

Kollman's Greenhouse Inc.

Our Business is Growing



Spring 2010

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*"Spring makes its own statement so loud and clear
that the gardener seems to be only one of
the instruments, not the composer."*

~ Geoffrey B. Charlesworth

The month is March, the temperature is 58 degrees, and it has been sunny for 5 days straight. I actually have the window open, and the peepers were out last night. The grass is finally showing itself through the snow, and I have even seen the foliage of bulbs peeping through the soil. If that isn't a statement of spring in northeast Ohio, nothing is.

All of us at Kollmans are diligently working to bring you the best of the world of gardening. Our new varieties of plant material are anxiously waiting to make their debut. A new line of pottery will be on display, as well as some new soil amendments making a premier or encore appearance. Our usual, personable and talented staff will be returning to assist you in the retail area, and we have some newcomers joining us in the wholesale division. In other words, we are "playing our game". We are doing what we do best.

If you don't remember, the saying "Play Your Game" is from the USA hockey coach at the 1980 Olympics. It was his mantra during the semi-final game against Russia. The tape was played often during the 2010 winter Olympics this year, and made me reflect on what those words mean to a business owner.

All too often, a business tends to grow in too many directions. It is easy to lose sight of what brought you to the "game" in the first place. Growth is good, but it is difficult to try to do everything, and do it well. We are growers, and we do it well. We present to you the best of the best varieties, and we accompany our product line of annuals, with perennials, tropicals, herbs and supplies. We have a knowledgeable staff who strive to give you the best customer service. To us, it's all about plants, it's about gardening, and it's about educating. It's what we do. We are playing our game again this year, as we have for the last 38 years. (wow, that long?)

And, on a personal note.....With Spring comes new life. Scott and I got a jump on spring January 31, 2010, when we welcomed our first grandchild- Jonathan (Jack) Burton Kollman. Jack is the son of our first son, Doug, and his wife Maggie, who live in Perrysburg, Ohio. And this summer, we will officially welcome a new daughter-in-law, Cassandra, into our family. Cass will become the wife of our youngest, Will, and will receive her Kollman Card on July 10. Not to be outdone, our daughter Betsy has jumped into the world of debt by purchasing her first home in Monroe, Michigan. The Kollmans have much to celebrate this year, and we hope all of you have the same!

Here's to a sunny spring!

SIXTH ANNUAL SPRING DRAWING

This one is for all the lazy bones who would rather shop the farmer's market than water your garden. Sign-up to win a one-of-a-kind Sassy Cerveza Salsa Garden. It's a Kollman's Greenhouse special hand-painted tub filled with all the plants you need to concoct your favorite salsa, spicy or not. It will be a fun addition to your deck or patio. Just add the Cerveza and you're good to go!



NEW FOR 2010

• Flowering Plants •



The onslaught of new plant material can be overwhelming when it comes time to plan for the spring. Each year the major plant and seed suppliers showcase their new and improved varieties in their trial gardens. Some varieties are improvements on the old, and some are just plain new. Here are some new varieties for you to try this year.

1. **Breynia**- Also known as "Snowbush". It is a shrub like plant with mottled leaves of green and white, and grows 2-4ft. tall with a spread of 2-4 feet.
2. **Dorothean Mezoo**- trailing, succulent green leaves edged in white, with a bright red petite flower.
3. **Cassia**- "Popcorn Plant" This is a return engagement for us. A very shiny and beautiful fragrant green foliage with a spiked yellow flower. Rub the foliage, close your eyes, and you are at the movie theater eating buttered popcorn.
4. **Lobelia** "Techno Heat"- Bred to withstand hot summer temperatures while continuously blooming. Ideal for mixed pots in light blue, white, and blue.
5. **Salvia "Cathedral"**- This series is grown from rooted cuttings, is more compact and grows faster than its comparable plant, Salvia Farinacea.
6. **SunPatiens**- This is a cross between New Guinea Impatiens and wild impatiens. It's the best of each kind, with large flowers and strong garden vigor in all summer conditions. Grows 18-30 inches.

This next variety is the hottest one out there this season, and a "must buy" on your list.

7. **Lobularia Snow Princess**- This is a new Proven Winner that has won just about every award. It is a white alyssum with a voluminous trailing habit, long summer bloom-time, heat-tolerant, fragrant, low maintenance, and attracts butterflies. WOW!



I know, I know. We see that phrase and hear that phrase all the time, to the point that we are almost assaulted by it. However, it is very important to the small, independent business, as you well know.

