

INTRODUCING HANS HETTASCH

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Arnelia Nursery
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Hans was born in Stellenbosch and went to school in Durbanville. He returned to Stellenbosch to study B.Sc. Agriculture (Horticulture) graduating in 1994. During his final year

Hans started leaning towards floriculture and started his career in Proteas straight after finishing at university. For seven years, Hans worked in the fynbos cut-flower division of Molteno Brothers in Grabouw, during this time he also completed his M.Sc. Agric (Horticulture).

Coming from a farming background, one grandfather was a sheep farmer and the other an amateur botanist and being raised on a small holding, meant that Hans always had a yearning for his own piece of land. This dream came true in 1999 when he purchased a 30ha piece of land just outside Hopefield on the West Coast.

In 2002 he left Molteno Brothers and started full time at Arnelia with one worker. Arnelia was then a tiny nursery (120 square meters under shade) that produced rooted cuttings for their own plantings, this grew to 12 ha by 2004.

The cut flower production started taking off with Protea, Leucadendron, Leucospermum and Chamelaucium (Geraldton Wax Flower) and the nursery started supplying other cut flower growers for their plantings. He often received enquiries from home gardeners, landscapers and retailers wanting to purchase plants and that led to growing some plants in pots. At present the business is 50:50 cut flowers (mainly for export) and nursery, including rooted cuttings for cut flower growers and potted plants for landscapers and retail garden centres.

Hans says: "People often ask me where the name Arnelia came from and honestly, it came to me in a dream! I was under a bit of pressure to register my cc and needed a name. Went to bed without one and woke up with Arnelia."

Arnelia has grown substantially since it started and now there are 20 permanent staff under Inus Mostert in the nursery and John Sharpe in the cut flower section. In season time (July to November for both the flowers and the nursery) they employ an additional 30 staff members. Sally Steere, runs the office, which leaves Hans with time to develop and grow the business.

In time, Hans would like to see that many more people gain the confidence to plant proteas in their gardens. He believes that if people follow some simple guidelines they will have success and great pleasure from proteas. Arnelia supply basic growing guidelines on the



back of their plant labels and on their website. They are actively involved in the development of new varieties, not only looking for flowering in different colours and at different times, but also at adaptability and robustness.

On a personal note, Hans married Mathe whom he met in Darling after she moved there from Europe, just 4 years ago. They have five children, Yasmin (18), Sadek and Bilal (both 15) and Ella and Klara (both turning 1 in June). Two sets of twins! Between Arnelia and the family, strangely, not much time remains for any hobbies!!

But Hans says he's very lucky because he was actually able to turn his biggest hobby and passion into his business.

CAPE outdoor lifestyle GREEN TRADE DAY

WEDNESDAY 19 AUGUST 2009
10H00 - 16H00
JOOSTENBERGVLAKTE

Shake off the cold, wet Cape winter and launch into Spring with our exhibition - the only one of its' kind in the Cape.

Once again this highly successful day will be held at the Cape Indoor Riding Centre, all undercover.

At least 400 visitors from many different green industries come to browse - they gather information for the coming season, network and place orders.

This is one Trade Show you cannot miss!

**Booking opens: 27 May for members
10 June for non members.
Members receive 20% on their stand booking**

For more information contact Di:
021 855 0092 / 082 376 0377 / cgforum@iafrica.com

Dear Editor,

As the inventor of the ANOVApot I was very pleased to see the comment by Inus Mostert of Arnelia Proteas in the 53rd edition of the CAPE GREEN TIMES.

Some clarification is needed. The collar around the central well (as depicted) was originally designed to reduce root escape on capillary mats. We (too) initially expected overhead applied water to pond around the central well, making the pot unsuitable for outdoor use with water-logging sensitive species. We were as surprised as Inus to find that the ponding was quite transitory; in fact draining quite quickly by capillary flow through the potting mix but much slower than in a normal pot. The slower drainage time results in much better hydration of the potting mix than with a conventional pot. In summary, the ANOVApot reduces root escape and thus time in preparing the pot for sale, saves water and nutrients and grows a better plant. The pot costs about 10% more than the industry equivalent and now is produced in four sizes. Visit our web site www.anovapot.com for more.

