

Professional Development



Seminar Guide
2018-2019

HORTICULTURAL TRADES ASSOCIATION
landscapeontario.com



On the verge
of something
NEW!

your journey to *prosperity* begins here

SUPPORTING YOUR SUCCESS

LO's Professional Development seminars
are on the move this season.

Major building renovations are currently underway
at the Landscape Ontario facility in Milton.

Professional Development seminars for
2018-19, will be held at local hotels within Milton

FOR THIS SEASON ONLY!

(Please double-check your seminar location at
HortTrades.com/seminars)

**Still offering the same great quality and wide variety
of green industry topics you've come to enjoy the
Professional Development seminars provide you with
the tools for personal and business growth.**

Check Out All the Offerings

Fusion Landscape Professional Program (FLP),
Online Learning, Water Smart Irrigation Program (WSIP),
Professional Development Seminars, Conferences,
Events, Networking, Peer to Peer, Symposiums

Plus So Much More!

Make this the year you take
your career to the next level!



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CERTIFICATION PROGRAMS

Qualified, trusted, recognized

Landscape Ontario is committed to recognizing standards in the landscape horticulture industry.

Sector-specific certification programs help to promote competence and professional practices, resulting in recognition of competence and professionalism by consumers.

LANDSCAPE INDUSTRY CERTIFIED RETAIL HORTICULTURIST (CHT)



The Retail Horticulturist designation is the only Landscape

Industry Certified program specifically catered toward the retail garden sector developed by the industry. This nationally recognized program was created for professionals to prove their competence 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 HortTrades.com/certification; or contact CNLA at certification@cnla-acpp.ca or 1-888-446-3499, ext. 8650.

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, Lawn Care, Turf Maintenance, Ornamental Maintenance and Interior Landscape professionals with a minimum of two years' experience (highly suggested). This program is an industry-developed program that sets and maintains standards for knowledge, skills and safety through written and hands-on tests. For more information visit HortTrades.com/certification; or contact CNLA at certification@cnla-acpp.ca or 1-888-446-3499, ext. 8650.

LANDSCAPE INDUSTRY CERTIFIED MANAGER (CLM)



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 HortTrades.com/certification; or contact CNLA at certification@cnla-acpp.ca or 1-888-446-3499, ext. 8650.

LANDSCAPE INDUSTRY CERTIFIED DESIGNER (CLD)



Becoming a Landscape Industry Certified Designer 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 intensive exam and portfolio review process recognized across Canada. Minimum experience to take this test is seven years. For more information visit HortTrades.com/certification; or contact CNLA at certification@cnla-acpp.ca or 1-888-446-3499, ext. 8650.

RECERTIFICATION

Individuals currently holding a Landscape Industry Certification Designation:

- All Landscape Ontario Professional Development seminars are eligible for Continuing Education Credits/Units (**CECs/CEUs**) for the recertification of Landscape Industry Certifications (**CHT, CLT, CLD, CLM**). See landscapeindustry-certifiedtechnician.ca/certification/recertification/ for more details.

Individuals currently holding a Certification Designation through a new program or affiliated association:

- Various Landscape Ontario Professional Development seminars are eligible for **CECs/CEUs** for the recertification of certification designations from new programs or affiliated associations (**ISA, IPM, GRP, FLP, WSIP**). Applicable seminars note the program acronym.

Individuals working towards obtaining a Landscape Industry Certification Designation:

- Seminars that show Landscape Industry Certification acronyms (**CHT, CLT, CLD, CLM, FLP, WSIP**) can help prepare you for that certification program.

For information on tests, judging, sponsorship opportunities and more, visit HortTrades.com/certification

ASSOCIATION PARTNERS AND PROGRAMS

ACCREDITED GREEN ROOF PROFESSIONAL (GRP)



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 greenroofs.org

DYNASCAPE (DYNA)



For more information visit dynascape.com

FUSION LANDSCAPE PROFESSIONAL (FLP)



As a certified FLP, you will have the tools to address current environmental issues, including those created by climate change and urbanization. Fusion landscaping combines the art and science of horticulture with the science of hydrology to design, build/install and maintain aesthetically pleasing, water efficient landscapes. For more information, please visit HortTrades.com/fusion

GREEN CAREERS CANADA (GCC)



Green Careers Canada is a hub where you can find resources that support the Landscape Horticulture Profession. Find out about event & career opportunities, read articles that inspire future business practices and access resources that will build the profession! greencareerscanada.ca

HORTICULTURE EDUCATORS ASSOCIATION (HEA)



Through development of an engaged education system, the Horticulture Educators Association works to represent, promote and foster the advancement of the Landscape Horticulture Profession in Ontario. Thus building a competent future workforce with strong connections within and between education and the industry. greencareerscanada.ca/teachers-industry/horticultural-educators-association/

INTEGRATED PEST MANAGEMENT (IPM)



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

INTERLOCKING, CONCRETE, PAVERS INSTITUTE (ICPI)



For more information visit icpi.org

INTERNATIONAL SOCIETY OF ARBORICULTURE (ISA)



Pursuing an ISA Certification is a worthy goal that will help you advance your career in the arboriculture industry. For more information visit isaontario.com

IRRIGATION ASSOCIATION (IA)



Certified irrigation professionals are committed to managing water efficiently. For more information visit irrigation.org

PESTICIDE TECHNICIAN PROGRAM (PTP)



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 For more information, visit ptpic.org

RED SEAL LANDSCAPE HORTICULTURALIST (RS)



For more information visit red-seal.ca

SMART ABOUT SALT (SAS)



For more information visit smartaboutsalt.com

SNOW 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 visit sima.org

SUSTAINABLE TECHNOLOGIES EVALUATION PROGRAM (STEP)



The water component of STEP is led by Toronto and Region Conservation in partnership with Credit Valley Conservation and Lake Simcoe Region Conservation Authority. They offer online and in-class education courses designed to help landscape professionals learn proper techniques and procedures for implementing low impact development practices. For more information, please visit sustainabletechnologies.ca

WATER SMART IRRIGATION PROFESSIONAL (WSIP)



As a certified WSIP, you will receive specialized training to provide water efficient irrigation services, obtain new business opportunities, have access to irrigation audit data management resources, municipal rebate programs, and be recognized as a leader in your field. For more information, please visit HortTrades.com/wsip.

WORKPLACE SAFETY AND PREVENTION SERVICES (WSPS)



For more information visit wspcs.ca

Landscape Horticulture Technician Apprenticeship Program

REGISTER NOW START TRAINING TODAY!



What is Apprenticeship?

Apprenticeship is a recognized form of post-secondary education and training that provides hands-on, industry-specific knowledge and skills to employees in the profession. Apprentices not only learn skills in the classroom during the winter months (at 5 colleges across the province) but work on-the-job with employers to complete a skills training log book. Upon successful completion of the program, apprentices become **Red Seal certified!**

“On average, employers receive a benefit of \$1.47 for every \$1 invested in apprenticeship training” - CAF

EMPLOYER Benefits

- ✓ Develop your workforce
- ✓ Enhance Productivity
- ✓ Improve retention
- ✓ Government incentives (new GAGE grant)
- ✓ Promote a culture of training

EMPLOYEE (Apprentice) Benefits

- ✓ \$4000 in grants
- ✓ Hands-on learning
- ✓ Industry recognized
- ✓ Help advance your career
- ✓ Loans & subsidies available

REGISTRATION IS EASY, let us support you from start to finish.
To register, or for more information: Apprenticeship@landscapeontario.com



APPRENTICESHIP
Horticultural Technician
Landscape Horticulturist 

www.landscapehorticultureapprentice.ca

Seminars



ARBORICULTURE, TREES, SHRUBS AND WOODY PLANTS

CLT CLD ISA

RS

BELOW THE GROUND: INTRODUCTION TO SOILS AND TREE

Approximately 40 per cent 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 the importance of healthy soil is vital knowledge for anyone working with trees and shrubs to understand.

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 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, property managers, groundskeepers and arborists, should attend.

LA005 (Milton)

Date: Monday, March 11, 2019

Instructor: Todd Irvine, MFC, MA, ISA Certified Arborist

Maximum: 25 participants

CLT CLD CHT ISA

RS

PLANTING AND MAINTENANCE PRACTICES FOR TREES AND SHRUBS

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 main stresses, 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. This seminar also covers the basics of proactive tree and shrub care, including planting, mulching, watering, soil enrichment, and staking. Participants are encouraged to ask questions and share case studies from their own work experiences. Landscape designers, technicians, contractors and architects, property managers, groundskeepers and arborists should consider attending.

Note: Please note the details discussed in this seminar build off of learning outcomes in LA005. However, LA005 is not a prerequisite if you already have a basic understanding of tree biology and soils.

LA001 (Milton)

Date: Monday, March 18, 2019

Instructor: Todd Irvine MFC, MA, ISA Certified Arborist

Maximum: 40 participants

CLT

RS

INTRODUCTION TO TREE AND SHRUB PRUNING

Pruning is among the most effective method for landscape professionals to improve the form, growth and health of trees and shrubs. This seminar includes both classroom and hands-on instruction outdoors to develop skill and confidence in pruning basics. Participants learn the what, where, why and how of successful pruning for trees and shrubs. This seminar focuses on pruning of young trees and shrubs to develop good structure, aesthetics and health.

Outdoor hands-on instruction: Participants should dress for the weather and bring PPE (personal protection equipment): gloves, CSA-approved footwear, eyewear, etc., and hand secateurs.

LA003 (Milton)

Same seminar two dates offered:

A) Thursday, March 21, 2019

B) Monday, March 25, 2019

Instructor: Drew Christie

Maximum: 15 participants

BUSINESS DEVELOPMENT

CLM

PEER TO PEER NETWORK

Landscape Ontario's Peer to Peer Network is based on sharing and contribution. It is intended to help green industry professionals clarify their strengths, and identify the components of their businesses that need attention and access tools to create their own action plan. Participants learn how to think differently about their business and learn a whole new way of planning for future success.

Note: For details on upcoming Peer to Peer workshops, visit HortTrades.com/p2p



CLM

ATTRACT, IDENTIFY AND HIRE NEW EMPLOYEES

Your company is only as good as the quality of employees you can Attract, Hire and Retain.

Most landscaping companies are great at doing the work but may struggle at creating a systematic hiring approach.

People attending this workshop will learn "best practices" on:

- How to find candidates, where to advertise and how to "throw the net out wider" to attract more candidates
- The resume is a "picture of somebody's best attributes" and it is "buyer beware" when this is your screening tool
- Interviewing – how to conduct effective telephone and in person interviews to separate the great from the poor

- Onboarding – first impressions are critical, developing a good plan to “onboard” new staff and teach them the essentials of the position dramatically increases retention

Attendees should be ready to “roll up their sleeves”, share experiences and learn new skills and systems to hire team players. This seminar is for those who do the hiring. Andrew will share a proven recruiting system that has helped over 60 landscaping, nursery and arbor companies to hire the right people to grow their business.

