

HAVILAND HAPPENINGS

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Glenn and Viola Walters—The Couple That Turns Green Into Gold



Haviland Talks...

Happy Holidays

Thank you for the opportunity to be your container supplier this year. The Haviland Team appreciates your business and our industry partnership. We thank you for a Great Year. It has been our pleasure to work with you.



Enjoy the season and may the new year continue to bring great things to all of us. Haviland Team

Glenn Walters and his wife, Viola, were destined to be successful when they began their Oregon based nursery adventure over fifty-seven years ago. Today, Glenn Walters Nursery is the largest nursery in Oregon with over 2,000 acres in eighteen different farm locations and over 40 million plants. This nursery is also the largest single facility in the country. The nursery, established in Washington County, is blessed with rich soil, abundant rainfall and perfect temperatures for growing. "Our climate here can grow plants so much better than most states," says Jon Olson. Olson, the Director of Production of Field grown Material at Glenn Walters Nursery, has been working at the nursery for over 25 years. It's been a real pleasure working for these folks. Glenn is honest, down to earth and you know what you are getting with him. His handshake is as good as gold. Integrity says a lot to folks," continues Olson.

Glenn who studied horticulture at Walla Walla College landed his first nursery job that paid \$8.00 for 9 hours work at George Tuppells Holly Farm. Walters said, "I was glad to have the work. It was tough to get a job then. It was tough going." It was there that he met his bride and the love of his life for the last 59 years. Glenn chuckled when he said, "One day George came to me and said, 'Glenn you should not be working for me. You should be in business for yourself' and that's when I decided to take his advice and started the nursery." Walters and his wife worked beside each other at the nursery, which they started in 1950. It was a perfect time to venture into this arena. Oregon was realizing an economic boom after World War II. The nursery industry also was experiencing great growth which was spurred by the post-war housing boom. Walters saw an opportunity and began his long prosperous career with plants and people.

In the early years at the nursery, the Walters' worked well together. Viola, a young bride, had previously worked at the local newspaper office in the circulation department and also worked at Tuppell's Holly Farm in the office or she occasionally packed holly. Viola was the "rock" and the detail part of the team, while Glenn was the social, people person and dealmaker. "Viola is described as the

"go-getter." She was the "muscle" behind Glenn's vision. As the story goes, when Glenn made a deal for a million cuttings, she followed through and saw that he had a million and half cuttings ready when Glenn said they would be delivered. Viola laughed when she said, "If Glenn said we needed 1,000 cuttings, I would make 1,500 or 2,000, so we needed to buy another farm because I kept making too many cuttings." Indeed, "Glenn and Viola put everything they had into the business. They worked hard," states Olson. The nursery specialized in woody ornamentals with the major focus on Japanese Maples. In 1977, Mr. Walters sold his nursery. He and Viola retired to a new home in Rancho Mirage, California. Glenn says, "We spent two weeks in the swimming pool. After two weeks, I told Viola, 'I'm bored,' and Viola said, 'I'm bored too!' We were on a plane back to Oregon that night. We had to buy land and just like that we were back into it!" The new nursery was named *Maple Headquarters*. Shortly thereafter, he bought his name, Glenn Walters Nursery back, and held on to the ever growing concern until 2000 when Walters decided to retire "for good!" He and Viola sold the nursery and its name to a group of investors with the parent company being the Ameriscape Organization.



Today, the nursery is three times the size it was when they sold it in 2000. However, the strong traditions started with Glenn and Viola are still a part of the growing philosophy of today's Glenn Walters Nursery headed by John Roth, the Chief Executive Officer. The nursery still specializes in woody ornamentals, Japanese Maples, Spruce, Pines, Azaleas, Rhododendrons, and boxwoods. In addition to the woodies, they have a large selection of roses including the patented Knockout Rose. Roth's goal is "to get the plants to your facility in a timely

Tips for Wrapping up an Eco-Friendly Holiday

Traditions are part of the holiday season. That is what makes this season so special to everyone. Indeed, the holidays are a time for celebration and cheer! Scientists and environmentalists are also seeking ways for us to celebrate the season by creating a more Eco-Friendly season without destroying any of our cherished traditions. During the holiday season from Thanksgiving through New Years, tons of extra garbage piles up, millions of trees are chopped down, and many mega watts of electricity are generated through our creative decorations, and gift giving. Here are a few tips to help make our gift-giving, decorating, and card sending traditions a bit more Earth-Friendly.

Gift Giving Ideas

Robert Lillenfield, co-author of the book, *Use Less Stuff: Environmental Solutions for Who We Really Are*, suggests that if every family re-used just 2 feet of holiday ribbon, the 38,000 miles of ribbon saved could tie a bow around the entire planet.

Not all gifts need to be wrapped. Lillenfield asks us to "Think back to our three favorite holiday memories." He continues by saying, "I'm willing to bet that they all involve time you spent with your family and friends." He recommends that by giving gifts that can be experienced, like tickets to sporting events, concerts, or museums, we can minimize wrapping and still win points with the receiver. "People like these gifts just as much," he said.

Give house plants or landscape material, or gifts of our own such as a homemade dinner, or handmade article such as pillows, monogrammed towels, etc.