Yours sincerely, Malcolm Hunter, Brisbane, Queensland, Australia



Team Induli on their way to the 1st hole

THE CAPE GREEN TIMES

NEWSLETTER PUBLISHED BY THE CAPE GREEN FORUM

P.O. Box 5513, Helderberg, 7135, Cape. Tel/fax: (021) 855 0092 e-mail: cgforum@iafrica.com

So winter is finally here, the trees are nearly bare and Captonians are getting ready to go into hibernation! Many members braved the weather to go on 4 separate exclusive site visits to the very prestigious One and Only Hotel at the Waterfront, this month. Wow, what a place! Eric Cherry and Andrew from Urban Landscape Solutions, the landscapers, kindly took Cape Green Forum members on a guided tour around the gardens which are not open to the public. Some amazing stats - it took 10 weeks to install, used 7000m³ potting mixture, 320 palms, 1152 large trees and 122421 shrubs and ground covers were planted! Thanks guys we all really enjoyed it.



The Cape Green Forum website is up and running, and in an effort to promote our members, we'd like to set up as many links as possible. So please send me your website details and we'll link it to your name on our website. If you do not have a website, we will list a contact number and some basic info regarding your company.

We are organising an exciting 2 day tour to Gauteng, which will

In March we held our annual Great Green Golf Challenge. As Peter Runkel aptly put it, it's like playing 'putt-putt on steroids!' This time we used a shotgun start, so everybody started and finished at the same time, which made it more fun and much quicker. Once again the Falck brother, Ashley & Raymond, won the coveted trophy, which was donated by Neutrog. The rest of you will have to start practising, we can't let them win it 3 times in a row! Thanks to the following companies who donated prizes: Efekto, Neutrog, Nonke & Vergelegen. We'll be holding another one towards the end of October, so think about getting your winning team together.

coincide with the Malanseuns Trade Day, see below - it should be very worthwhile and is really great value for money.

On the back page please see information regarding the August Trade Day, this one is always busy, so book your preferred stand early.

If you've moved, changed numbers or email address, please let me know, thanks Di

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	20Kg	R73.90	R60.00
	50Kg	R250.40	R200.00

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specimen plants	50Kg		R150.00
TARCONANTHUS, PLUMBAGO, ABELIA, GREWIA, DURANTA var.	20Kg	R73.90	R60.00
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JOIN THE CAPE GREEN FORUM ON A 2-DAY TOUR TO GAUTENG

Travel with like minded Capies to the North, visit award winning retailers, National plant suppliers of indoor plants, a rose grower and the Malanseuns Trade Day

ITINERY:

Leave Cape Town Tuesday 21 July 08h50 - arrive Lanseria airport 11h00
Head straight to Leeways Garden Centre winner if the 2009 GCA competition for a light lunch, then on to Plantimex the biggest supplier of indoor plants in SA. Sundowners at PrimiLife at Lifestyle Home and Garden before we head off to book into our accommodation.

Bentleys Country Lodge - dinner, bed and breakfast

Wednesday 22 July: After breakfast visit Plantland Zambezi, stop in at Ludwig's roses on route to the Malanseuns Trade Day
After lunch at Malanseuns, head to Plant Paradise Garden Centre
Depart from Lanseria airport 18h45, arrive Cape Town 20h55

COST: R2400 This includes flights, accommodation, car hire and meals.

**BOOKINGS TO BE MADE ON OR BEFORE 15 JUNE 2009 - Contact Di
PAYMENT - 50% DEPOSIT ON BOOKING, BALANCE BY END JUNE**

The price could change depending on flight availability and numbers

PLANTS OF THE ISSUE

Gael Gray
Goodhope Nursery

So often we get asked for a fast growing locally indigenous climber needed to cover something in a harsh windy environment! There are quite a few climbers

that will fulfill this requirement from the summer rainfall areas (Thunbergia alata and Senecio macroglossus), but the fastest growing and most attractive south western Cape climber is Dipogon lignosus or 'The Cape Sweetpea'.

Dipogon is a very fast growing climber found in coastal scrub or forest margins from Saldahna to the Eastern Cape. It is very hardy being drought wind and salt resistant and flowers profusely from January to December. The flowers are very showy magenta racemes of pea flowers followed by masses of seed pods. The leaves are trifoliate and dainty looking. This climber does become

woody as the lignosus in its name indicates, but this happens only after a few years of spectacular performance. It is a very efficient and attractive pioneer and planting it with slower growing or less showy but longer lasting climbers such as Rhoicissus digitata or Jasmin angulare works extremely well. It likes a sandy well drained soil and flowers best in a sunny position. It tolerates coastal conditions and beach sand.