Consider continuing with seminars *Selling...Be Better and Get More Customers and Leading Your Team to Succeed*

LBM104 (Milton)

Date: Wednesday, November 28, 2018

Instructor: Andrew Wall, Sandler Training

(LO Preferred Coach/Consultant)

Maximum: 15 participants

CLM

YOUR COMPANY'S PULSE: USE YOUR BALANCE SHEET TO DETERMINE ITS BEAT

From one of the profession's leading firms; Nathan will speak first-hand on how he approached learning his company numbers, and improved his relationship with his financial lender.

Benefit to attending:

- More financial control of your company
- Clearer understanding of your balance sheet
- Knowing which ratios to focus on to improve financial health
- Learn how to be confident with meeting your banker

Important: Participants will need to bring their financial statements from the last three years to maximize the value of this seminar. Attendees will come away knowing how to view their business, know their financial pulse before their banker does, strategies to manage a positive cash flow, how to improve their net worth, when to buy, lease or rent equipment and how much cash flow should be left in their business. A jam-packed day you won't want to miss. This seminar is for owners and managers of both new and established maintenance, construction, irrigation and snow management firms.

Testimonials

Very helpful learned some very key points

Jim Edmonds, the Gardener Landscaping

Finally was able to understand a balance sheet in a simple manner

Justin Siemens, JC Landscaping Inc.

LBM086 (Milton)

Date: Thursday, February 21, 2019

Instructor: Nathan Helder, Gelderman Landscape Services

Maximum: 15 participants

CLM

SELLING ...BE BETTER AND GET MORE CUSTOMERS!

If you are fed up with people stealing your ideas and intelligence, pressuring you for price discounts and playing “hide and seek,” then you should attend this seminar.

Attending this seminar will teach you “best practices” on:

- How to qualify potential customers on the phone so you waste less time with tire kickers
- People buy emotionally and then justify intellectually – learn how to get people emotionally committed to your services
- You can't profitably compete with “Bob with a truck, mower and shovel” – learn how to sell value and stop discounting
- People buy from people that they trust, respect and like – learn “social psychology” on how to “relate to people in a manner they enjoy”

Landscape professionals have said the following: “We've raised our closing rate from 10% to 60%,” “We've just closed our biggest deal ever,” and “We have raised our prices and are still winning business.”

Consider continuing with seminar *Leading Your Team to Succeed*

LBM105 (Milton)

Date: Friday, February 22, 2019

Instructor: Andrew Wall, Sandler Training

(LO Preferred Coach/Consultant)

Maximum: 20 Participants



IMPORTANT

**Your seminar may be held
at a local hotel.**

**Please double check
your seminar location.**

**Refer to
HortTrades.com/seminar
for complete details.**

CLM

LEGAL OBLIGATIONS OF THE LANDSCAPE EMPLOYER

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 provide an update on a variety of employment issues, including:

Understanding legislation:

- The *Employment Standards Act* and why employment contracts are important
- Part time vs. full time vs. salaried; is there a difference?
- Vacation time, vacation pay, overtime pay, hours of work and breaks

Ontario Human Rights Code:

- Discrimination and harassment
- Attendance
- Accommodation

Workplace Safety and Insurance Act:

- Premiums
- Reporting
- Claims management

Occupational Health and Safety Act:

- Subcontractor considerations
- Due diligence

Dealing with workplace accidents:

- Reporting
- Ministry of Labour
- Investigation
- Potential charges
- Potential defenses

Note: This is an interactive seminar geared towards supervisors, human resource professionals and upper management and will discuss the important issues above and more. Participants are invited to email questions to kathym@landscapeontario.com prior to attending so that the instructor can prepare answers for that day.

Consider continuing seminar Leadership and Creating a Motivated Workplace.

LG009 (Milton)

Date: Wednesday, February 27, 2019

Instructor: Representative from Sherrard Kuzz LLP Employment and Labour Lawyers

Maximum: 25 participants

CLT CLM

RS

ON-THE-JOB TRAINING (OJT)

Most learning in the landscape profession happens every day — working side-by-side with a more experienced person on the job. There is no doubting the skills of the trainer, but how many of these trainers have ever had training on how to train? Participants will actually practice training methods in-class, just like the real thing. During both days, participants will review the method, use training models they have prepared and learn from their experience — then put it into action.

Workbooks, CD and training tools will be provided.

Note: PPE required: gloves, ear, and eye protection. Participants should come prepared for some outdoor, hands-on learning.

LBM057 (Milton)

For more details see:

HortTrades.com/seminars/topic/ojt--on-the-job-training

CLT CLT CLM

RS

SUPERVISOR RESPONSIBILITIES AND DUE DILIGENCE

Supervisors play a critical role in workplace health and safety. The seminar is designed to equip supervisors with the necessary knowledge to understand their legal duties, their role as a leader, and the key concept of due diligence. Supervisors will be able to discuss, review and act on this knowledge when they return to the workplace. This seminar has been designed to meet and exceed the equivalency guidelines of the Ontario's Ministry of Labour's mandatory health and safety awareness program for supervisors.

Topics include:

- Supervisor duties as defined in the Occupational Health and Safety Act (OHSA), and how these duties link with employer and worker duties.
- The rights of workers and be able to explain how supervisors support these rights
- Identify how they can contribute to making the workplace healthy and safe.
- List of sources of information about health and safety.
- Learn the importance of being a role model and leader in health and safety.

This program is directed to new and experienced supervisors who want to develop and improve their understanding and leadership in workplace health and safety.

Consider continuing with Landscape Ontario's The Effective Supervisor seminar

Note: Need an alternative date/location for this seminar? Visit wsps.ca. LO members will receive a 10 per cent discount on this WSPS seminar. Call LO at 1-800-265-5656 to receive the password for WSPS registration.

Interested in WSPS online learning opportunities see page 22

LS028 (Milton)

Date: Friday, March 1, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Kristin Hoffman, WSPS

LO Member: \$148.50 (plus HST)

Potential Member: \$275.00 (plus HST)

Maximum: 25 participants

CLM

LEADERSHIP AND CREATING A MOTIVATED WORKPLACE

Employee turnover can be expensive and time-consuming. Once great employees are hired, how can employers effectively keep them? This seminar will cover strategies on how to create and lead a motivated and engaged workplace. Topics include:

- The importance of a motivated workforce
- How to create and maintain a motivated workforce
- Leadership training

Note: This is an interactive seminar geared towards supervisors, human resource professionals and upper management and will discuss the above important issues and more. Participants are invited to email questions to kathym@landscapeontario.com so the instructor can have answers prepared for that day.

LBM107 (Milton)

Date: Wednesday, March 6, 2019

Time: 9:30 a.m.-11:30 a.m. (Lunch not included)

Instructor: Representative from Sherrard Kuzz LLP Employment and Labour Lawyers

LO Members: \$42.30 (plus HST)

Potential Members: \$81.24 (plus HST)

Maximum: 25 participants

CLT CLM ISA

RS

THE EFFECTIVE SUPERVISOR: BUILDING STRATEGIES FOR SUCCESS

NEW

The Effective Supervisor: Building Strategies for Success considers the day-to-day context in which supervisors perform their role and brings to life the concepts associated with "organizing the work and its performance" as referenced in the definition of a competent person. This course goes beyond awareness of the legal roles and responsibilities of supervisors, and engages participants in identifying real-life challenges and solutions.

Revised and revamped from the original Effective Supervisor course, new content has been added such as:

- Mental health
- Conflict resolution
- Human rights
- Progressive discipline
- Violence and harassment
- What to do if an injury happens and workers with disabilities

Upon completion, you will be able to:

- Identify and describe the role of a supervisor
- Describe the legal duties and responsibilities of a supervisor
- Describe how people are different & how diversity affects the supervisor's role
- Demonstrate various methods of communication
- Describe how to set up and run a meeting or staff huddle
- Describe how to orient a new worker
- Demonstrate good coaching skills
- Define mental health and describe how it impacts the workplace

- Summarize supervisor approaches that promote mental health
- Describe the role of the supervisor in ensuring that human rights in the workplace are maintained
- Demonstrate how to manage conflict and implement progressive discipline measures in your workplace
- Describe a supervisor's responsibility for dealing with workplace violence and harassment
- Describe what to do if an injury happens
- Describe the principles of work reintegration and the supervisor's role
- Describe the supervisor's role in accommodating workers with disabilities

Recommended for:

- Individuals currently in supervisory positions either newly appointed or experienced
- Individuals who would like to become supervisors
- Managers, HR personnel, CEO, Owners

In order to get the most value from the Effective Supervisor: Building Strategies for Success it is recommended that participants are familiar with workplace health and safety law regarding supervisor's duties and responsibilities or attended Landscape Ontario's Supervisor Responsibilities and Due Diligence seminar.

Note: Need an alternative date/location for this seminar? Visit wsp.ca. LO members will receive a 10 per cent discount on this WSPS seminar. Call LO at 1-800-265-5656 to receive the password for WSPS registration.

Interested in WSPS online learning opportunities see page 22

LS020 (Milton)

Date: Wednesday-Thursday, March 13-14, 2019

Time: 8:30 a.m. – 4:30 p.m.

Instructor: Kristin Hoffman, WSPS

LO Member: \$434.50 (plus HST)

Potential Member: \$715.00 (plus HST)

Maximum: 25 participants

CLM

LEADING YOUR TEAM TO SUCCEED

As a business owner, operations manager or supervisor, are you tired of 'winging' leadership? Studies show people are your greatest asset, but what if they are not responding the way you want? Set up your people to succeed by attending this seminar to learn:

- How to create expectations your staff can deliver
- Develop effective supervisory and training skills to help people succeed
- Communicate in a manner that staff will respond to and flourish

Bringing years of successful management and leadership techniques that have already been implemented by many satisfied landscape firms Andrew will help participants become better bosses.

LBM106 (Milton)

Date: Friday, March 29, 2019

Instructor: Andrew Wall, Sandler Training

(LO Preferred Coach/Consultant)

Maximum: 25 Participants

CERTIFICATION PREP SEMINARS

WSIP

CERTIFIED IRRIGATION TECHNICIAN PREP SEMINAR (CIT)

This seminar will help **prepare** individuals wishing to take the Irrigation Association's CIT exam, though it is not a substitute for studying the reference material.

Workbook: Participants will need to purchase a workbook from irrigation.org, review prior and bring to the seminar.

What's covered: This two-day CIT prep seminar focuses on hands-on work, while preparing you to sit for the written exam. Participants should be proficient irrigation installers or service staffers who wish to prepare for new responsibilities, projects or employment opportunities. Begin your path to certification as a professional irrigator today and reap the benefits. The CIT program is based on a comprehensive job analysis to identify the knowledge, skills and abilities needed to succeed as an irrigation technician.

