

- Customers rely on your company to know the best and most economical way to ship liners. Do not ship Delta Air Cargo if your experience tells you that UPS will work better and cheaper for a particular shipment and be cheaper. Do not use shipping or boxing as a profit center. Finally, take responsibility for the plants until your customer takes possession of them in satisfactory condition.
- Ship out all boxed liners on a Monday. First, it guarantees that your liners will not get stuck over the weekend in a UPS/FED EX truck parked in the sun. Second, it enables you to physically check a major portion of your liner orders shipping out in one glance.
- Try and mail or fax a liner availability list on a regular basis. Having availability on a set schedule makes you more credible.
- Don't take orders on material you cannot deliver. Communicate if you cannot deliver at a preset date. If you do not, you will lose customers.

### OTHER OBSERVATIONS

- Smaller nurseries become big customers. Take a two-flat order as seriously as a thousand-flat order.
- Smaller nurseries are more demanding.
- Larger nurseries have a tendency to float accounts payable.
- Set yourself up to accept credit cards.
- Freight companies do not like shipping live goods.
- When pre-booking liners, those liners know they are pre-sold and will rebel by not rooting as readily — just kidding!
- Never ship liners just before or right after a national holiday.

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## I.P.P.S. International Tours: United Kingdom 2002®

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### INTRODUCTION

The International Board of the IPPS meets annually on a rotational basis in one of the regions at the invitation of the host region. Each region is encouraged to send a director and an alternate director on the pre-tour prior to the International board meeting. Members at large may participate in the pre-tour by contacting the International Secretary at least 6 months in advance of the scheduled tour dates. Information regarding dates for International pre-tours may be found on the IPPS web site at: <[www.ipps.org](http://www.ipps.org)>. For 2003, the pre-tour is scheduled for May in Australia and for the year 2004 the pre-tour is scheduled for August in Japan.

The International Board represents the concerns of the respective regions and oversees the administration of the IPPS. The host region schedules and makes all arrangements for a pre-tour of representative plant propagation and production techniques in nursery and greenhouse facilities. As a bonus of the tour, several stops are made to visit historical locations, public and private gardens, botanical gardens, and other interesting sites helping to give an overall understanding and appreciation of the host region to the participants of the tour. In addition, opportunities are scheduled for discussion with local propagators at dinners during the evening.

Participation in the pre-tour prior to the International Board meeting is of great benefit to the directors, alternates, and officers. In part the pre-tour gives all members of the International board time to get to know and become comfortable with each other, as well as affording informal conversation regarding meeting agenda items that are to be formally discussed and acted upon later at the board meeting. The day after the International Board meeting, the host region schedules their regional conference which again also has scheduled tours of propagation facilities not duplicating facilities already visited on the pre-tour.

## **2002 INTERNATIONAL PRE-TOUR AND REGION OF GREAT BRITAIN AND IRELAND CONFERENCE TOUR**

I served as International Delegate for the IPPS-SRNA and am presenting highlights of this year's International pre-tour and then the Region of Great Britain and Ireland Conference Tour which together covered a total span of 14 days. Only a few of the many wonderful ideas, techniques and observations can be mentioned, since I am constrained by time.

Our first day was spent by being met at either Heathrow or Gatwick International airport by a host member and taken to our hotel in London. After a brief check in and rest, we were taken to a distinctively old, historical pub for dinner and a welcome from Peter Bingham and International President David Hutchinson.

Our second day was spent touring some of the sights of London including a panoramic view of London from high above the ground on the enormous Ferris wheel known as the London "Eye".

On Day 3 we departed London on our chartered bus for an 8-day tour of the area to the south of London, going as far as Lands End on the Southwest Coast of England. Our first stop of the day was a guided tour by staff members of The Royal Horticultural Gardens, Wisley. After lunch we visited Liss Forest Nursery Ltd. and were greeted by the owner, Mr. Peter Catt, who discussed his work finding and introducing new plants into the market. Later we left for our hotel in Avisford Park, near Arundel, West Sussex.

On Day 4 we visited Farplants Ltd. which is a seven-nursery cooperative initiated in 1972, specializing in different plants. The seven nurseries offer some combined 2500 varieties of plants for the market. After lunch we continued on to Portsmouth where we had the opportunity to visit a naval museum and see the remains of the 450 year-old Mary Rose, flagship of Henry VIII, and The Victory, which was the first British battleship and still the flagship of the British Royal Navy. Our lodging for the next 2 nights was the Highfield House Hotel in Southampton.