We appreciate our customers who make it a point to shop with us, often when it is out of the way, or takes precious time to drive to us. Shopping local keeps community alive by encouraging a return of the shopping favor. Kollman's encourages shopping

local, and we also practice what we preach. Here are some of our local growing and manufacturing vendors and their headquarter cities:

Perennials- Chagrin Falls, Madison, Sandusky
 Mulches- Charleston (Ohio)
 Plastic pots and flats - Burton
 Commercial & Retail Seed- Columbus, Chesterland, Concord
 Pumpkins, Cornstalks, Gourds- Mantua
 Boxes to hold plants- Bedford
 Chicken Manure & Mushroom Compost- Millersburg
 Soil Amendments- Brunswick Hills
 Straw- Twinsburg

We do our part, and we thank you for doing yours!

• Tomatoes •

Well, I was notified by another grower in the area that Martha Stewart has come out with her favorite picks of tomatoes for this year. This was determined by a blind taste test, based on flavor. So who am I to argue with Martha? Here they are, and you can buy them from us-

1. **Black Cherry**- Mahogany-colored grape tomato
2. **Big Rainbow**- Orange w/ yellow and red stripes. Sweet, low-acid.
3. **Green Zebra**- a medium to large salad tomato, amber with green stripes.
4. **Garden Peach**- Fuzzy yellow blushed-red 3oz. fruits and a good keeper.
5. **Jaune Flame**- Orange in color, apricot in shape, 2-3oz fruits in clusters.



To Prune, Or Not To Prune...Now (this Spring)

Confused about when to prune certain plants? It is one of the most-asked questions every year. Here is a short list of favorites and their pruning times:

Now: *Summer-blooming Clematis* by half.

Autumn-blooming Clematis to 3 feet or less

Later: Spring-blooming Clematis after its flowers fade.

Later: *Lavender, Butterfly Bush, Russian Sage*- after new shoots appear

Now: *Ornamental Grasses*- clip almost to the ground. Divide any that have died out in the center.

Now: *Everbearing Raspberries*- Cut at ground level and remove the canes

Summerbearing Raspberries- delay pruning until after the crop is harvested.

Tough As Nails and Tough To Kill

Is your thumb black? Try these perennials. They return every year 'cause they're hard to lose!

Coneflowers - low-maintenance, attracts birds & butterflies, nice cut-flower

Cosmos - easy to seed & germinate, blooms summer to frost, re-seeds itself

Daylily - tolerates flooding, drought, salt, divides easily every three years

Seedum- tolerates heat and drought, height ranges 3in.-24in, attracts butterflies

Yarrow - tolerates heat, drought, and neglect

Yucca - a "never water and still looks great" specimen kind of plant



5 Great Reasons Gardening is Fun

by Jan Rigenbach

1. You can bury your mistakes in the compost pile.
2. Gives you the right to bare arms - and legs.
3. Has nothing to do with politics.
4. You can blame the weather for anything that goes wrong.
5. Does not require a remote control!

The Ten Laws of Gardening excerpted from organicdownunder.com

1. Nothing ever looks like it does on the seed packet.
2. Your lawn is always slightly bigger than your desire to mow it.
3. Whichever garden tool you want is always at the back of the shed.
4. The only way to ensure rain is to give the garden a good soaking.
5. Weeds grow at precisely the rate you pull them out.
6. Autumn follows summer, winter follows autumn, drought follows planting.
7. Evergreens go a funny shade of brown in the winter.
8. The only way to guarantee some color all year round is to buy a garden gnome.
9. However bare the lawn, grass will appear in the cracks between the patio pavers.
10. "Annuals" mean disappointment once a year.

Wow Factor

Congratulations to Marge Percy for winning the "Decorate Your Doorway" contest at Laurel Lake last Christmas. Marge adorned her area with a beautifully decorated wreath on her door, and gorgeous poinsettias from Kollman's Greenhouse around the doorway!

Sizzling Sale on Pottery

Step right up and check out our 50% off deal on selected pottery. It's beautiful stuff, it's glazed, it's in all different sizes and colors, and it's waiting for a home. Prices last as long as the pottery lasts!



New and Return Engagement For 2010

This year, along with our mulches and soils, we will have the product Sweet Peet. It is an organic soil conditioner that contains only virgin soft wood products, farm manure and plant fibers. We will again be carrying the all-time favorite chicken manure, as well as mushroom compost. Check it out!

Critter I.D.

What we have here is a failure to identify a problem in your lawn. It's Mole vs. Vole.

Since you rarely have an up-close and personal encounter with these critters, the best way to diagnose your lawn problem is to recognize the signs they leave behind.