Note: Throughout the two days, you may be asked to complete hands-on work, so please dress accordingly, with PPE.

Exam: For those wishing to write their exam, contact the Irrigation Association at least 30 days prior to the exam; irrigation.org.

Exam location: Visit irrigation.org and click on Register for Exams under the Certification menu.

LI010 (Milton)

Date: Monday – Tuesday, April 15-16, 2019

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

Maximum: 25 participants

Interested in attending a "Prep Seminar" to support completion of a Certification or Apprenticeship exam? Let us know (kathym@landscapeontario.com) and we'll keep you informed of any upcoming seminars in your area.



THINGS TO REMEMBER

Unless noted in the description, seminars are \$137.50 for LO members and \$264.00 for potential members. Seminar fees are nonrefundable.

EQUIPMENT HANDLING

CLT

SKID STEER CERTIFICATION TRAINING

A seminar for employers who want to undertake due diligence and for individuals who want to learn how to operate a skid steer safely and correctly. Instruction will include basic operator safety, inspection, and equipment features in accordance with applicable OHSA 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 they will be operating.

PPE required: Work boots and hearing protection are mandatory for this seminar.

Note: Participants will receive their training certificate upon successful completion of this seminar.

LS003-UP (Kingston)

Location: Herc Rentals, 15 Terry Fox Dr., Kingston

For directions only, call 613-530-3741

Date: Tuesday, March 12, 2019

LS003-DU (Oshawa)

Location: Herc Rentals, 411 Bloor St. West, Oshawa

For directions only, call 905-404-8411

Date: Wednesday, March 13, 2019

LS003 (Etobicoke)

Location: Herc Rentals, 35 Claireville Dr., Etobicoke

For directions only, call 416-679-4173

Same seminar, four dates offered:

A) Tuesday, March 19, 2019

B) Wednesday, March 27, 2019

C) Tuesday, April 2, 2019

D) Tuesday, April 16, 2019

Details for above locations

Instructor: Bruce Hannah, Herc Rentals

Time: 9:00 a.m.-2:00 p.m. approx. (Lunch not included)

LO Member: \$165.00 (plus HST)

Potential Member: \$291.50 (plus HST)

Maximum: 10 participants

LS003-LN (Thamesford)

Location: Huron Tractor, 37 Elgin Rd., Thamesford

For directions only, call 519-285-3845

Date: Thursday, March 28, 2019

Time: 9:00 a.m.-2:00 p.m. approx. (Lunch not included)

Instructor: Representative from Martin's Lift Truck Service

LO Member: \$137.50 (plus HST)

Potential Member: \$264.00 (plus HST)

Maximum: 10 participants

COMPACT EXCAVATOR SAFE OPERATOR TRAINING

For employers who want to undertake due diligence. This seminar covers the fundamentals of daily maintenance, machine controls, safe operating practices/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.

Note: It is the responsibility of the operator, even after completing the seminar, to review the specific equipment they will be operating.

PPE needed: Work boots, hearing protection and hard hat are mandatory for this seminar.

Note: Participants will receive training certificates upon successful completion of this seminar.

LE004-DU (Oshawa)

Location: Herc Rentals, 411 Bloor St. West, Oshawa

For directions only, call 905-404-8411

Date: Thursday, March 14, 2019

New-LE004-GH (Hamilton)

Location: Herc Rentals, 2418 Barton St. East, Hamilton

For directions only, call 905-545-2233

Date: Wednesday, March 20, 2019

New-LE004-KW (Cambridge)

Location: Herc Rentals, 500 Collier Macmillan Dr., Cambridge

For directions only, call 519-624-7940

Date: Thursday, March 21, 2019

LE004 (Etobicoke)

Location: Herc Rentals, 35 Claireville Dr., Etobicoke

For directions only, call 416-679-4173

Same seminar, three dates offered:

A) Tuesday, March 26, 2019

B) Wednesday, April 3, 2019

C) Wednesday, April 17 2019

Details for all locations

Instructor: Bruce Hannah, Herc Rentals

Time: 9:00 a.m.-2:00 p.m. approx. (Lunch not included)

LO Member: \$165.00 (plus HST)

Potential Member: \$291.50 (plus HST)

Maximum: 10 participants

CLT

CHAINSAW TRAINING

To promote 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.

Day 1 will cover:

- Safety • Operation • Maintenance

Day 2 will cover:

- Hands on • Sharpening • Cutting/bucking limbs/logs

PLEASE NOTE: THE CONDITION OF THE CHAINSAW IS AN IMPORTANT REQUIREMENT FOR THIS TRAINING. FOR PARTICIPANTS TO EFFECTIVELY LEARN IN A SAFE ENVIRONMENT, THEIR CHAINSAW MUST BE IN SAFE OPERATIONAL ORDER. SAWS THAT DO NOT MEET THE REQUIREMENTS NOTED BELOW WILL NOT BE APPROVED FOR USE.

- FUNCTIONING CHAIN BRAKE AND REAR TRIGGER INTERLOCK
- FRONT HANDLE AND REAR HANDLE MUST BE FREE OF STRUCTURAL CRACKS
- NO FUEL LEAKS PRESENT
- CHAIN CATCHER TAB/PIN IS PRESENT AND INTACT

Each participant will be required to supply and bring:

- Chainsaw
- CSA approved work boots
- CSA approved hardhat in good condition
- CSA approved safety eye wear
- Chainsaw pants or chaps approved for use in Ontario
- Hearing protection (muff style or in-ear)
- Leather gloves, flat file, depth gauge tool, round file, file holder
- Chainsaw wrench (scrench)
- Fuel and chain oil in appropriate containers

LS004-KW (Elmira)

Location: Allgreen Tree Service, 155 Union St., Elmira

For directions only, call 519-669-0857

Date: Monday-Tuesday, November 12-13, 2018

Time: 9:00 a.m.-4:00 p.m. (Lunch not included)

Instructor: Mike Hayes, Allgreen Tree Services

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

Maximum: 10 participants

LS004 (Milton)

Same seminar, three dates offered:

A) Wednesday-Thursday, March 27-28, 2019

B) Monday-Tuesday, April 1-2, 2019

C) Thursday-Friday, April 4-5, 2019

Instructors: Kyle Paton, Davey Tree; Kevin Davis, Lakeside Tree Service, Total Rescue representative

Details for Milton

Time: Day 1, 9:00 a.m.-3:30 p.m. (Lunch included)

Time: Day 2, 9:00 a.m.-noon approx. (Lunch NOT included)

LO Member: \$200.93 (plus HST)

Potential Member: \$385.89 (plus HST)

Maximum: 10 participants

become certified

The **Water Smart Irrigation Professional (WSIP)** Certification Program provides contractors with the tools and knowledge to promote water efficient irrigation practices to their clients.

The program is available to contractors who provide irrigation services to clients located within the Region of Peel, the Regional Municipality of York and/or the Town of Carlisle (City of Hamilton).

Space in the 2019 WSIP training program is limited. Application is required.

To learn more, visit

horttrades.com/WSIP



Benefits include:

- Access to municipal incentive programs
- New business opportunities
- Access to an Irrigation Audit Data Management Resource
- Municipal recognition and promotion
- Get recognized as a leader in your field

IRRIGATION

CLT IA WSIP

RS

ABC'S OF IRRIGATION

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 irrigation seminars. After attending this seminar, you'll know about low volume components and their water-efficient uses and 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)

Same seminar, two dates offered:

- A) Monday, April 1, 2019
- B) Monday, April 8, 2019

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants

CID WSIP

FUNDAMENTALS OF IRRIGATION DESIGN

An introductory, hands-on seminar for those who want to learn how to design an irrigation system with water efficiency in mind. This seminar is an excellent introductory class for residential and commercial contractors. You will leave with a knowledge of 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.

Each participant will need: An engineer's scale ruler, mechanical pencil and calculator.

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

Interested in Vanden Bussche online learning opportunities, see page 22

LI015 (Milton)

Same seminar, two dates offered:

- A) Tuesday, April 2, 2019
- B) Tuesday, April 9, 2019

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants

CONTROLLERS, SENSORS AND SCHEDULING

Learn about scheduling and how to 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. After attending this seminar you will 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 many different manufacturers.

Note: A portion of the day may include presentations by leading manufacturers who will demonstrate the latest developments in controllers.

PPE required: CSA approved footwear and eyewear.

Recommended prerequisites: LI003 or a good irrigation background.

Interested in Vanden Bussche online learning opportunities, see page 22

LI007 (Milton)

Same seminar, two dates offered:

A) Wednesday, April 3, 2019

B) Thursday, April 11, 2019

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants

IRRIGATION COMPONENT REPAIR AND TROUBLESHOOTING

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

Participants will learn:

- Hands-on how to cut and clamp poly pipe
- Proper method for PVC pipe priming and gluing
- Methods and approaches to solve common problems
- Learn methods utilizing repair couplings and telescopic devices for quick fixes
- Application for preventing connection leaks
- Copper pipe soldering steps for small freeze breaks
- Tools needed in your truck, spare parts and other helpful items
- How to repair or replace a component that is malfunctioning

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

LI006 (Milton)

Same seminar, two dates offered:

A) Thursday, April 4, 2019

B) Friday, April 5, 2019

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants

INSTALLATION STEPS AND PRACTICES

An irrigation project has been designed and you are installing the job: How do you plan the installation? 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? This seminar is ideal for those inexperienced in irrigation field installation..

After attending, participants will:

- Know how to approach irrigation installation and the steps to ensure a smooth installation
- Have hands-on experience with PVC and poly pipe
- Have experience working with irrigation equipment, tools, products and accessories to create a working system.

Note: Bring along your PVC and poly hand tools if you have them and dress for outside learning.

PPE required: CSA approved footwear and eyewear.

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

LI005 (Milton)

Date: Wednesday, April 10, 2019

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants

ELECTRICAL TROUBLESHOOTING FOR IRRIGATION SYSTEMS

Have you ever been called to a site to investigate why the irrigation system is not starting up? This hands-on seminar will cover what you need to know and the equipment needed to get things working.

Participants will learn:

- To troubleshoot an irrigation system from the controller without going outside until you are 90 per cent certain what the problem is
- Test power sources, power wires, field wires, solenoids and batteries
- What resistance readings can tell you about the health of the irrigation system
- Locate buried wires to find hidden valves

This seminar will save hours on site, allowing you to be more efficient at troubleshooting AC and DC power sources.

Note: Participants should bring a multimeter for testing wiring. After attending this seminar, you will know about volt/ohm meters, irrigation equipment electrical requirements and how to test many devices

Recommended prerequisites: LI003, LI005, LI006, LI007 or a good irrigation background.