Day 5 was spent visiting with a morning walk in the historical district of Winchester viewing the interior of Winchester Cathedral begun in 1079, and the Round Table of legendary King Arthur. The table has been on display for over 600 years. Our second stop of the day was Longstock, one of the world's most famous water gardens which can only be visited by special invitation. After lunch we toured Lowwater Nurseries at Warsash. Lowwater has become the leading supplier of hebe for the garden center market in the United Kingdom and was one of the founding members of Plantnet United Kingdom, a plant sourcing, selecting, and marketing organization for wholesale and liner-based nurseries. To round out the day, our tour group was taken by boat to the Isle of Wight where we still had sufficient day light to walk around the fascinating, narrow, and curving, main street lined with

dozens of small shops in pursuit of the tourist. Arrangements had been made for dinner that evening at the Isle of Wight Sailing Club, prior to our journey back to the mainland by boat.

The morning of Day 6 was spent visiting Aline Fairweather Ltd., a founding nursery of Plantnet United Kingdom and also a founding member of the Association of Liner Producers, both of which have brought improved quality and service to its customers. They supply shrub, perennial, and climbing plants as liners throughout the United Kingdom and Europe. Since 1997 the nursery has been the leading supplier of lavenders in the United Kingdom.

Mycorrhiza incorporated into the water supply is being used extensively as a substitute for fungicides in the nursery. The goal is to use absolutely no fungicides within a 3-year period. Although more expensive than chemical fungicides, the mycorrhizal approach will allow for unskilled labor without the ever increasing chemical restrictions imposed by government regulations. The afternoon was spent in Salisbury visiting the cathedral housing the world's oldest working clock dated 1386, and the best of four remaining original copies of the Magna Carta dated 1215. Our last visit of the day was Stonehenge, a remarkable monument of the past dating back 5050 years. The Royal Chase Hotel, Shaftesbury, Dorset, was our lodging for the evening.

Day 7 was the first day of the short tour for those who could not attend the full pre-tour. An informal board meeting was held at St Bridget Nurseries during the morning while the remainder of the tour group visited the city of Exeter Cathedral and took in some shopping. The afternoon was spent on the bus winding our way through some of the most scenic country imaginable as we headed for Falmouth Beach Resort Hotel which was our hotel base for the next 4 nights.

Day 8 was a very special day when tour members chose either to visit the Island of Treco in the Isles of Scilly or visit Lands End and the National trust Trengwainton Garden noted for its collection of tree ferns from New Zealand. The majority of the group chose to visit Treco. The trip began with a helicopter ride to the Treco gardens. This is possibly the only major garden in the world which can only be reached by boat or helicopter. Treco represents a garden in the making since 1834 with plants collected primarily from South Africa, Chile, New Zealand, Australia, the Mediterranean, Mexico, and California. Nowhere else in the British Isles are such an exotic and diverse collection of plants grown in the open.

Day 9 was a Sunday and included visits to Heligan Gardens and Trebah Gardens. Heligan garden is possibly the single largest garden restoration project which began in the early 1990s and is now open to the public. Heligan gardens dates back to the late 1700s, and at the end of the 19th century was at a pinnacle as an estate and garden. Soon after the beginning of World War I, the gardens reverted to brambles and was lost until the restoration began. Today the goal is to restore the gardens and to give credit to the men and women who originally made the gardens great. Possibly the largest rhododendron in the world can be found at Heligan. The plant originating from one single stem covers over one-fourth of an acre. The afternoon was spent touring Trebah Garden where planting actually began in the year 1826. The garden contains a heavily planted glen running down to the Hertford River. Within the glen of winding paths are 100-year-old tree ferns together with rhododendron, camellias, magnolias, beeches, oaks, and much more that is dazzling to the eye.

