

GardenScape Professionals Education Day

Trade Show Vendors 2010

Please visit the vendors in the Garden Room during registration, breaks and lunch.

2010 Vendors

Unilock, Inc.

Landmasters/Atlas Block Co. Ltd.

Batavia Turf

Niggli & Associates

Northern Nurseries

Weckesser Brick Company Inc.

Horticultural Associates of Rochester, Inc.

Beck's Garden Supplies, LLC.

Belgard Hardscapes

This program has recertification credit/CEU:

NYS DEC credits: Core 1 credit, categories 3a, 10, 25 1 credit

Credits for CN/LP, landscape architects, arborists, landscape architects continuing ed and Rochester Landscape Technician's Program are anticipated

GardenScape Professionals
PO Box 1113
Webster NY 14580-1113

**GardenScape
Professionals Association**

**Annual Education Day &
Trade Show**

Thursday February 11, 2010

**Featuring
Melisza Campos**
Dale Carnegie Training

**Auditorium Center
875 East Main Street
Rochester NY 14605**

GardenScape Professionals
And
Cornell University Cooperative Extension,
Monroe County

Sponsored By
Unilock Inc., Landmasters/Atlas Block Co. Ltd.,
Batavia Turf and Niggli & Associates

Registration

Thursday February 11 program

Register with Sarah Burchell
sarah@gardenscapepros.com
Fax 585.265.9018

Mail
GardenScape Professionals
PO Box 1113
Webster NY 14580-1113

(check, payable to GPA)

Pre-registration is available **NOW** with special pricing.

After February 1, 2010, Member price \$30.00 each, Non member \$40.00 (additional @\$30), Student \$20.00. After February 1, 2010 \$40, without discounts.

Name

Affiliation

Address

Phone

E-mail

Register now.

GardenScape Professionals Education Day

Morning Session

7:15 Onsite Registration & Trade Show
Ionic Hall 3rd Floor

Coffee Pastries & Juice in Ionic Hall
Sponsored by Niggli Associates (Better Yards & Gardens)

8:00 Welcome Cathedral Hall 4th Floor

8:10 Bringing the Landscape Team Together
Melisza Campos, Dale Carnegie Training

10:00 Dumb Things NOT to Do in Landscaping
Tom Mitchell, Tom Mitchell Landscaping, Buffalo

11:00 Working Together Over Lunch & Beyond
Melisza Campos, Dale Carnegie Training

**Noon Lunch Cathedral Hall
&
Dessert Ionic Hall**

Afternoon Session One

Library (Owners/ Managers session)

12:55 Conveying the Business Owner's Vision
Melisza Campos, Dale Carnegie Training

Afternoon Session Two

Tea Room (Pesticide Recertification session)

12:55 Regulatory Update, Lessons from 2009 Inspections

Ed Hanbeck & Chris Wainwright, NYS DEC

2:05 Practical opportunities for pest and disease management that may reduce pesticide use
Betsy Lamb, NYS IPM Program

Afternoon Session Three

Cathedral Hall (Hardscape)

12:55 How to Get the Hardscape Job at Your Price
Tom Borrelli, Director of Sales, Hanson Hardscape Products This seminar emphasizes professional sales and marketing strategies that teach you to sell the value of your company rather than defend the cost of your work.

2:05 "Pavers" Applications for Outdoor Kitchens, Raised Patios, Outdoor Fireplaces, Water Features, etc.

Tim Hay, Cambridge Pavers / Vice President ICPI WNY Chapter

Afternoon Session Four

Outside (Drivers)

12:55 What You Need To Know for DOT Compliance and a mock roadside inspection for truck and trailer
Mark Pettis, NYS Police

Afternoon Session Capstone

Cathedral Hall (General session for all)

3:15 4:15 We ARE a Team, Lessons Learned
Melisza Campos, Dale Carnegie Training