LI020 (Milton)

Date: Friday, April 12, 2019

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants

INTEGRATED PEST MANAGEMENT (IPM) AND LAWN CARE

CLT ISA IPM

RS

MAINTAINING TURF ON TREED SITES

IPM 5.67
CECs

Participants 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. Time will also be spent examining the biological and cultural pest control techniques permitted for use under current legislation. This seminar is ideal for lawn care and maintenance firms, parks departments or for those required to develop or implement turf management operations on sites with lots of sunlight to significant tree coverage/shade areas.

TM010 (Milton)

Date: Monday, March 4, 2019

Instructor: Steve Mann, SJM Arboricultural Consulting

Maximum: 25 participants

CLT ISA IPM

RS

NEW AGE WEED AND PEST CONTROL IN TURF

IPM 2.83
CECs

Turfgrass seed has taken on a new look, particularly in the area of water requirements. This seminar covers turf weed control options, non-selectives, insect control, as well as emerging trends in grass seed selection and pest control products. Participants will learn how best to deal with challenging turf conditions and the economic impact of these choices. This seminar is ideal for owners or staff of lawn care and maintenance firms, or parks departments.

TM008 (Milton)

Date: Tuesday, March 19, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Ken Pavely, Lawn Life Natural Turf Products

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants



IPM SYMPOSIUM

Monday January 7, 2019
A full day event including keynote speakers, lunch, supplier showcase and prizes.
Held in conjunction with **Congress '19**.

REGISTRATION FEE:
\$120 per ticket until December 14.
\$160 per ticket after December 14.

Admission to Congress '19 Trade Show and Tailgate Party is included with registration.

For details and registration, visit LOcongress.com



LIGHTING CONFERENCE

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January 31, 2019

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Join industry peers and learn about lighting industry specific issues.
Meet with suppliers to find out about new products and technologies at this annual conference.

LIGHTINGCONFERENCE.CA

CLT CHT ISA IPM

RS

IPM IN THE WOODY LANDSCAPE

IPM 5.67
CECs

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 much more.

TM006 (Milton)

Date: Tuesday, March 26, 2019

Instructor: Jennifer Llewellyn, OMAFRA

LO Member: \$148.50 (plus HST)

Potential Member: \$275.00 (plus HST)

Maximum: 25 participants

CLT ISA IPM

RS

TURF MANAGEMENT: A HOLISTIC APPROACH

IPM 5.67
CECs

Benefitting new employees and those with basic turf management experience, this seminar will discuss turfgrass biology and key physiological processes, such as photosynthesis, respiration and transpiration. The instructor will discuss selecting appropriate turfgrass species; mowing and optimum mowing height; thatch and compaction management (e.g. coring, spiking, topdressing and dethatching) along with plant nutrition and irrigation management.

TM011 (Milton)

Date: Wednesday, April 3, 2019

Instructor: Derrick Hawley P. Ag.

Maximum: 25 participants



IMPORTANT

Seminars are listed by topic:
Irrigation, Plants etc.,
followed by each related seminar
in date order. Seminars are
indicated **SOLD OUT** online
if space is no longer available.
Contact Kathy at
kathym@landscapeontario.com
regarding a possible waiting list.

LANDSCAPE CONSTRUCTION AND INSTALLATION

RS

ADVANCED STONE MASONRY

Take your masonry arts to the next level by participating in this advanced seminar for landscape construction pros with stone masonry experience. Attendees will get first-hand learning and exposure to the best practices of the trade, while learning how to build outdoor benches and barbecue structures, using concrete block and natural stone. Advance your skills and your business through this three-day experience. **Participants are required to bring** personal protective equipment, including: work boots, gloves, eye and hearing protection, particulate mask, etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

Prerequisite: Participants must have experience in stone masonry before attending.

LC027 (Milton)

Dates: Monday-Wednesday, February 4-6, 2019

Instructor: Bradley Repchull, Silver Stone Landscape Construction

LO Member: \$577.50 (plus HST)

Potential Member: \$825.00 (plus HST)

Maximum: 12 participants

RS

GETTING STARTED IN CONCRETE

Are you thinking about expanding your projects to include concrete work? Are you subcontracting concrete work now, but would like to do it yourself? Have you done some projects and want to fill in the gaps in your knowledge? This seminar will cover 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, including: work boots for concrete work, gloves, eye and hearing protection, particulate mask appropriate for concrete, etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC011 (Milton)

Date: Friday, February 8, 2019

Instructor: Andrew McCarty, Partridge Fine Landscape

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

Maximum: 15 participants

CLT

RS

PAVING YOUR WAY TO PERFECT INTERLOCK

This hands-on seminar is geared toward individuals looking to develop or improve the practical skills of paving stone installation. The seminar will spend half the 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. **Participants are required to bring** personal protective equipment, including: work boots, gloves, eye and hearing protection, particulate mask etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC014 (Milton)

Date: Monday, February 11, 2019

Instructor: Ryan Heath CLP, CLT-H, Royal Stone Landscaping and Design

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

Maximum: 15 participants

CLT CLD CLM FLP

RS

GRADING AND DRAINAGE: A NECESSARY EVIL

Grading and Drainage can be a tedious task, but it is imperative to get it right in order to achieve success on your next construction job. This seminar will benefit contractors and designers with little or no familiarity with grading and drainage requirements and processes. Participants will 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 and plans for both surface and in-ground 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: a scientific calculator, an architect's scale and extra paper.

For more details on the new Fusion program see
HortTrades.com/fusion

LC019 (Milton)

Date: Monday, February 11, 2019

Instructor: Tony Lombardi, CLD, Dr. Landscape

Maximum: 25 participants

RS

PRECAST RETAINING WALLS FROM THE GROUND UP

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 project and permit requirements. The importance of soil structure, drainage, surcharge loads, granular backfill, base preparation, selection and use of geogrids, filter blankets, and proper compaction will be discussed in detail. Participants will build steps, walls and pillars using various precast retaining wall products. Participants will also construct a concrete block wall and face it with natural stone ledge rock. The wall will be capped with hand chiseled coping. Participants will leave with a sound understanding of how to build retaining walls. **Participants are required to bring** personal protective equipment, including: work boots, gloves, eye and hearing protection, particulate mask, etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC040 (Milton)

Date: Tuesday-Wednesday, February 12-13, 2019

Instructor: Ryan Heath CLP, CLT-H, Royal Stone Landscaping and Design

LO Member: \$385.00 (plus HST)

Potential Member: \$550.00 (plus HST)

Maximum: 15 participants

CLD FLP

RS

INTERMEDIATE GRADING AND DRAINAGE

This seminar is for those who have some exposure to grading design and installation or have attended the introductory seminar LC019. 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, carry out typical grading calculations and prepare simple grading details. **Participants should bring:** scientific calculator, architect's scale and graph paper.

For more details on the new Fusion program see
HortTrades.com/fusion

LC020 (Milton)

Date: Wednesday, February 13, 2019

Instructor: Tony Lombardi, CLD, Dr. Landscape

Maximum: 25 participants

CLD CLT FLP

RS

LASER LEVELS, SPOT AND JOB SITE ELEVATION LAYOUTS

This is a seminar for all members of your construction and design team. Participants should dress for outdoor site measurement and spot elevation collection. The group will practice using laser levels to gather information to be used in-class to translate into a site plan. Participants will leave with a better understanding of how simple planning and information gathering prior to construction will improve site efficiency and enhance results. **Participants should bring:** A scale ruler and calculator. Although some laser levels will be available, participants should bring their own to maximize the value of this seminar.

LC058 (Milton)

Date: Thursday, February 14, 2019

Instructor: Tony Lombardi, CLD, Dr. Landscape

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

Maximum: 14 participants

RS

INTERMEDIATE FLAGSTONE

Looking to go further with your flagstone skills? This hands-on, two-day seminar will cover the installation of various types of flagstone from start to finish. Participants will use concrete block to create the form of a three-step staircase and then clad it in flagstone. Participants will install dry and wet lay installations of both random and square cut flagstone. Masonry techniques such as pointing and sponging of grout will be taught. **Participants are required to bring** personal protective equipment, including: work boots, gloves, eye and hearing protection, particulate mask, etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC034 (Milton)

Date: Tuesday-Wednesday, February 19-20, 2019

Instructor: Bradley Repchull, Silver Stone Landscape Construction

LO Member: \$385.00 (plus HST)

Potential Member: \$550.00 (plus HST)

Maximum: 15 participants

FLP

RS

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, with some time spent on raised and suspended slabs. Participants will have 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 are required to bring** personal protective equipment, including: work boots for concrete work, eye and hearing protection, particulate mask, gloves, etc.

LC035 (Milton)

Date: Friday, February 22, 2019

Instructor: Andrew McCarty, Partridge Fine Landscape

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

Maximum: 15 participants

RS

OUTDOOR FIRE-PIT CONSTRUCTION

In this two-day, hands-on seminar, participants will learn the basics of constructing an outdoor fire-pit. Day one will begin with a review of tools and safety, followed by the start of the build: base preparation, drainage, cutting, setting mortar, etc. Day two, participants will continue working in groups, getting the second course of fire brick in place, constructing the outer shell, stenciling, marking cap stone, cutting, etc. Outdoor fire pits are a popular request in landscape designs, so don't miss this seminar.

Participants are required to bring personal protective equipment, including: work boots, gloves, eye and hearing protection, particulate mask etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC062 (Milton)

Date: Monday-Tuesday, February 25-26, 2019

Instructor: John Popp, Stone Works Masonry

LO Member: \$385.00 (plus HST)

Potential Member: \$550.00 (plus HST)

Maximum: 8 participants



IMPORTANT

Interested in attending a seminar that will help prepare you for a certification or apprenticeship exam? Email kathym@landscapeontario.com to stay informed of any upcoming seminars in your area.

become certified

The **Fusion Landscape Professional (FLP)** Certification Program provides professionals with the knowledge to design, install and maintain water-efficient landscapes that are on trend, and optimize the use of rainwater.

The program is available to professionals who provide landscape services to residential clients located within the Region of Peel and the Regional Municipality of York. Space in the 2019 FLP training program is limited. Application is required.

"We are excited about the opportunities that will be created for our business as a FLP certified company. We believe [Fusion landscaping] is the future of suburban and urban residential landscaping."

- Dale Gilbert, JB McFee Construction Ltd.

To learn more, visit

horttrades.com/fusion



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- Access to municipal incentive programs
- Generate a new revenue stream
- Gain knowledge to provide solutions to your clients' landscape wants and needs

LANDSCAPE DESIGN

CLD FLP

NEXT STEP IN LANDSCAPE DESIGN

This interactive, hands-on seminar is for individuals with some experience in landscape design and are ready to move beyond the typical common landscape design approach. Through a case study, the group will work through a typical residential landscape design with not-so-typical requirements. With some review of the design process, a strong focus is placed on the exploration and application of less common form and style compositions. Focus on presentation skills and individual skills assessment will encourage students to inventory current skill sets and plan for development over the coming winter to be prepared for spring. Examples of existing work can be brought in for instructor review in relation to planning for skill set development.

