



January 2007

**Upcoming Events in the Ottawa Chapter:**

<i>LO Ottawa AGM &amp; Elections, 10am-12, RA Centre</i>	<i>Jan 16</i>
<i>Job Site Efficiency Seminar RA Centre, 9-4:30</i>	<i>Jan 24</i>
<i>Quality Grounds Maintenance RA Centre, 9-4</i>	<i>Jan 31</i>
<i>ICPI Level 1 Certification—call Chantal @ 821-0898</i>	<i>Feb 7-8</i>
<i>SCIP Level 1—4 Tuesday mornings Feb 6-13-20-27</i>	<i>Feb</i>
<i>Watering the Landscape—Irrigation Fundamentals—RA Centre, 9-4:30</i>	<i>Feb 9</i>
<i>GreenTrade Expo—9-4, Lansdowne Park</i>	<i>Feb 14</i>
<i>IPM Symposium—8:30-4:30, Travelodge West</i>	<i>Feb 15</i>

**Ottawa Board of Directors:**

- Peter Cullen – President
- Chuck Yates—Treasurer
- Tim Dyer—Secretary
- David Stewart – Past President
- Tim Kearney – Provincial Board
- Bruce Morton – Trade Show Chair
- Susan Bedhun    Mike O'Neill
- Patrick Charest    Sharon Urquhart
- Sarah Johnston    Welwyn Wong

**Membership Enquiries:**

Lynn Lane    phone: (613) 796-5156  
[llane@landscapeontario.com](mailto:llane@landscapeontario.com)

**Why I'm a Landscape Ontario member:  
 ~ 2 Members Share Their Thoughts ~**

**LO: "A Team I Can Turn To for Advice"**

By Sharon Urquhart

Green Unlimited, Ottawa

In a recent conversation with another small business owner I asked how his company had fared this past season and what his plans were for growth next year. His answer didn't surprise me "well, same as last year". I sensed his frustration from having coped with a long, wet rainy season that had left him feeling disheartened. His crew was disgruntled. The paperwork in the office was backing up. He felt temporarily over-

whelmed running his business by himself. He asked me what I did to cope with these issues.

My answer to him was simple: By keeping in touch and sharing with others in the industry through Landscape Ontario.

How many entrepreneurs have felt alienated, at one time or another, being in business for themselves? Who is there to share tales of joy and woe with? How do you keep up to date with the industry or source out new products and equipment? What are the going wages and what's the best way to find new

employees? Most importantly, how do you keep your business growing?

By joining Landscape Ontario I have been able to access all of the information I need by phone, email or through the website. Who better to be a lifeline than an association dedicated to providing all of these answers? By joining LO I became part of a truly professional organization that wants to see me succeed in my business. Most importantly, I became part of a team that I can turn to for advice.

**LO: "Industry Excellence Customers Can Trust"**

By Peter Cullen

Cullen Landscaping, Ottawa

I have always counted it a privilege to belong to an association of companies that work in the same field as me. I learned from my father, Len, who started his business in 1947 and before long was one of the industry leaders. His involvement taught me the importance of developing good ties with my industry contemporaries.

In the early 70's, I began a sod business and joined the Nursery Sod Growers Association of

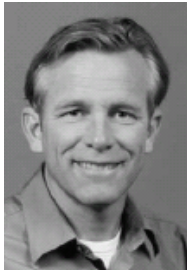
Ottawa. By attending events, listening, and watching, I soon learned how to improve our business.

When we moved to Ottawa in 1999 to start Cullen Landscaping Ltd., the first thing I did was apply to join Landscape Ontario. This gave credibility to my new business and I knew I could learn valuable lessons from the others in this new (to me) climate zone.

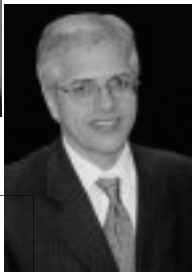
Membership in Landscape Ontario also brings the benefits of discounts in many different products and services I use,

ranging from fuel, equipment and insurance. It also gives my customers a sense of confidence when they know there is a governing body setting standards, not unlike the well-known Better Business Bureau.

