SUMMARY

The principal reason for being in the plant propagation business is to make a satisfactory profit. Knowing cost of production of items produced and sold is the key to identifying profitable products, making production decisions, and implementing cost control measures. A simple cost accounting system allocates direct materials, direct labor, and overhead costs to a product or crop to provide costs using existing propagation business records. Labor time sheets, materials invoices, crop inventory, and space use serve as the basis of the cost allocation system, rent system, and the crop cost records. These crop cost records show cost, revenue, and profit and allow for comparisons of cost-profit per unit. There are great benefits from this system. Yet it is not costly, uses existing information and, most importantly, identifies cost and profit for each crop.

Tuesday Evening, December 9, 1980

The thirtieth annual banquet was held in the Ballroom of the Copley Plaza Hotel, Boston, Massachusetts.

On behalf of the Society, awards were presented to Mr. Gregory Lloyd, Department of Horticulture, University of Wisconsin, Madison, Wisconsin, for the best graduate student award paper and to Dr Brent McCown who was the advisor for the work presented in the paper by Mr. Lloyd.

The award for the best undergraduate paper was presented to Mr. Daniel Berg, Department of Horticulture, University of Illinois, Urbana, IL, and Dr. Martin M. Meyer, Jr. advisor for Mr. Berg's paper

Wayne Lovelace made the following presentation:

AWARD OF MERIT

Presented by Wayne Lovelace

The recipient of this years Propagator's Award of Merit has been a member of this Society for 18 years. Like many of his fellow plant propagators, he is a graduate of the Horticultural School of Hard-knocks. His early intentions were clearly not horticulture because he received formal training in business administration and had a natural ability for electronics. However, his experiences in a nursery and fruit orchard soon convinced him that propagating plants was both a science and a challenge that made him redirect his energies and talents. His success in the propagation of fruit trees convinced the owners that here was a man who possessed a natural ability. It wasn't long before the fruit nursery and orchard business converted to general nursery stock.

His love for plants and his sound basic understanding of business management made others realize the potentials of this individual. He was soon hired by another well established nursery as their propagator and also became involved in establishing one of the first successful garden centers in a rapidly growing metropolitan area. In this position he was able to apply both his business management skills along with his love for propagating plants. By trial and error and by keeping accurate records of his successes and failures, he discovered long before many a scientist that the rooting response of many plant species was seasonal. It wasn't long before his achievements were noticed by others and in the late 50's he was invited to become a partner in a new nursery. This new enterprise truly brought out the best in him. Not only did he apply his accumulated knowledge on plant propagation, but he also put into practice sound basic management principles that helped to make his nursery a success. Since necessity is the mother of invention, the need for efficient methods and equipment to produce landscape plants by volume brought out his engineering abilites also. His knowledge of electronics also played an important part in his success in rooting plants and in designing special pieces of equipment. His is probably one of the only nurseries in existence that has a home-made burglar alarm that utilizes the delayed fuse principle to protect his propagating and equipment storage area. This warning system will rival that used at the White House. Any would-be intruder is soon made aware that he or she has been seen on the property as evident by ringing horns, bells and bright lights. And if the intruder does not take the hint it is likely the "gendarme" will be there soon.

Our propagator has always been willing to share his experiences and records with others. He has presented papers to this Society and has participated freely in question box discussions. He was also a member of the Board of Directors of I.P.P.S.

Although he is now in the process of retiring, he continues to remain active in this Society and in state nursery and landscape associations. He is a good friend to beginning nurserymen, and a strong supporter of horticultural programs at universities and community colleges. He has always been progressive but firm in his belief that sanitation, and the application of sound basic propagation practices are essential. It is told that he purchased 5 lbs of Terrachlor many years ago because he suspected a disease was responsible for some of his losses. However, he soon discovered, after doing some reading and reasoning that he had created the problem by being too conservative and overly protective. He gave the Terrachlor away when he recently sold his greenhouses.

His philosophy about attending nursery tours is: "Look for

things that you should not do while looking for things that you should try to apply to your own buisness."

I am sure that you will all agree with me that Carl Orndorff deserves to receive this Award.

Thursday Morning, December 11, 1980

The Thursday morning session convened at 8:15 a.m. with John Havis serving as moderator.

Editor's Note William Snyder moderated a group of short presentations on the propagation of certain woody plants The papers by William Flemer, E.A Dixon, Robert C Simpson, Timothy Brotzman, and Edward H Losely were part of that session.

LINDEN PROPAGATION — A REVIEW

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Because of their tolerance of city conditions, ease of transplanting, reasonably rapid growth, and fragrant flowers, lindens (*Tilia* spp.) continue to be among the most popular shade trees. There is a wealth of published data on linden propagation, so this short paper will be merely a review of the methods used.

SEED PROPAGATION

All *Tilia* species can be propagated from seed, which is the source of understock for budding, but is not usually used for specimen trees because *Tilia* seedlings vary so greatly. *Tilia* seed is usually considered to be "double-dormant", with a combination of a hard seed coat and a dormant embryo requiring cold treatment. The common procedure is to collect seed after it ripens in the fall, mix it with damp sand, put the seed mix in a box and bury it in a stratification bed out-of-doors in the winter. The boxes of seed are dug up the following fall, the seed is sieved out of the sand and sown in beds. The seed is best sown in shallow rows in the beds and covered with sand to aid in seedling emergence. The emerging seedlings are very delicate and subject to sun scald, so lath screens or shade netting over the seed beds greatly improves seedling stands.

An alternative method of seed treatment is to remove the hard pericarp by scarification or sulfuric acid treatment, as soon as the seed is collected in the fall. Then the seeds are sown