Participants should bring design tools, including an architect's scale, pencils eraser, sketch paper, design templates etc. as they will be expected to draw rough preliminary plants to scale.

LD032 (Milton)

Date: Tuesday, November 20, 2018

Instructor: Sabrina Goettler, The Site Collective

Maximum: 25 participants

CLD CLM FLP

PROFESSIONAL PRACTICE AND PROJECT MANAGEMENT: MANAGING PROJECTS FROM DESIGN TO COMPLETION

Taking a landscape project from start to finish while keeping client and the contractor (or crew) happy is truly an art. Participants will learn how to manage projects as well as expectations. Beyond designing a landscape plan or the craftsmanship to execute on site, we will focus on the behind-the-scenes skills that are needed to keep on track, maintain sanity and create successful projects that will generate future business for both the designer and contractor. Discussion and assignments will deal with the fundamentals of project management, relationships with clients, contractors and consultants, office procedures and promotional practices. Landscape designers who want to make projects more dynamic and efficient should attend. Participants will look at their current management skills and method with an eye for developing and gaining increased knowledge and process refinement over the winter months in preparation for the next season.

LD035 (Milton)

Date: Thursday, November 29, 2018

Instructor: Sabrina Goettler, The Site Collective

Maximum: 25 participants

ONLINE LEARNING

Check out offerings
on the following pages

Vanden Bussche • Workplace Safety & Prevention Services • Landscape Management Network
Green Roofs for Healthy Cities • Sustainable Technologies • Greenius • Dynascape

CLD

HOW TO USE DYNASCAPE

Dynascape is a CAD (Computer Automated Drafting) program for landscape designers and contractors. With preset line weights and beautiful landscape symbols, it can help convey your ideas in a clear, concise manner, making quantity takeoffs and design changes almost effortless. This seminar is intended for landscape designers or contractors at all experience levels. At the completion of this two-day seminar you will have the skills and confidence needed to draft landscape plans on a computer. This seminar will also cover industry standards for drawings including planting plan, construction details grading and layout plans. **Before attending:** Participants must have the Dynascape program installed and working on their laptops. A trial program is available through Dynascape at sales@dynascape.com. An understanding of the Windows operating system is helpful. **Participants must bring** a mouse (cord recommended) to make modeling and navigating much easier. Participants should also allow time each night to review material covered that day.

Consider continuing with seminars Grading and Drainage: A Necessary Evil and Intermediate Grading and Drainage.

LD025 (Milton)

Date: Monday-Tuesday, January 28-29, 2019
Instructor: Beth Edney, CLD, Designs by the Yard
LO Member: \$275.00 (plus HST)
Potential Member: \$528.00 (plus HST)
Maximum: 12 participants

CLD CLT

RS

AN INTRODUCTION TO LANDSCAPE DESIGN

Landscape Design: Presented as a creative, logical and orderly problem-solving process from preliminary investigation to final design preparations. 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 great for those looking to expand their existing landscaping design experience or to start learning landscape design as a career path but have had no formal design training.

Participants are required to bring an architect's scale, pencils, eraser, drafting tools, sketch paper, and calculator.

Consider continuing with seminars Grading and Drainage: A Necessary Evil and Plant ID.

LD001 (Milton)

Date: Wednesday, February 6, 2019
Time: 9:00 a.m.-1:00 pm (Lunch not included)
Instructor: Chris Mace, Gelderman Landscape Services
LO Member: \$84.60 (plus HST)
Potential Member: \$162.48 (plus HST)
Maximum: 25 participants



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Duration | 2 DAYS

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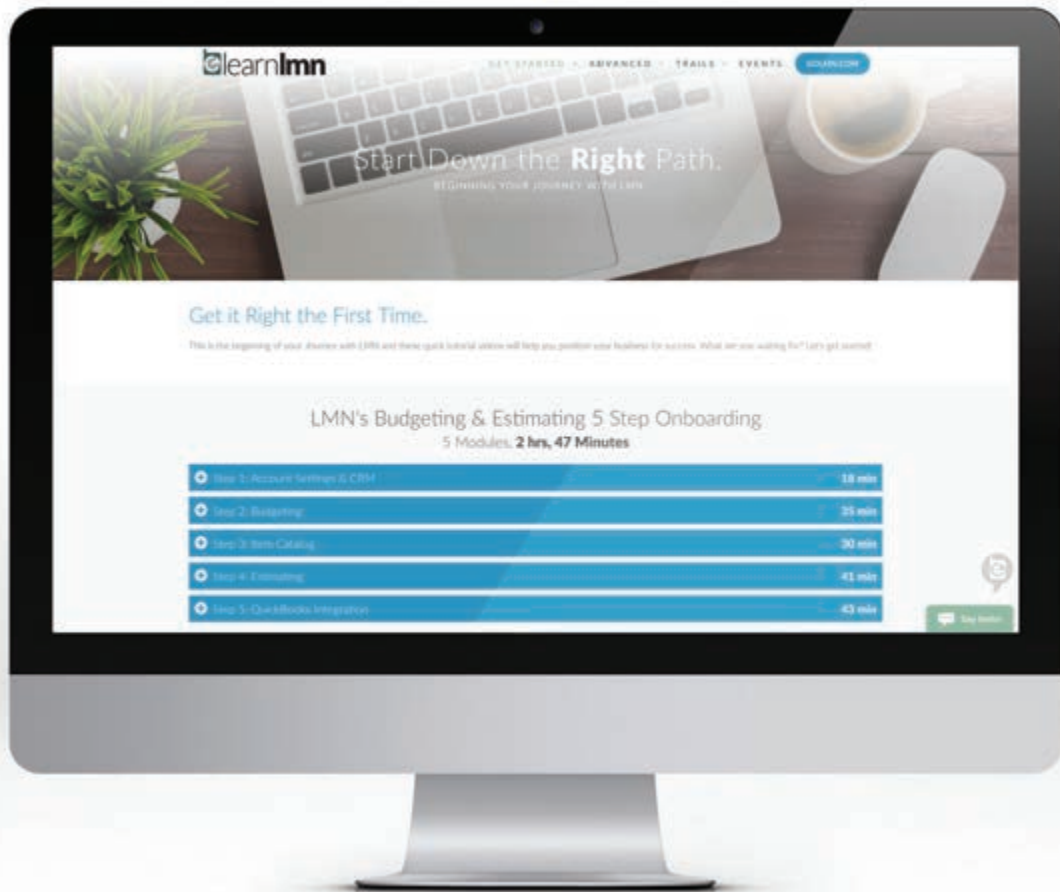


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Drawing by: Matt Hiner, Hiner Landscapes

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dynamicscape.com/online-training

CLD

INTRODUCTORY SKETCHUP

This two day 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.

Note: Free version of SketchUp is web-based ONLY. Seminar will be taught through Windows O/S, but Mac O/S can also be used.

Participants need to bring: a laptop with Internet Explorer, Google Chrome or Safari (for Mac laptops) installed as the free version of Sketchup is web-based. Prior to attending the seminar, please go to <https://app.sketchup.com> in your web browser and create a Trimble ID (Click on Trimble at the top right corner, select Trimble Connect, on the next page click on the orange 'Sign in' button at the top right corner, this will take you to a Sign in page where you can click on 'Create new Trimble ID') Please be sure you remember the e-mail address and password you use to create your ID, it is also recommended to save the above Sketchup link as a bookmark for easy access in the future. A corded mouse with a scroll wheel is recommended to make modeling and navigating much easier.

LD024 (Milton)

Date: Thursday-Friday, February 7-8, 2019

Instructor: Kris Bujold, Ron Koudys Landscape Architects

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

Maximum: 12 participants

CLD

INTERMEDIATE SKETCHUP

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 rendering 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.

Note: Seminar will be taught through Windows O/S.

Participants need to bring: a laptop with the latest version of SketchUp PRO downloaded (a free trial is available for 30 days, please download the free trial a few days prior to the seminar if you are unsure you want to purchase Sketchup PRO) This can be downloaded at <https://www.sketchup.com/products/sketchup-pro>. A corded mouse with scroll wheel is recommended to make modeling and navigating much easier.

LD026 (Milton)

Date: Thursday, February 21, 2019

Instructor: Kris Bujold, Ron Koudys Landscape Architects

Maximum: 12 participants

GROUNDS MAINTENANCE

GROUNDS MAINTENANCE WEEK
CLT

RS

GROUNDS MAINTENANCE WEEK (GMW) MARCH 4 – 8, 2019

This week-long program on a variety of grounds maintenance topics will appeal to those wishing to update their skills or wanting to learn something entirely new. Participants will come away with a better understanding of all the areas grounds maintenance entails supporting personal growth and increasing career opportunities.

GROUNDS MAINTENANCE WEEK DAY 1
CLT

RS

MAINTENANCE AND SAFETY OF TOOLS AND EQUIPMENT

This day will benefit new employees and is particularly suited for those with some industry experience.

Items covered include:

- Engine maintenance and theory
- Safety on operation and storage
- Difference between two and four cycle engines
- Service and maintenance of the equipment's main function
- Fuel, oil and lubricants
- Carburetor inspections and service techniques
- Discuss issues and myths of engines and their service requirements

Participants should come prepared for some hands-on learning. PPE (personal protection equipment), gloves, work boots, hard hat, eyewear, ear protection, etc., should be brought.

Consider continuing with seminars Essential Grounds Maintenance Practices, Fundamentals of Customer Service and Safety, Annuals and Perennials in Grounds Maintenance and Grounds Maintenance Turf, Pruning and General Standards.

LM202 (Milton)

Date: Refer to HortTades.com/seminars/topic/landscape-maintenance for details

Instructor: Ryan Dalli, Jet X Power Sports

Maximum: 12 participants

GROUNDS MAINTENANCE WEEK DAY 2
CLT RS

ESSENTIAL GROUNDS MAINTENANCE PRACTICES

For the novice, day two of GMW continues to offer participants the opportunity to experience everything the grounds maintenance profession encompasses. During this full day, participants will be provided with the basic standards of its many areas and much more.

Items covered include:

- Planning for the site, maintenance, scheduling and programming
- Research on plants to use
- Tree and shrub identification
- Common backyard blunders to avoid
- Common pests and diseases and what to look for (IPM)
- Soil, ph and fertilizers
- Weed identification

All content will provide foundation to support maintenance staff in maintaining aesthetically pleasing and beautiful landscapes.

Consider continuing with seminars Fundamentals of Customer Service and Safety, Annuals and Perennials in Grounds Maintenance and Grounds Maintenance Turf, Pruning and General Standards.