The other very common request we get is for shade tolerant local indigenous plants, for people living under Milkwood or under trees they have planted that have now created shady areas. Because our natural Cape environment tends to be so treeless local plants for shady areas are fairly scarce.

The one fail safe local shade tolerant flowering plant is Solanum africanum or 'Dronkbessie'. This Solanum can be grown as a creeper but more often it grows as a ground cover to about 30cm in height, it has nice dark green semi succulent foliage that thickens up with pruning and has terminal flower heads



Solanum africanum

of many 1cm diameter white to mauve flowers, followed by black berries.

It is drought and wind and salt tolerant but obviously becomes a lush plant if given water through the summer.

Its young stems are square hence its old name S. quadrangulare and it occurs in sandy coastal areas under bushes from the Cape Peninsula to Kwazulu Natal.

Greed and the constant need for more has shaken world economies and with it the realization that we can't carry on the way we are.

Sadly, we will continue to do what we want to do, right or wrong, so change will be forced upon us. The impact resulting from over population, climate change, materialism and ongoing disregard for our environment will eventually lead us down a one way road to nowhere.

We, in the green industry, play a major role in educating and guiding the public in all matters concerning our environment. There are unfortunately many companies and individuals who stand under the green banner solely for their own financial gain, knowing quite well that their actions do not promote a sustainable future.

I, as a 'conservation horticulturist', am not qualified to comment on many environmental issues, but would like to state my views on the use of plant material in our man made landscapes.

I visit many varied sites, read the occasional landscaping and gardening magazines and have the opportunity to scrutinize a few landscape drawings. Many are exciting, vibrant and diverse, bringing energy to the landscape and to those who use it. Some are just the opposite, sterile and lacking diversity which begs the question, 'What do we create landscapes for? People, artistic expression, design awards or just for greening up the space and getting paid for it?'

In some instance a sustainable landscape is created that actually promotes a healthy environment which encompasses all living creatures and to a large extent looks after itself.

Why then do some designers create landscapes using only a few repetitive species that lack interest 'en masse', because in most cases, they do not grow like this in their natural habitat? Is the use of a few species the result of poor design or just total lack of plant knowledge?

No local species, poor diversity, sterile hybrids, high maintenance

TIMES ARE CHANGING

Sandy Munro
Horticultural
Consultant

features like hedging with no apparent function, too many topiaries, rolling unused lawns and the constant disturbance from tilling of soil to spraying, pruning and fertilizing all seem to be the order of the day! Not to mention the badly programmed irrigation systems that cause more deaths through over watering than drought does from lack of it.

Please don't misunderstand me! I am not a purist or 'militant greeny' just a common horticulturist who sadly believes that design has become more important than the contents of its make up! Plants play a major role in our natural landscape so why can't we carry this wonderful design

element through to our landscapes.

One can only say today, that it's not what the plants do for our environment that's important; it's what they look like from a design point of view. All else seems irrelevant!

Can the era of mass planting carry on when you consider that 90% of the material has been grown vegetatively from the same mother stock for years on end and is genetically inferior? We point fingers at farmers who practice monoculture but we are doing exactly the same thing in our urban landscapes with Dietes, Agapanthus, Lavender and the rest. (I don't blame the plants)

We have somewhere in the region of 25,000 flowering species in South Africa, so there is no excuse not to have a much greater selection in our man made landscapes. There are many growers in all our provinces that grow a huge range of species suited to local conditions and with a bit of foresight we should get them into our gardens.

There are, of course, many landscape architects, designers, contractors and growers that deserve applause for their vision in this regard.

I say, in conclusion, it is time for radical change so let's do justice to our environment and add a bit of real nature.

IS YOUR BUSINESS FINANCIALLY FIT?

BDO Spencer Steward
Chartered Accountants
www.bdo.co.za

With global economies currently being battered by Schumpeter's 'gales of creative destruction', many South African business people are wondering: is this a slowdown, a downturn or a recession? How long will it last? How deep will it run? Will it be a soft landing, hard landing or crash landing? Well whichever way you look at it, the bottom line's the same - the economy sure ain't what it used to be.

As a business owner, you need to prepare for the changing economic climate so here are some top tips on how to guide your business through these uncertain times:

Cash Flow:

Put cash flow and financing on the agenda of every management meeting. Monitor your management accounts regularly to catch trends early, regularly update your cash-flow forecasts (building in base case and worst case scenarios) and perform KPI analysis. Cash is king so if you must choose between profitability and cash-flow, choose cash-flow.