1. The Voles are often referred to as field mice or meadow mice. They create shallow tunnels near the surface, or runways at the surface of your lawn or garden, about two inches wide. These are their paths for feeding.
2. Voles are plant eaters. They feed on grass, perennial roots, bulbs and seed. Voles actually do more damage than moles, because they harm or kill your plants.
3. The Moles produce two kinds of runways. One kind is just under the surface that shows themselves as raised ridges in your lawn or garden. They also construct deeper tunnels for their network of companions. This requires excavating the soil which piles up in mounds on the surface of your lawn and garden. The mounds are a dead give-away that your problem is moles, not voles.
4. Moles are insectivores. Their primary diet is earthworms and grubs. They don't eat plants, so their primary damage is to the lawn via their tunnels.
5. Once you identify your problem, you can attempt the solution on your own. Voles are best caught in snap traps like those for mice. If you don't want the job of disposal, then your best bet is to buy a cat. Moles can be trapped, or killed with baits. There are also products on the market that repel the little critters. You can purchase grub-control products to eliminate their food, but remember, there will always be earthworms. If none of these is a solution for you, then hire a pest control company to take care of the problem.



Recipe for the Grill

I know there are a kazillion recipes for marinades floating around town, as well as the internet. But this is one of my favorites. It is especially good for flank steak, and I also use it on beef kabobs. It's so good, I gave it to my mother about 20 years ago, and she gave it back to me last year, telling me how great it is, and that I should use it! It is published in the cookbook from the Junior League of Palm Beach (my de-ah), and is guaranteed to stain your white gloves.

A La Mimbo

1/2 cup soy sauce

1/2 cup salad oil

1 tablespoon Liquid Smoke

1 teaspoon bottled barbecue sauce

1 teaspoon A-1 Sauce

1 clove garlic, crushed

Mix together ingredients, pour over meat and marinate in refrigerator for several hours, turning the meat several times. Grill meat accordingly.



Kollman's Koupon

BAKERS DOZEN!

Buy twelve

4 1/2" potted annuals @\$4.75,
and the 13th is FREE!

Coupon must be presented
at time of purchase.

THE PERFECT STORM

Those three words are how agricultural officials described the conditions present for the Late-Season Tomato Blight that ran rampant in the Northeast, Mid-Atlantic, and Midwest last summer. The blight is a deadly fungus whose spores are present in the soil. The spores that carry the blight are airborne and spread with the wind.

It is believed that the blight came from starter plants produced by industrial breeding operations in the South. The conditions necessary for the outbreak were "perfect". The environment was favorable- rain, moderate temperatures, and high humidity. The pathogen was present in the soil. And the host was there at the right time- the tomato plant.

These tomato plants were shipped to the big box stores in those areas, thus transferring the pathogens regionally. As gardeners purchased and planted the tomatoes in their home gardens, the blight spread. Unfortunately, the big box stores, and most home gardeners, are not trained to recognize the blight symptoms and isolate it before it spreads. So spread it did! Below are the signs to look for in your tomato plants-



1. Pale green leaf tips and edges
2. Brown spots or lesions on the stems and leaves
3. White spores on the undersides of leaves if weather is wet and humid
4. On tomatoes, large brown leathery-looking bruises and lesions

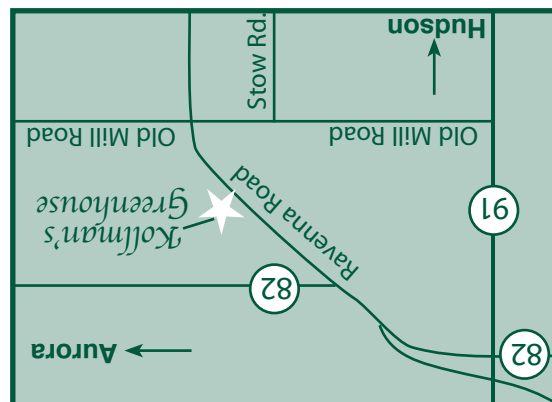
Unfortunately there is no quick-fix or cure for the blight. Fungicides can only protect an unaffected plant. For obvious reasons, do not dig up the plants and put them in the compost pile. It has been suggested that you cover the infected plant with a black garbage bag, pull up the plants by the roots, and tie securely. Let the bag sit in the sun for a long time. Then throw away the bag and its contents.

Interestingly, the Irish Potato Famine was caused by a strain of the same fungus. Therefore you can understand how devastating this disease can be to the commercial and home gardener.

www.kollmans.com

Check us out on the web!

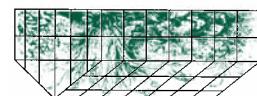
Open for business from Easter through Spring,
Summer, Fall and Christmas, selling
seasonal plants: flowers grown in our very own
greenhouses; decorative fall items and fresh,
holiday wreaths and greens.



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