LM203 (Milton)

Date: Tuesday, March 5, 2019

Instructor: Bruce Peart, Gelderman Landscape Services

Maximum: 12 participants

GROUNDS MAINTENANCE WEEK DAY 3
CLT RS

FUNDAMENTALS OF CUSTOMER SERVICE AND SAFETY

Vital to a successful operation, this portion of grounds maintenance week will cover the customer service and safety aspects of working in the grounds maintenance field. Participants will spend the first part of the day reviewing health and safety, including OHSA, hazard assessment and controls, WHMIS, transportation safety and the MTO and vehicle and driver licensing. Finishing up the day, participants will review key strategies for keeping customers happy, including:

- Don't make promises you can't keep
- Listen to your customer
- How to deal with complaints

This day will benefit new employees and those looking to lead crews.

Consider continuing with seminars Annuals and Perennials in Grounds Maintenance, Grounds Maintenance Turf, Pruning and General Standards, WHMIS 2015 GHS and Standard First Aid with CPR Level C.

LM201 (Milton)

Date: Wednesday, March 6, 2019

Instructor: Jeff Lowartz, CLT, CSL Group

Maximum: 12 participants

GROUNDS MAINTENANCE WEEK DAY 4
CLT RS

ANNUALS AND PERENNIALS IN GROUNDS MAINTENANCE

Day four involves basics of plant identification of annuals and perennials, how to plan for site planting, review of locations and conditions as well as care needs. The instructor will also discuss landscape 'add-ons': fall bulb planting, four season containers and ornamental grasses, taking size and foliage into consideration with year-round colour in mind.

This seminar is for all employees and those with some industry experience in maintaining annuals, perennials and grasses. Participants should come prepared for some hands-on learning.

Consider continuing with seminars Grounds Maintenance Turf, Pruning and General Standards, Perennials for the Landscape, Expand your Knowledge of Herbaceous and Woody Plants and Picking Plants for Problem Areas.

LM204 (Milton)

Date: Thursday, March 7, 2019

Instructor: Bruce Peart, Gelderman Landscape Services

Maximum: 12 participants



February 27, 2019

LIONHEAD GOLF AND CONFERENCE CENTRE
8525 Mississauga Rd., Brampton L6Y 0C1



Join your peers for education,
networking and lunch!

LandscapeLecture.ca

CLT **GROUNDS MAINTENANCE WEEK DAY 5** RS

GROUNDS MAINTENANCE TURF, PRUNING AND GENERAL STANDARDS

Wrapping up the week-long program, day five will go over the art of planting, pruning and turfgrass.

Items covered include:

- Planting standards
- Site preparation
- Mulching and taking dormancy into consideration

There will be a hands-on learning demonstration on pruning; participants are welcome to bring their own secateurs.

Turf rounds out the day, including a standards review, discussion on turf types, when to seed and when to sod, and cutting guidelines.

This seminar is for new landscape employees and those with limited industry experience in the landscape maintenance field. Participants should bring PPE (work gloves and boots, eye and ear protection) for possible outdoor hands-on learning.

Consider continuing with seminars Turf Management: A Holistic Approach, New Age Weed and Pest Control in Turf or Introduction to Tree and Shrub Pruning.

LM205 (Milton)

Date: Friday, March 8, 2019

Instructor: Bruce Peart, Gelderman Landscape Services

Maximum: 12 participants

CLT **IMPROVED GROUNDS MAINTENANCE** RS

IMPROVED GROUNDS MAINTENANCE

This popular seminar is one you should consider attending before starting your season. The magic behind every outstanding landscape is found in attention to detail. Knowledge is the key to quality work. 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 landscape world.

LM002 (Milton)

Date: Friday, March 22, 2019

Instructor: Jeff McMann NPD, ISA, CLT, Mount Pleasant Group

Maximum: 40 participants

PLANTS

CLT CLD CHT **ANNUALS: TRAFFIC STOPPING CURB APPEAL** RS

ANNUALS: TRAFFIC STOPPING CURB APPEAL

Start the season with this great seminar for parks professionals, retail garden centres, staff, those new to maintenance companies or anyone wanting a refresher when it comes to planning and designing. Participants will find out how to use annuals in the landscape, whether to fill space until permanent plantings grow, or to maximize season-long colour impact in boulevard, commercial, public and residential gardens. Learn how to choose the best annuals for drought tolerance, pest tolerance, different light exposure, colour combinations, texture and size. Other topics such as bed preparation, soil health, irrigation and mulching will be addressed as will the maintenance needs of most commonly used annual species.

Note: after attending this seminar, participants may want to continue with seminar **Annuals: Let's get Visual – Containers and More.**

LP007 (Milton)

Date: Friday, February 8, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Rodger Tschanz, University of Guelph

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants

CLT CLD CHT **UNDERSTANDING AND PLANTING PERENNIALS** RS

UNDERSTANDING AND PLANTING PERENNIALS

Do you find you're struggling when recommending the right perennials to your clients? This introductory seminar is for retail garden centre staff, landscape designers, contractors, and perennial lovers looking to learn more. This half-day seminar will give participants a better understanding of how perennials grow and change through the seasons. How they differ from shrubs and annuals, and how light and water affect their growth. Discussing unusual perennials for sun and shade, the instructor will take some of the mystery out of perennials leaving participants with the confidence to recommend the right plants to clients.

LP041 (Milton)

Date: Tuesday, February 12, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Robert Pavlis

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants

CLT CHT

RS

ANNUALS: LET'S GET VISUAL - CONTAINERS AND MORE

A half-day seminar for maintenance companies, parks professionals, retail garden centres, staff, designers and lovers of annuals. Less commonly used annuals in containers and elsewhere will be discussed, as well as new cultivars and best maintenance practices. Participants will leave with new ideas in above-ground gardening (raised beds, containers, rooftops etc.), tropicals, edibles and other herbaceous plants. Tricks and challenges for the successful planting and maintenance of containers will be presented. Identifying and selecting new plants for innovative plantings takes time and the value of visiting trial gardens and other horticultural resources to help with this process can quickly become apparent. Some of the best-performing annuals from past trial years will be presented, as well as tips on sourcing new plant material.

LP035 (Milton)

Date: Friday, February 22, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Rodger Tschanz, University of Guelph

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants

CLT CLD CHT

RS

INTRODUCTION TO PLANT IDENTIFICATION

Participants will learn how plants are named, basic plant classification and how to recognize plant structures and the characteristics used for identification. Learn how to identify both native and horticultural plants with focus on key identifying features of commonly used horticultural species. Receive hands-on experience using a dichotomous key and identification manuals. **Participants should bring** a hand lens if they have one, as well as note taking materials. A list of resources useful for identifying different plant groups as well as materials that will be used to identify plants in class will be provided. Participants will leave with a stronger foundation in plant names and will take away the knowledge and tools necessary to identify unknown plants.

LP048 (Milton)

Date: Tuesday, February 26, 2019

Instructor: Jodi Healy, Mohawk College

Maximum: 25 participants

CLT CLD CHT

RS

PERENNIALS FOR THE LANDSCAPE

Hostas, ferns, grasses, heuchera and wildflowers are an important part of the landscape. Discussing these different plant types, participants will be provided with a list of their botanical and common names and how to incorporate them into bed shapes, including where to plant, how to care for, and more. This seminar will have your landscape project looking the best on the block! Landscape designers, contractors and maintenance firms should consider attending this seminar.

LP050 (Milton)

Date: Wednesday, March 13, 2019

Instructor: Nancy Christie, NPD, Mohawk College

Maximum: 25 Participants

CLT CLD CHT FLP

RS

PICKING PLANTS FOR PROBLEM AREAS

Your new client has a handful of problem areas on their property: heavy shade, steep slopes, wet areas, walnut trees — it's a big list. This seminar will discuss the right plants and the maintenance they require to tackle these issues. Looking at plant characteristics and their maintenance, the instructor will provide a list of low and no-maintenance plants for normal and problem areas. A great seminar for designers, contractors, garden centre and maintenance staff.

LP049 (Milton)

Date: Monday, March 18, 2019

Time: 9:00 a.m. - noon (Lunch not included)

Instructor: Robert Pavlis

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants



IMPORTANT

Seminars are listed by topic: Irrigation, Plants etc., followed by each related seminar in date order. Seminars are indicated **SOLD OUT** online if space is no longer available. Contact Kathy at kathym@landscapeontario.com regarding a possible waiting list.

SAFETY AND FIRST AID

CLT CLD ISA FLP

RS

EMERGENCY FIRST AID, CPR C AND AUTOMATED EXTERNAL DEFIBRILLATION (AED) CERTIFICATION

This one-day seminar is 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.

Topics covered include:

- Preventing disease transmission
- Airway and breathing emergencies
- CPR for adults and children
- Cardiovascular emergencies and strokes
- AED (Automated External Defibrillator) training
- Spinal precaution
- Managing bleeds
- Shock
- Fainting and more

First aid certificate is valid for three years, AED Certification for one year. Annual CPR certification is recommended.

For more details on the Fusion program see HortTrades.com/fusion

LS026 (Milton)

Same seminar, two dates offered

A) Monday, March 25, 2019

B) Friday, March 29, 2019

Time: 8:30 a.m.-4:30 p.m.

Instructor: Representative from SAJE VitalSigns

LO Member: \$110.00 (plus HST)

Potential Member: \$236.50 (plus HST)

Maximum: 18 participants

CLT CHT ISA FLP

STANDARD FIRST AID WITH CPR LEVEL C

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. Participants should bring a blanket.

Topics covered include:

- Musculoskeletal injuries
- Spinal precautions
- Soft tissue injuries (bruises, burns, and frostbite, etc.)
- Heat and cold temperature emergencies
- Poisons
- One rescuer adult/child/baby CPR
- Two rescuer adult/child CPR
- Adult/child/baby choking
- Barrier devices/pocket masks
- AED (Automated External Defibrillator) training

For more details on the Fusion program see HortTrades.com/fusion

LS007 (Milton)

Date: Tuesday-Wednesday, March 26-27, 2019

Time: 8:30 a.m.-4:30 p.m.

Instructor: Representative from SAJE VitalSigns

LO Member: \$143.00 (plus HST)

Potential Member: \$275.00 (plus HST)

Maximum: 18 participants

ONLINE LEARNING

Access green industry learning:
Any time, anywhere!

See page 21

WHMIS 2015 GHS

By law, all workers must receive Workplace Hazardous Material Information System (WHMIS) training every year under the *Occupational Health and Safety Act*. During this session, participants will learn current guidelines featuring the new safety data sheet formatting and labeling. The new approach to identification of categories, physical and environmental hazards will be presented, along with an in-depth overview of workplace chemicals and specifics related to: classifications – including pictograms which replace the former symbols related to labels and hazard class, identification and storage/use. Participants will come away able to identify and apply key responsibilities keeping them current in their work environment.