Day 10 consisted of a morning stop at Burncoose Nurseries, specializing in mail order sales. The display room was plastered with gold medal awards from the dozens of shows where they have exhibited. Next on our agenda was a tour of the historical village and copper mine at Morwellham Quay. The center of the world's cooper mining industry was located in this region by 1895. Later as copper ore ran out, the arsenic-rich ore located in the same area was mined for insecticides and weed killers. Our group was allowed to slip back in time and dress in costume of the mid 1800s for a group picture which could have been a scene from the movie "Gone With the Wind". Our destination today was Plymouth, where we would be for the remainder of the tour and which would be the conference site for Great Britain and Ireland. Later the group was taken on a mystery tour traveling by bus along a very narrow country lane finally coming to an old and fascinating tin miners pub where dinner had been arranged.

Day 11 was the day of the International Board Meeting for all officers, directors, and alternate directors. The remainder of the pre-tour group had the day to visit local area attractions or join the pre-conference tour to West End Nurseries Ltd., one of the leading liner nurseries in the United Kingdom. Today officially concluded the International pre-tour with a civic reception by the Lord Mayor of Plymouth followed by dinner with conference members of the Great Britain and Ireland Region and a welcome to all members of the International Board by Peter Bingham.

Day 12 was the first day of the Great Britain and Ireland Conference and was a day devoted to presentations followed by a tour of Hewtons Nursery and barbecue followed by a boat cruise from the nursery, down the River Tamar, back to our hotel at Plymouth. This nursery was pre-placing osmocote in the bottom of each pot automatically as the pot was being filled with media and plant. Placement of nutrient in bottom of pot eliminated algae growth on surface of media and they were claiming a better plant response to the nutrient. Water born pathogens such as *Pythium* were being eliminated in the water source by filtering all ground water with a sand filter, said to be one of four such experimental sand filters in the United Kingdom at the present time.

Day 13 was a morning tour of the Eden Project which was opened to the public in March of 2001, expecting 450,000 visitors the first year. Two million visitors actually came through the project the first year and plans are now underway for expansion. Two huge geometrical biomes, one tropical and one warm temperate, house plants from around the world as an educational stage to promote conservation of plants and the role plants play in sustaining life on this planet. The second and last nursery toured was Kernock Park Plants, which produced and marketed 10 million plants this past year. All propagation trays are bar coded when cuttings are stuck and the information is monitored until the plants are dispatched for market. The nursery had a new machine in operation which took a flat roll of a paper-type material and produced paper pots which were most useful in propagation of liners. This was the second nursery that we visited on the trip that was using the new liner pot machine. As the owner stated, "if we don't make money, we don't expand, with that philosophy I can sleep at night"

During the morning of Day 14 the conference presentations were completed and the International Board and members who had elected to stay for the conference after the pre-tour were taken back to London for their departure the next day.

Dr. John Wott told me that our pre-tours began in 1986. After coming home and reflecting on the International tour, I could not help but think that maybe our entire political system might be much better off on a world wide basis if all nations could have an interchange of people, thoughts, and opinions, before reacting to international issues. On a very small scale that is precisely what the pre-tour allowed us to accomplish prior to our International Board meeting this year.

Hats off to the Region of Great Britain and Ireland and especially David Hutchinson, Dennis Fordham, Peter Bingham, and Claire Shaddick, for the great planning, organizing, and execution of a most successful International pre-tour and conference.

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## **Integrating Web Technology with Traditional Teaching of Plant Propagation®**

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## **INTRODUCTION**

The University of Florida (UF) has 13 satellite programs where various undergraduate degrees are offered in the agricultural fields. The development of these programs is part of an overall strategy to reach students who are place-bound due to jobs, families, or other community responsibilities. While development of degree programs at off campus research and education centers does pose challenges, it is generally agreed that such programs provide needed education opportunities for place-bound students, while strengthening enrollment in agriculture (Tignor and Wilson, 1999; Klock-Moore et al., 2000; Wirth and Thornsby, 2001). Advantages to earning a degree off-campus include smaller classes, a personalized mentoring learning environment, and programs located in the heart of major agricultural areas of the state where industry support and field experiences may be more plentiful. The disadvantages to attending class off-campus include limited exposure to campus life, library resources, diversity among students and disciplines, as well as academic diversity. The development of web technologies and interactive video has created an opportunity to now merge the satellite programs and the main campus. While distance education has been utilized in one form or another for many years (Jackson, 1995), the University of Florida is pioneering a concept of bringing students, faculty, and expertise together utilizing videoconferencing or satellite in combination with computer technologies. The objectives of this paper are to describe the integration of these technologies in development of a statewide plant propagation course for delivery via interactive video via multiple locations.