

- *Biodynamic preparations are commonly made by experienced Biodynamic farmers, or produced cooperatively by local Biodynamic groups. The preparations are available for purchase from: Josephine Porter Institute, P.O. Box 133, Woolwine, Virginia 24185. (The Institute is a non-profit service to encourage the use of Biodynamic preparations. They can accommodate small orders and have a subscription service to supply greater quantities on a scheduled basis for larger operations. Annual cost of preparations for a 10-acre farm is under \$200.)*

OTHER REFERENCES

- *Jeavons, J. 1974. How to Grow More Vegetables. Ten Speed Press, P.O. Box 7123, Berkeley, California 94707. (This is an excellent primer on the Biodynamic French Intensive Method.)*
- *Woven Polypropylene: Dewitt Company, Highway 61 South, RR3 Box 338, Sikeston, Missouri 63801.*

“The Future” Question-Answer Period

Casey Van Vloten: Did you have contracts already established with various locations or is it hit-and-miss in terms of demand for your product?

Paul Sansone: There are no contracts in the cut flower market, world-wide. You have a customer list that you FAX out availabilities to the night before and then either they call you or you call them and secure the sale in the morning. Everything is completely speculative.

Casey Van Vloten: Do you lose much with this system? Do you have to throw much away by guessing and missing?

Paul Sansone: I don't (knock on wood). We are very aggressive in our marketing and when we see a market go down we look elsewhere. This year, peonies would be a great example. Oregon peonies came on the market at the same time as those from New Jersey and the Great Lakes, which are the three major peony-producing areas in the United States. Normally, we are separated by over a two-month period, so the market was completely glutted. Another grower that I market with had \$60,000 worth of product that he threw away and he's been growing for 20 years and had never had more than a couple thousand dollars of lost product. We contacted buyers in Japan and Hong Kong who we had not sold to before and we sold 25% of our production into those new markets. So, sometimes it's how quick you can move.

Kristin Yanker-Hansen: Have you ever considered developing your inoculants or are they available through Rodales for the home gardener? How does the cut flower industry get flowers out of the garden with so little insect damage?

Paul Sansone: The preparations themselves are available through the Biodynamic Association to retail people and the home gardener can buy enough to do a little pile in the backyard. On the commercial level, there's a Josephine Porter Institute that now has subscription services for nurseries and farms. They are dealing with farms as large as 2000 acres where they'll supply preparations and inoculants on a

subscription basis. I support that organization although I make my own as well because I wanted to see them exist. So, for my nursery it's \$200 per year for all the sprays and inoculants I need. It's very inexpensive and very easy to use. I hope to write, in the next year or so, a flow chart of when you do what according to the book and make it easier for people to get into doing it. Then, at that point you have to develop your own feel since every farm is different.

New Woody Plants from Tissue Culture

Lynne Caton

Briggs Nurseries, Inc., Olympia, Washington 98501

***Exochorda serratifolia* 'Northern Pearls'**. A University of Minnesota Landscape Arboretum introduction, which was selected from a seedling population from Beijing Botanic Garden, China. A spectacular display of pearl-shaped buds resembling a string of pearls, open to large, white flowers. Good flower effect and best used as a single specimen against an evergreen backdrop, or massed in the shrub border. Grows 6 to 8 ft tall and 4 to 6 ft wide at maturity, coarse texture, golden-yellow fall color with added winter interest from the persistent fruit which is a 5-valved capsule that changes from green to brown at maturity. 'Northern Pearls' is very hardy (-34F) Zone 4a, drought and heat tolerant, with no serious disease or pest problems. Propagation methods include softwood cuttings and tissue culture. As a member of the Rose family it can be cultured on Woody Plant Medium with BA.

***Sorbus hupehensis* 'Pink Pagoda'**. 'Pink Pagoda' is a University of British Columbia introduction. The wild species is native to China, 'Pink Pagoda' is a selection from Gayborder Gardens in B.C. A deciduous tree growing to 30 ft, with blue-green compound leaves, red twigs and petioles, and white flower clusters in spring. The outstanding feature is the autumn and winter color of the fruit that turn pink by late summer and change to white in mid winter. Foliage turns orange to red in the fall. Use as a specimen tree, or in groups along highways. Good for retail container sales as fruits form early in the production cycle. This cultivar is hardy to Zone 5. Propagation by budding or grafting on rootstocks of *Sorbus aucuparia* or grown on its own roots from tissue culture. A member of the rose family it's tissue cultured on Woody Plant Medium with BA.

***Aronia melanocarpa* 'Autumn Magic'**. A University of British Columbia introduction the species of which is native to the East Coast. A small, deciduous shrub with glossy-green foliage that turns a brilliant red and purple in the fall. Fragrant hawthorn-like white flowers appear in spring followed by lustrous black fruits (they are edible but bitter). 'Autumn Magic' is hardy to Zone 3 and its extreme hardiness and pest-free reputation make it an excellent choice for nursery production. It grows to 4 ft and suckers profusely so it can be used as a hedge plant, and is most effective when it's massed. Might be a good choice for a highway plant as it adapts well to many soil types. Propagation by softwood cuttings and tissue culture. A member of the rose family it grows well in culture on Woody Plant Medium and BA.