LS023 (Milton)

Date: Thursday, March 28, 2019

Time: 9:00 a.m.-10:30 a.m. approx. (Lunch not included)

Instructor: Representative from SAJE VitalSigns

LO Member: \$49.50 (plus HST)

Potential Member: \$71.50 (plus HST)

Maximum: 25 participants



INTERESTED IN THE
WSIB SAFETY GROUPS PROGRAM?
FOR MORE DETAILS GO TO WSPS.CA



IMPORTANT

Interested in attending a seminar that will help prepare you for a certification or apprenticeship exam? Email kathym@landscapeontario.com to stay informed of any upcoming seminars in your area.

SUSTAINABLE DEVELOPMENT SEMINARS

Meeting the needs of the present without compromising the ability of future generations.

GREEN WALLS 101: SYSTEMS OVERVIEW AND DESIGN

Presented by Green Roofs for Healthy Cities (GRHC), 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. CECs are approved by a variety of associations for this seminar. Participants holding a certification should contact GRHC at greenroofs.org to see whether they qualify.

For more details on the Fusion program see HortTrades.com/fusion

EN007 (Milton)

Date: Wednesday, December 5 2018

Time: 8:30 a.m.-12:30 p.m. (Lunch not included)

Instructor: Representative of Green Roofs for Healthy Cities

LO Member: \$218.90 (plus HST)

Potential Member: \$247.50 (plus HST)

Maximum: 12 participants

Interested in Green Roofs for Healthy Cities online learning opportunities see page 24

EXPAND YOUR KNOWLEDGE OF NATIVE TREES AND SHRUBS

There are over 100 species of native trees and shrubs available to the landscape professional, but only a fraction are used. Learn more about native Ontario species and their unique characteristics and appropriate uses in landscape. Discussion will revolve around examples of trees and shrubs for challenging soils, small spaces, extreme heat and salt locations. Featuring trees and shrubs of all shapes, sizes, uses and horticultural values, this popular seminar is beneficial to commercial landscapers, landscape designers and parks professionals.

Consider continuing with seminars **Below the Ground: Introduction to Soils and Trees, Planting and Maintenance Practices for Trees and Shrubs** or **Expand Your Knowledge of Herbaceous and Woody Plants**.

LP003 (Milton)

Date: Wednesday, February 20, 2019

Instructor: Jeff Thompson, Thompson Environmental

Maximum: 25 participants

CLT CLD CHT WSIP FLP RS

XERISCAPING: SELECTING DROUGHT-TOLERANT PLANTS FOR LANDSCAPE PROJECTS

This half-day seminar is for landscape professionals who wish to incorporate water conservation into their landscape and maintenance projects. Participants will learn which plants are drought tolerant and what steps can be taken to conserve water and use irrigation more efficiently. Matching plants to soil and exposure, along with creative ways to capture water such as rainwater harvesting, and a discussion of the benefits of xeriscaping will also be covered. This seminar is recommended for designers, contractors, and maintenance firms, along with parks departments.

Consider continuing with seminar Ornamental Ways to Handle Rainwater.

For more details on the Fusion program see HortTrades.com/fusion

EN010 (Milton)

Date: Monday, February 25, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Sean James, Sean James Consulting & Design

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants

FLP RS

ORNAMENTAL WAYS TO HANDLE RAINWATER

Urban development has resulted in large areas of impermeable surfaces, leading to many challenges. Municipalities and conservation authorities are offering grant programs for rain handling, from permeable pavers to rain gardens, as well as educating the public about rainwater issues and how to handle them. Now is the time to get ahead of the curve. Learn techniques to slow down rainwater. Sean will show you how to design and build a rain garden including placement, construction sizing challenges and plant choices. Making it beautiful will be a major focus and an unusual palette of amazing plants will be addressed in detail.

Consider continuing with a Green Roof or Herbaceous and Woody Plants seminar.

For more details on the Fusion program see HortTrades.com/fusion

LP047 (Milton)

Date: Thursday, February 28, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Sean James, Sean James Consulting & Design

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants

CLT ISA GRP RS

GREEN ROOF DESIGN AND INSTALLATION

NEW

Green Roof Design and Installation provides attendees with detailed information on green roof system types and components. Participants will get the latest information on green roof benefits, technical standards, products innovations and design and installation best practices.

Participants will learn how to:

- Design green roofs to meet multiple client objectives
- Conduct cost-benefit analyses and make the business cases for green roofs
- Develop a project budget
- Determine essential qualifications for project teams
- Write and interpret green roof specifications
- Navigate warranty and liability issues...and much more!

Note: This seminar includes a detailed course manual. CECs are approved by a variety of associations, participants holding a certification should contact GRHC at greenroofs.org to see whether they qualify.

EN012 (Milton)

Date: Tuesday, March, 5 2019

Time: 8:30 a.m.-4:00 p.m.

Instructor: Representative of Green Roofs for Healthy Cities

LO Member: \$493.90 (plus hst)

Potential Member: \$548.90 (plus HST)

Maximum: 12 participants

CLT ISA GRP FLP RS

ADVANCED GREEN ROOF MAINTENANCE

This seminar contains indispensable information on green roof care and upkeep. You will learn how to design an on-going maintenance program, budget costs of your project, as well as perform common maintenance procedures. This course also includes information vital to diagnosing and mitigating green roof maintenance problems and provides the tools necessary for developing contracts and inspection reports. A 100+ page, hard-copy reference manual is included. CECs are approved by a variety of association programs. Participants holding a certification should contact GRHC at greenroofs.org to see whether they qualify.

EN008 (Milton)

Date: Tuesday, March 12, 2019

Time: 8:30 a.m.-12:30 p.m. (Lunch not included)

Instructor: Representative of Green Roofs for Healthy Cities

LO Member: \$218.90 (plus HST)

Potential Member: \$247.50 (plus HST)

Maximum: 12 participants

CLT CLD FLP**RS**

EXPAND YOUR KNOWLEDGE OF NATIVE HERBACEOUS AND WOODY PLANTS

NEW

Landscape surroundings are changing and customers are asking for more sustainable ways of caring for their properties. This seminar will provide environmentally sound solutions for landscape designers and contractors, reviewing the wide variety of native herbaceous and woody plant species available for erosion-prone and problem areas. Discussions will also focus on the wide variety of native plants that enhance the look and feel of a project while drawing in pollinators. Participants will leave with more confidence incorporating native plants into their next residential or public landscape project.

LP051 (Milton)

Date: Friday, March 15, 2019

Instructor: Jeff Thompson, Thompson Environmental

Maximum: 25 participants

CLT FLP**RS**

DESIGNING: BEAUTIFUL LANDSCAPES AND BOUNTIFUL HARVESTS

NEW

Urban environments challenge us with multi-function outdoor spaces. Clients are often looking to have the best of both worlds, a beautiful landscape, a leisure space and a bountiful harvest. In this seminar you will learn how to incorporate vegetables into the landscape, for both beauty and sustenance. We will start with the basic elements of landscape design and apply these to a vegetable palette. We will look at how growing requirements for vegetables differ from permanent plantings and how to successfully integrate the two. We will look at bed plantings, raised beds and simple container planting. Students can expect to become familiar with the most ornamental varieties and where and how to obtain them.

Consider continuing with seminar For the 'LOVE' of Vegetables

LD039 (Milton)

Date: Tuesday, March 19, 2019

Instructor: Jodi Healy, Mohawk College

Maximum: 12 participants



IMPORTANT

Your seminar may be held at a local hotel. Please double check your seminar location. Refer to HortTrades.com/seminar for complete details.

FLP**RS**

FOR THE 'LOVE' OF VEGETABLES

NEW

There is nothing better than a freshly picked vegetable from your own garden; you can't get any more local! In this seminar you will learn all you need to know to grow a variety of vegetables. Whether you have a large garden plot, a small space, raised beds or simply room for a few containers, you can grow your own food. In this seminar you will learn about soil preparation, planting for year-round harvest, companion planting, rotation, how to choose varieties and annual maintenance regimes. A seminar for those who have an interest in starting or getting more from their vegetable garden.

LG036 (Milton)

Date: Wednesday March 20, 2019

Time: 9:00 a.m.-noon (Lunch not included)

Instructor: Jodi Healy, Mohawk College

LO Member: \$63.45 (plus HST)

Potential Member: \$121.86 (plus HST)

Maximum: 25 participants

WATER GARDENING

CLT CHT WSIP FLP**RS**

WATER GARDENING IN YOUR LANDSCAPE PROJECT

The seminar will provide insight into designing and implementing your next water feature project. Participants will gain a strong understanding of pumps, filtration systems and maintaining water quality, as well as the effect fish have on water and how the nutrient and oxygen cycle affects water stability. A seminar for contractors, maintenance, designers and garden centre staff, participants will leave knowing the materials needed to construct and install a wide range of water features including ponds, waterfalls and pondless fountains. Participants will also become familiar with installing natural ponds that require no pumps or filtration systems.

LC061 (Milton)

Date: Thursday, March 21, 2019

Instructor: Robert Pavlis

Maximum: 25 participants

Connect with your local chapter

The Membership Department of Landscape Ontario invites you to join them at a local chapter meeting.

Landscape Ontario's nine regional chapters offer friendly business and social opportunities, and even trade shows, in your area. Your local chapter hosts baseball and golf tournaments, family friendly events, winter seminars and training to help to build local relevance and strengthen relationships between green professionals. Find out about education opportunities happening in your chapter by visiting the chapter webpage. As a Landscape Ontario member, you and your staff are welcome to attend meetings in any of LO's chapters.

DURHAM

HortTrades.com/durham-chapter

GOLDEN HORSESHOE

HortTrades.com/golden-horseshoe-chapter

GEORGIAN LAKELANDS

HortTrades.com/georgian-lakelands-chapter

LONDON

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OTTAWA

HortTrades.com/ottawa-chapter

TORONTO

HortTrades.com/toronto-chapter

UPPER CANADA

HortTrades.com/upper-canada-chapter

WATERLOO

HortTrades.com/waterloo-chapter

WINDSOR

HortTrades.com/windsor-chapter



For up-to-date information on upcoming chapter events and education opportunities, be sure to check Landscape Ontario's weekly e-news. Your staff members are welcome to sign up for free subscriptions to e-news, visit HortTrades.com/subscribe.



GOCONNECT



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.

NURSERY GROWERS FALL DINNER

November 27, 2018

This annual event is a gathering of Ontario Nursery Growers. The evening features dinner, speakers on relevant topics pertaining to the industry, and the presentation ceremony for the Growers Awards of Excellence Program. An initiative of LO's Growers Sector Group. Visit HortTrades.com/growers-group for more details.

INTEGRATED PEST MANAGEMENT (IPM) SYMPOSIUM

January 7, 2019

Landscape Ontario's Integrated Pest Management (IPM) Symposium has been a uniquely respected event since 1965. Attendees will earn 6 CECs from the IPM Council of Canada. The IPM Symposium will run on Warm-Up Monday, (pre-trade show) in conjunction with LO's Congress Trade Show and Conference, and includes a full day of technical sessions and lunch. An initiative of LO's Lawn Care Sector Group. Visit LOcongress.com for more details.