Use the comics or other colorful sections from our newspapers for wrapping gifts.

Instead of using ribbon, find creative ways to employ used objects—nails, thumb tacks, foil, dried leaves, etc., to decorate our packages.

Save our boxes and re-use them. Reuse packaging cartons and shipping materials such as peanuts, wood shaving shredded newspaper and bubble wrap.



Using Low-Energy Lights for Decorations: A New Idea

The newest energy saving stars on the holiday scene are Christmas lights made with light-emitting diodes, or LEDs. LEDs incorporate the same computer chip technology used to light calculators and watches. The lights, which use semi-conducting material rather than incandescent filaments, are 90% more efficient than traditional Christmas lights. According to the U.S. Department of Energy, if everyone replaced



his conventional holiday light strings with LEDs, at least two billion kilowatt hours of electricity could be saved during the month of December. Some additional bonuses to using the LEDs are that they release little heat, they last about 200,000 hours, and if one light does suddenly burn out, the other lights are unaffected.

Put our outside Christmas lights on a timer and set them to turn on only when it is dark, and turn off before we retire for the night. Use a digital camera, which produces no waste compared to regular cameras and especially the disposable cameras.

There are many ways that we can still enjoy the many traditions that we cherish and help keep Mother Earth happy as well! Enjoy your holiday season by becoming more aware of how we can preserve her for our future families!

Haviland Welcomes New Distributors

Haviland is pleased to welcome two new distributors aboard:

Wetsel Distribution VA and PA 800-572-4018
 Cordero Containers Homestead 786-999-3457

Visit Haviland at the Trade Shows in 2008

Haviland is happy to be a part of the 2008 Industry Association Trade Shows. We strive to support the growers and our associations by our presence. One goal that the Haviland team has is to help make your nursery more efficient and greener! Come visit us at the trade shows.

Date	Show	Location	Booth#
Jan 3-4	MidStates Hort Expo	Louisville, KY	1036
Jan 9-11	Mid Atlantic Nursery Show	Baltimore, MD	718
Jan 18-19	Gulf States Hort Expo	Mobile, AL	1115
Jan 18-19	Green & Growin' Show	Greensboro, NC	1534
Jan 21-23	CENTS	Columbus, OH	3119
Jan 24-25	GGIA	Athens, GA	1426
Feb 7-9	SCHI	Myrtle Beach, SC	2065

3rd Generation Trent Stoller Wears Many Hats (Well)

Carrying on the family tradition at Haviland is third generation family-member, Trent Stoller. Trent has spent his entire life in the small, but caring town of Haviland, Ohio, which is in the northwest sector of the state. The farming town is a small one where everyone knows everyone. The people are friendly and very helpful. Haviland's beginnings were 100 years ago in manufacturing clay drainage tile and later plastic pipe. Seven years ago Haviland opened a second division—manufacturing plastic containers for the nursery industry.

"I grew up three blocks from the plant," says Stoller. "I started working at the plant when I was still in elementary school. I was paid a quarter an hour to sweep the floors, and I had great difficulty enjoying it. In junior high school, I sorted plastic in the recycling operation. This is basically working with trash, and then in high school I worked the second shift coiling the pipe and tubing," states Trent. After graduating from high school, Trent found his first full-time work at Haviland. He worked in the accounting department processing the accounts payables. Presently, Trent wears many hats including overseeing the accounting department and coordinating manufacturing, sales and shipping of the container division.

Trent is happy and proud to be a part of the nursery industry. "I especially enjoy visiting different parts of the country and meeting and seeing different operations. When we

travel to see the nurseries or attend trade shows, we like to try different foods from the different areas. Seafood from Mobile and seafood from Haviland are very different," laughs Trent.



"We like being involved in this industry. We feel we are a partner with the industry, and not just a supplier. We try to support and give back to the industry, states Trent. I hope when growers buy our containers, they realize there is a benefit to our environment." The HPP containers are made from 100% re-cycled plastic.

As Trent reflects on the success of the container business, he is quick to recognize that it is a team effort. "We are grateful for the industry accepting and supporting us—for allowing us to become a part of the industry. The people are so genuine in this industry," continues Stoller. He states, "Our success is because of so many unknown faces to the industry. We are

grateful for all of our hardworking employees that the growers never see or hear about." Trent also recognizes that his brothers play a major contributing role in the manufacturing process. Neil, oversees the maintenance department and raw materials, Blane is in charge of people and production, Ross oversees the re-cycling division and Rustin is an electrician. And, of course, "Our great sales team plays a very important part. We are very fortunate to have such quality people working with us," proudly states Stoller.

Trent, an avid Buckeye follower loves wearing the family hat. He loves to spend time with his wife, Jodi, and their three children, Abbie, Kyle, and Addison. They travel together in a camper to the trade shows and nurseries. You will often find the little Stollers at center stage at the trade show events. They have fun involving the booth participants on the Haviland isle in a friendly game of pitch and catch! Everyone who meets the Stollers immediately admires the quality character of this family.

The Haviland team wants to continue to grow the business and to improve customer relationships. "We are here to help make the grower's life easier. Thank you for the opportunity to help you!"