Margins:

Focus on margins and cut costs, not prices. Remember mark-up is not margin. A price increase is the most powerful strategy to improve the bottom line but in tough times you may not get the benefits of a price increase easily. Instead you are faced with

reducing your costs to help the bottom line. Hence stay focused on customers, not suppliers, as your margin source.

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Customers:

Maintain your personal touch. When pressure to stay competitive is at an all-time high, you must be absolutely certain your customers are getting what they want and need. Don't assume they're happy just because they're not complaining. Don't be afraid to lose customers that don't pay.

Accounts Payable, Receivable, and Inventory:

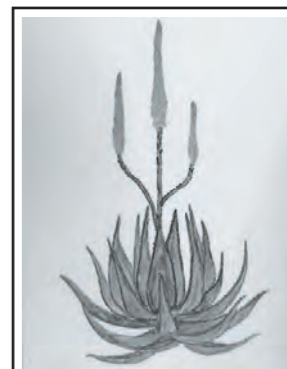
Wherever possible, negotiate a better deal with your suppliers. Review debtors lists and chase up overdue accounts. Closely control your inventory levels (dead stock stinks) and review your inventory insurance - theft increases in a downturn.

Advertising:

Don't stop advertising. This is the time to capture the hearts and minds of consumers. If you cut advertising, you may lose your customers to your competition. Robust businesses increase advertising in a recession to win customers away from their competition.

Staff:

Look for creative ways to hang onto your top performers. You may not be able to offer nice salary increases but consider offering perks that don't cost the company a lot of money (such as flexi-time and work-from-home options). If you need to cut staff costs, get rid of low-quality performers - they suck up a disproportionate amount of managers' time, aggravate customers, squash morale, and drive away high-quality performers.



Awesome Aloes

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Operations:

Review and evaluate your company's internal operations, strategic plans, procedures, process flows, organisational structure and policies to see how you can cut costs, reduce duplication of work, increase productivity and improve fiscal oversight.

Competition:

Investigate your competition and determine whether you can take advantage. While most businesses are battering down the hatches, a few brave companies will see this as an opportunity to get a leg up on their competition. Sure, you might not be as flush with cash as you were in the past, but neither is your competition. The advantage you build up now might be difficult for competitors to surmount later.

United Kingdom: The International Garden Centre Association (IGCA) annual Congress will take place in Manchester, UK, from September 13-19th, 2009. The Congress goal is to meet the professional development needs of garden retailers, bring them up to date on new and emerging trends, introduce them to business models from around the globe and to provide an opportunity to network with peers in a variety of markets. Next year, the Congress will be held in Japan in early October 2010. www.igcaCongress.com

USA: The Independent Garden Center Show will be on August 18-20 2009 in Chicago, USA. <http://igcshow.com/igc2009/public/enter.aspx>

England: The GLEE tradeshow will be held in Birmingham from September 20 to 22 2009. <http://www.gleebirmingham.com/>

Ireland: International Plant Propagators Society Conference and Tour on September 15-18 2009 in Co. Kilkenny, Ireland

Germany : The International Trade Fair for Plants in Germany (IPM Essen) will be held from January 26 to 29th 2010, in Essen, Germany. <http://ipm.messe-essen.de/index.php?content=05000000&lang=en>

INTERNATIONAL TRADE FAIRS AND CONFERENCES

Lydia Couture-Comtois
International Garden
Centre Association (IGCA)

Germany : There is a **Garden Centre Retailing Conference** happening in Berlin, Germany on May 25/26, 2009. The EDRA/BHB Garden Centre Retailing Conference is intended as a meeting place for the entire gardening and leisure industry. The conference is set to present you the newest strategies, concepts, and solutions for the "Garden Centre of the Future". <http://www.edra-online.com/english/>

Germany: Spoga / GAFA 2009 will be held from 6 to 8 September 2009 in Köln Messe, Cologne, Germany. From small ideas grow great visions. From initial contacts grow important relationships. From short conversations grow exciting discussions. Growing from

many areas is something very special. Welcome to spoga 2009. The meeting point for the industry. The innovation forum. The garden trade fair. <http://www.spogagafa.com/>

France: The Salon du végétal will be held in Angers, France, from Feb 16-18 2010. The Salon du Végétal at the Parc des Expositions in Angers sets up as the great professional show in France for the horticultural chain. An annual meeting for vegetal and horticulture from which its 600 exhibitors and over 16,000 professional visitors would not get away. <http://www.salonduvegetal.com/web4/index.php?langue=Anglais>