LANDSCAPE DESIGNER CONFERENCE

January 7, 2019

This is the annual must-attend event for Landscape Designers! The day features keynote sessions, partner exhibits, lunch and a closing reception, all on Warm-Up Monday, in conjunction with LO's Congress Trade Show and Conference. An initiative of LO's Designer Sector Group. Visit LOcongress.com for more details.

PEER TO PEER WORKSHOP

January 7, 2019

This workshop is held in partnership with LO's Peer to Peer Network. This full-day workshop features one-on-one instruction, and will run on Warm-Up Monday, in conjunction with LO's Congress Trade Show and Conference. Visit LOcongress.com for more details.



CONGRESS: CANADA'S GREEN INDUSTRY SHOW & CONFERENCE

January 8, 9, 10, 2019

Congress is THE annual trade show and conference for Canada's horticultural and landscape professionals, featuring 600+ multinational vendors; 1,300+ exhibit booth covering 10 acres; 13,000+ attending green professionals; 40+ professional development sessions; 40+ acclaimed speakers and 2 great evening events. Guests will enjoy innovative expertise; show-floor demos Hardscape LIVE, Green LIVE, and Drive LIVE!; New Products Showcase; connection with their peers; and professional development to help improve their business. Much more than a market place, Congress hosts a rich conference program that imparts a wealth of knowledge to enhance your business acumen, including a full day of education on Warm-Up Monday (pre-trade show). From the vendors on the show floor to the free demos to the entertainment at the Tailgate Party it is designed to connect you to the products and people in an environment geared to your personal and professional success. Visit LOcongress.com for more details.

AWARDS OF EXCELLENCE CEREMONY

January 8, 2019

Get inspired by the talent and creativity of our landscape construction, maintenance and design winners as Ontario's green professionals celebrate the best projects of the year. This event is the place to be if you appreciate professional standards and quality. Join Landscape Ontario President, Warren Patterson, for wine and hors d'oeuvres at the President's Reception preceding the ceremony. Held in conjunction with LO's Congress Trade Show and Conference. Visit LOawards.com for more information on the Awards of Excellence Programs. Visit LOcongress.com for more information.

GARDEN CENTRE SYMPOSIUM

January 9, 2019

This retail-focused event includes a morning of sessions, the Awards of Excellence Ceremony for the Garden Centre Program and lunch. Held in conjunction with LO's Congress Trade Show and Conference. An initiative of LO's Garden Centre Sector Group. Visit LOcongress.com for more details.

LECTURE EVENT: LANDSCAPE CONTRACTORS

January 10, 2019

This annual Lecture Series is a gathering of landscape designers, architects, contractors, and other industry professionals. This special event is an excellent platform for sharing information and exchanging ideas. Come for refreshments and a lecture from a Landscape Contractor and a Landscape Architect. This year, the Contractors Lecture will be co-locating with LO's Congress Trade Show and Conference. An initiative of LO's Landscape Contractors Sector Group. Visit LandscapeLecture.ca for more details.

LIGHTING CONFERENCE

January 31, 2019

This annual event brings lighting contractors and suppliers together. Join industry peers and learn about lighting industry specific issues and meet with suppliers to find out about new products and technologies at this annual conference. An initiative of LO's Landscape Lighting Sector Group. Visit LightingConference.ca for more details.

IRRIGATION CONFERENCE

February 1, 2019

Stay on top of developments in the fast-moving landscape irrigation industry with this full day event, including lunch and supplier displays. An initiative of LO's Irrigation Sector Group. Visit IrrigationConference.ca for more details.

NURSERY GROWERS SHORT COURSE

February 6, 2019

During this annual full-day event, several speakers provide updates on their nursery research, including many tools to improve nursery production. Highlights include Innovative Production Practices, Market Trends and much more! An initiative of LO's Growers Sector Group. Visit HortTrades.com/growers-group for more details.

GREENTRADE EXPO BUSINESS SEMINARS

February 13, 2019

GreenTrade Expo, celebrating 26 years as the Ottawa Chapter's trade-only show, will once again be offering free business seminars. The day begins with a ticketed MTO contractor's breakfast and continues with free hour-long business related seminars throughout the day. Visit GreenTrade.ca for more details and registration.

LECTURE EVENT: GROUNDS MANAGEMENT

February 27, 2019

This annual Lecture Series continues with this annual gathering of Grounds Management professionals. Come for a full day of interesting and informative sessions related to the industry and enjoy a lunch with your peers. An initiative of LO's Grounds Management Sector Group. Visit LandscapeLecture.ca for more details.

CANADA BLOOMS FLOWER AND GARDEN FESTIVAL

March 8-17, 2019

Canada Blooms will again be co-located with the National Home Show at the Enercare Centre in Toronto. The two powerhouse events, taking place side-by-side, create the single largest home and garden experience in North America. The theme for 2019 is "A Family Affair" in celebration of generational gardening. Canada Blooms is produced by Landscape Ontario and the Garden Club of Toronto. Visit CanadaBlooms.com for more information.

INDUSTRY AUCTION

September 2019

This is your chance to bid on the best nursery stock in Ontario while raising money for industry research, scholarships and sector development/promotion. Everything from trees and shrubs to perennials and silent auction items. Event open to all sectors looking to purchase plant material, and includes lunch! No fee to attend; courtesy of our host. Bring your staff and your trailer! Enjoy lunch, network with peers and bid on fantastic items - something for everyone. An initiative of LO's Growers Sector Group. Visit IndustryAuction.ca for more details.

SNOWPOSIUM

September 2019

This is the must attend event for snow and ice removal contractors, municipal snow and ice managers, commercial and multi-unit residential property managers, snow removal business owners and managers, technical staff and snow and ice management suppliers and distributors. This event will provide targeted learning opportunities, and the chance to check out the latest equipment and technologies - many opportunities to help you make snow operations more efficient and cost effective. An initiative of LO's Snow and Ice Sector Group. Visit Snowposium.ca for more details.

STAY UP-TO-DATE

on all the latest conferences, symposiums and events - subscribe to LO enews at HortTrades.com/subscribe

Seminar Registration Form



PROFESSIONAL DEVELOPMENT SEMINARS 2018-2019

THIS FORM MAY BE COPIED. PLEASE PRINT CLEARLY.

SEMINAR FEE DETAILS

Landscape Industry and Certification Holders receive a reduced rate of \$125*

(ON 1 DAY SEMINARS ONLY - SOME EXCLUSIONS APPLY)

LO/OPA Members \$137.50*

Potential Members \$264*

*UNLESS NOTED OTHERWISE IN SEMINAR DESCRIPTION.

REGISTER ONLINE AT 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 Dec. 31/18 for seminars held Jan. 1, 2019 through April 2019, and automatically receive a 10% discount!

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

ATTENDEE OR COMPANY NAME _____

ADDRESS _____

CITY _____ PROV _____ POSTAL CODE _____

BEST 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 ___ CLM ___ CLD ___ CHT ___ WSIP ___ FLP

ATTENDEE NAME	COURSE CODE	DATE	FEE

SUBTOTAL \$
HST \$
TOTAL \$

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

VISA

MasterCard _____
 Card Number

AMEX

Cheque (Payable to **Landscape Ontario**)

 Expiry Date Name on Card

 Cardholder Signature



LANDSCAPE ONTARIO IS UNDER RENOVATIONS FOR 2018-2019

Seminars for 2018-2019 may be held at local Milton hotels.

Refer to HortTrades.com/seminars and your seminar description for location details.

Registration information

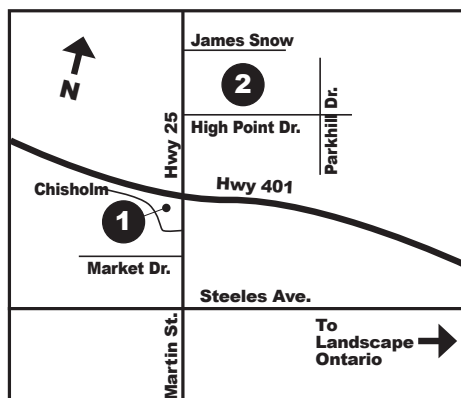
IMPORTANT INFORMATION REGARDING FEES, LOCATIONS, START TIMES AND REGISTRATION

- Seminars run from 9:00 a.m. to 3:30 p.m. and include lunch and coffee, except where noted.
Please notify us of any food allergies or dietary restrictions one week before your seminar.
- Registration fees: Unless noted in the description or on page 38, seminars are \$137.50 (plus HST) for LO members and \$264.00 (plus HST) for potential members. **Seminars are non-refundable.**
- At time of print, Canada-Ontario Job Grants are currently available. Go to tcu.gov.on.ca/eng/eopg/cojg/ for further details.
- Registrations received before **January 1, 2019** for seminars held from **January to April 2019 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 HortTrades.com/accessibility
- Questions regarding guide content, contact Kathy at kathym@landscapeontario.com

WAYS TO REGISTER

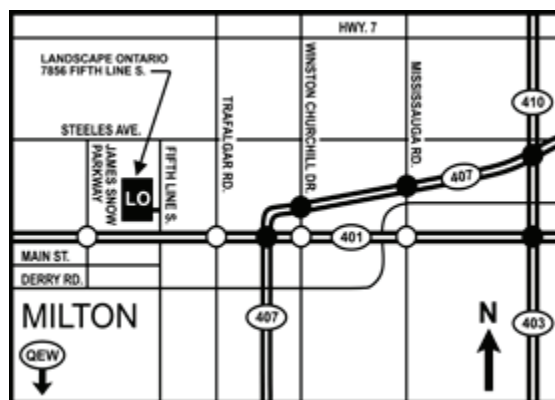
- Online at our website HortTrades.com/seminars
- Fax completed registration form to (905) 875-3942
- Mail completed registration form and payment to:
Landscape Ontario Seminars
7856 Fifth Line South, Milton, ON L9T 2X8
1-800-265-5656

Hotel Information



- 1 Best Western Plus**
161 Chisholm Drive,
Milton, ON
Phone: 905-815-3818
or 1-800-780-7234
bestwestern.com
- 2 Home2 Suites by Hilton**
8490 Parkhill Drive,
Milton, ON
Phone: 289-878-3800
home2suites3.hilton.com

Map to Landscape Ontario



JOIN TODAY!

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

- Professional Development Seminar Savings
- Networking Opportunities
- Available Resources
- Symposium and Events Discounts
- Cost Saving Benefits
- Government Relations
- Canada Blooms Ticket Discounts
- Subscription to *Landscape Ontario* and *Landscape Trades* magazines
- Member-only Awards of Excellence Program
- Congress and GreenTrade

For more details on these benefits and how to join go to HortTrades.com/join-now

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

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