

tings were taken in July and placed within a shaded cold frame. A proprietary rooting hormone applied as a talc at 0.8% IBA was recommended. These cuttings were then left in the cold frame until the following March when they were potted off.

Success achieved with dwarf *Picea* after mid-August seemed to drop when rooted under mist. Due to the tendency of *Picea* cuttings to "damp-off", a fungicidal liquid dip was recommended before the cuttings were placed within the rooting compost. Some success was claimed from rooting *Picea pungens* cvs. in a compost with a high ratio of sand; however the problem is in establishment after potting off and subsequent successful over-wintering.

DISCUSSION GROUP REPORT

OBTAINING AND TREATING SEEDS OF HARDY WOODY PLANTS

CHAIRMAN — P.D.A. McMILLAN BROWSE

Discussion on this subject proved to be somewhat limited as the majority of the group had attended in order to seek information rather than be able to offer experience.

Obtaining Seeds. A list was circulated of commercial seed houses and comments made on the extent of their lists and reliability of supply.

Some discussion took place on the merits of collecting one's own seed where it was possible. It was emphasized that this was not necessarily a cheap alternative as labor requirements were extensive if seed was to be brought to the state of being a clean, well presented sample. It did, however, permit the collector to positively identify his material, to be able to select parent trees for superior, typical, or desirable characteristics and collect at any particular time that was deemed to be advantageous. It was also emphasized that seed bearing, unusual, ornamental woody plants were, more often than not, present in most localities and it was merely a matter of locating such specimens.

Treating Seeds. A brief discussion was held on the two major seed treatments — stratification and acid scarification. It was emphasized that, provided standard techniques were developed and adhered to, there was probably much less variation about a norm in terms of treatment time, than would be expected by reference to relevant literature. It is important to standardize seed condition, treatment technique, real starting point and practical end point.

COMMERCIAL SOURCES OF TREE AND SHRUB SEEDS

EUROPEAN SEED-HOUSES

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|---|---|---|-------------------|
| <p>1. Principal Seed Officer, Seed Branch, Forestry Commission, Alice Holt Lodge, Wrecclesham, Farnham, Surrey.</p> | G | <p>7. Vilmorin-Andrieux, Service Graine d'Arbres, La Menitré, 49250 Beaufort-en-Vallée, Maine et Loire, France.</p> | E |
| <p>2. Tree Seeds of Bamber Bridge Ltd., Lower Seed Lee Farm, Brindle Road, Bamber Bridge, Preston, Lanc. PR5 6AP</p> | E | <p>8. Søren Levinsen, Kollerød Bygade 25, 3450 - Allerød, Denmark.</p> | G |
| <p>3. Mosbacher Gehölz-und Waldsamen, Gammelsbach, Postfach 1123 D-6124 Bearfelden, West Germany.</p> | E | <p>9. A.J. Frost, 7080 Børkop, Denmark.</p> | E |
| <p>4. Renz Nachf. GmbH & Co. K.G. 727 Nagold — Emmingen, West Germany.</p> | G | <p>10. H. Den Ouden & Zoon B.V., The Old Farm Nurseries, Boskoop, Holland.</p> | G |
| <p>5. Paul Raeymaekers, Turnhoutsebaan 143, Mol B-2400, Belgium.</p> | E | <p>11. B.V. 'Boomwekerij Udenhout', Schoorstraat 21, Postbus 31, Udenhout, Holland.</p> | Oaks, Beech, etc. |
| <p>6. Etablissements Versepuy, Le Puy — 43000, Haute Loire, France.</p> | E | <p>12. Barilli and Biagi, 1-40. 100 Bologna, Casella Postale 1645-AD, Italy.</p> | G |
| | E | <p>13. Florsilva Ansaloni, 1-40. 100 Bologna, Casella Postale 2100-EL, Italy.</p> | G |

NORTH AMERICAN SOURCES

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|---|----------|--|-----------|
| <p>14. F.W. Schumacher & Co., Sandwich, Mass. 02563 U.S.A.</p> | E | <p>19. Northplan Seed Producers, P.O. Box 9107, Moscow, Idaho, 83843, U.S.A.</p> | Natives |
| <p>15. Silvaseed Company, P.O. Box 118, Roy, Washington 98580, U.S.A.</p> | Conifers | <p>20. Rob Lovelace Seeds, Brown Mill Road, Elsberry, Mo. 63343, U.S.A.</p> | Collector |
| <p>16. Vans Pines Inc., West Olive, Michigan, 49460, U.S.A.</p> | Conifers | <p>21. Mortensen Landscaping, 2407 W. Olympic, Spokane, Washington 99208, U.S.A.</p> | Acers + |
| <p>17. V.B.M. Seeds, 4607 Wendover Blvd., Alexandria, Louisiana 71301, U.S.A.</p> | G | <p>22. Dauber's Nurseries, P.O. Box 1746, York, Pa. 17405, U.S.D.A.</p> | Davidia |
| <p>18. Laywers Nurseries, Plains, Montana 59859, U.S.A.</p> | E | | |

AUSTRALIAN SEED-HOUSES

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|---|---------|--|---------|
| <p>23. Nindethana Seed Service, Narrakup, Western Australia 6326, Australia</p> | Natives | <p>25. Flamingo Enterprises, P.O. Box 1037, East Nowra, N.S.W. 2540, Australia</p> | Natives |
| <p>24. H.G. Kershaw, P.O. Box 88, Mona Vale, N.S.W. 2103, Australia</p> | Natives | | |

INDIAN SUPPLIERS

26. Chandra,
Upper Cart Road,
P.O. Kalimpong 734301,
India. Local
27. P. Kohli & Son,
Park Road,
Srinagar,
Kashmir,
India. Local
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E = Extensive Range
G = General List

DWARF ERICACEOUS PLANTS — A SELECTION WITH SALES POTENTIAL

IVOR STANGER

Nursery Manager, Bournemouth Parks

With my previous experience with ericaceous plants, plus five years in a general retail nursery prior to joining Bournemouth Parks, it might be interesting to evaluate the situation as an outsider to the trade.

During the five years of managership from 1972 to 1977 I became aware, as many others of you must have done, that to build up a new retail nursery with a very wide range of plants specializing in unusual and rare subjects, whilst in a very tight inflationary spiral, was a difficult task.

Now it seems we are off on another round of inflation which will again mean difficulty in budgeting and forecasting with any accuracy.

With this in mind, I think that nurseries, whether wholesale or retail, will have to examine profit margins more closely than before. What has occurred to me is to compare certain plants and their profitability with their relative ease of growing and their popularity with plants in similar groups.

Take, for example, *Rhododendron* 'Princess Anne' (*R. hanceanum* var *nanum* × *R. keiskii*). This plant was raised by Mr. W. Reuthe at Ightham, as a part of a dozen seedlings. We selected this clone, although all twelve seedlings were very good free-flowering plants, each having a fair representation of both parents. This plant was shown at the A.G.S. spring shows three years running and was well received by the public and quickly became in great demand. This is a plant which may be considered as a nurseryman's true friend because it roots very easily from semi-ripe to almost ripe wood cuttings, taken from mid-July through to January. The earlier the cuttings are taken,