So, I would encourage anyone in the horticultural trade or serving the horticultural industry to join this association of professionals. We strive for industry excellence that customers can trust. When you join, know that you will benefit the most by giving your time and ideas to it.



Bob Tubby



Tony DiGiovanni

**YOU:**  
A Valuable  
Part of the  
Industry

## Help Us Create the Future of LO: January AGM & Elections

All members of the landscape industry—LO members and non-members alike—are invited to come to the LO Ottawa AGM on Tuesday, January 16th, 2007, 10am-12 noon at the RA Centre.

Special guest speakers Bob Tubby (LO President) and Tony DiGiovanni (Executive Director) will be coming to get input from Ottawa professionals on where we should be taking the industry in the future.

Discussions will include LO's strategic plan for the year, which was developed by the provincial

board with input from LO members across the province.

This is your opportunity to have your views heard: tell us what is important to you, what issues will influence your business in the coming years, and what you envision this industry to be.

This meeting will also include the Ottawa Chapter elections...if you would like to help lead this chapter over the next year, please consider putting your name forward. For more information, contact David Stewart at (613) 825-3888.



### GreenTrade Expo Feb 14<sup>th</sup>

Mark your calendars! GreenTrade Expo is not far off. Wednesday Feb 14<sup>th</sup> (Lansdowne Park, 9-4) will be a great day to see thousands of product and services for the landscape industry, meet new people in the trade and network with old friends. Two great seminars will be featured: Green Roofs and a session with the MTO.

**Register FREE on-line** for your chance to win a complete website package for your company, including website development and one year of free web hosting, Courtesy of Full Dimension Group and MyWebsite-MadeEasy.com. Plan now to attend THE Eastern Ontario event of the season.

**Ottawa Valley Turfgrass Association (OVTA)** annual Winter Tradeshow & Seminar. January 31st, 2007. Centurion Centre, Ottawa. The keynote speaker will be **Dr. James Murphy** from Rutgers University. [www.ovta.ca](http://www.ovta.ca)

### Education Opportunities

20 Seminars and Workshops are being offered **right here in Ottawa** over the next 4 months. Take advantage of quality education designed **specifically** for professionals in the green industry. Chose from Plants & Lawns in the Landscape, Job Costing, Grading & Drainage, Wood Projects, WHIMIS, First Aid/CPR and many more...visit [www.hort-trades.com/ottawaseminars](http://www.hort-trades.com/ottawaseminars) to see the full offering, or call the office. **All welcome.**

**Why not Consider becoming an LO member?** So many benefits for you and your company. Call Lynn @ (613) 796-5156. This industry just isn't the same without you.



## Getting Injured Workers Back to Work Saves You \$\$

By Sheila James  
Farm Safety Association

If you have no injuries / claims with WSIB that cost over \$500 during a 3 year period, you will receive a discount. If you have more than one claim over \$500 during a 3 year period, your WSIB premium will usually increase. A WSIB premium in-

crease of 10 % is added for each claim exceeding \$5,000 in cost. Getting an injured worker back to work on light duty as soon as possible will keep those claims costs down and save your company \$\$.

See [www.wsib.on.ca](http://www.wsib.on.ca) Merit Adjusted Premium Plan for Small Business.

[sjames@farmsafety.ca](mailto:sjames@farmsafety.ca)

## Save 5% On WSIB Premiums

The Safe Communities Incentive Program (SCIP) is a 2-part WSIB incentive program for small businesses. In Part 1, firms that meet the program requirements are eligible to receive a 5% rebate on their WSIB premiums. Firms can receive up to an additional 5% rebate in Part 2 of the program.

To earn the 5% rebate, the owner or senior manager from the firm will 1) participate in a training program called 'the 5 steps to Managing Health & Safety' and 2) complete and submit 4 simple

documents, which the SCIP leader will coach participants on weekly.

SCIP will be offered **FREE** in Ottawa for LO members on the four Tuesday mornings of February (Feb 6, 13, 20, and 27), 9am-1pm. Don't miss this opportunity to decrease your WSIB rates and to put a safety policy into place for the benefit of all your employees.

Contact Joanne Gordon, WSIB at 416-344-2447 to enroll.



**Safety  
First**

**Safe  
Communities  
Incentive  
Program**

