
- Awards of Excellence Program
- Congress, Expo and GreenTrade

For more details on these benefits and how to join go to www.horttrades.com/membership/categories.php

Everything we offer helps you succeed on your path to prosperity!

An initiative of



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Milton, ON L9T 2X8