Bring Family and Friends together with Hearty Chili during Holidays

The Holidays bring family and fun together. Decorating the house, shopping, trimming the tree and just spending quality time with loved ones is a gift. Take the time to enjoy the company of those special people around you this year. Howard Smith, one of our Haviland sales representatives, has created his own **Howard's Eight Bean Chili**, recipe. He enjoys sharing his gift with customers. His hearty chili will help warm you on those cold winter days. We are sharing his recipe with you this holiday season. Enjoy!

Howard's Eight Bean Chili

- 5-pounds extra lean ground beef
- Season beef to taste with California Garlic Salt with Parsley
- 1 large sweet onion chopped (Vidalia preferred)
- 3 medium bell peppers chopped (one red, one green, one yellow)
- Lightly coat Dutch oven with extra virgin olive oil
- 2 cloves garlic minced
- 2-14 1/2 ounce cans peeled diced tomatoes
- 1-15 1/2 ounce can whole tomatoes, quartered
- 2-15 ounce cans seasoned tomato sauce
- 4-15 1/2 ounce cans dark red kidney beans

- 4-15 1/2 ounce cans light red kidney beans
- 4-15 1/2 ounce cans spicy chili beans
- 1-19 ounce can cannelloni beans, drained
- 2-15 1/2 ounce cans black beans
- 2-15 1/2 ounce cans pinto beans
- 1-15 1/2 can garbanzo beans
- 2-15 1/2 ounce cans great northern beans
- 2 13 1/2 ounce cans mushroom stems and pieces, drained
- 2-15 1/2 ounce cans yellow corn, drained
- Chili powder to taste (usually 6 Tbs); 16 shakes Louisiana Hot Sauce; 2 teaspoons brown sugar

- Brown meat; Sauté vegetables, garlic salt, garlic, chili powder
- Add beans, mushrooms, corn, and tomato products
- Add Hot sauce, and brown sugar
- Cook for 6 hours over very low heat (simmer); Stir Often
- Garnish to taste with sour cream, shredded cheese, fresh cilantro, tortilla chips

Yield: 12 quarts

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Haviland Plastic Products is a family-run company committed to the nursery industry. We work closely with our customers to reduce the cost and time spent in the ordering process. Our customers, know when they place an order, they will hear the same friendly voice. Our commitment to you is our quality product and excellent service!

The Walters Turning Green Into Gold

great condition, ready to sell." The nursery has its own liner production on-site so it can control the quantity and quality which ensures superior plants. With over 40 million plants in production in both containers and in the field, the nursery is prepared to deliver any size order. During shipping season (February to May), the 900+ employees are shipping 80 to 90 trucks daily six days a week. This is no problem for the nursery, as it boasts of having the largest shipping capacity on one site. Glenn Walters Nursery can ship 90 to 100 trucks daily.

Mr. Walters cherishes his great relationships with his employees. Many of the workers have enjoyed their employment at the nursery for well over twenty years. The employees looked forward to the daily rounds that Glenn made through the nursery chatting personally with each one. Olson says, "A lot of folks have been working with this nursery a long time," something both Glenn and Viola know and appreciate.

Roth, like Walters, strives to improve the nursery through quality control improve-

ments. The former CFO for the organization is described by others as "a very smart guy." Using collaboration, he relies on teamwork and open communication. His commitment is to provide further expansion of the customer service improvements and better communication.

Glenn and Viola are happy to realize that their legacy proudly lives on. Even though they are retired again, they are working harder than ever. "I've been busy all my life, but right now I'm in a period of doing nothing," says Glenn, as Viola laughs loudly! Glenn, in his retirement, busies himself by helping to build and develop the community. In 2004, he and Viola donated to the city of Hillsboro, the Glenn and Viola Cultural Arts Center. The Center provides expanded opportunities for youth and adult art education and training and nurturing of local art organizations, and for individual artists to teach and demonstrate their craft.

"We have always believed in giving back to those who helped us grow the nursery," says Viola. They recently built a large Spanish Church for the Hispanic population in Forest Grove. Many



The Walters Celebrating

of the people who worship there are also employed at the nursery. The 32,000 square foot structure also houses a pipe organ brought over from Italy just for the Church. Viola states, "It is the most beautiful church in the state." They have purchased land for and built several other churches for the Spanish population and others in the nearby towns. Assisting other groups around them with renovation projects, additions, auto purchases and donations has become an exciting and active part of their lives. They quietly buy homes and furnish them for their employees, participate in

celebrations, and establish second hand stores to assist the less fortunate in receiving food and clothing. Sounds like Glenn and Viola's concept of "nothing" may differ from most folks!

"After two weeks, I told Viola, 'I'm bored,' and Viola said 'I'm bored too!' We were on a plane back to Oregon that night. ...and just like that we were back into it!" Glenn Walters

The Walters are well-connected with the nursery business and their immediate and surrounding communities. They stay in touch and are touched by those special people around them. Their work ethic and down-to-earth life style is loved and admired by all who know them personally or are touched by their gifts. The state of Oregon and the nursery industry is proud to have "their handshake" turn green into gold for so many.