

The Rose Vine

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Penn-Jersey District of the American Rose Society's Quarterly Newsletter

From the District Director's Desk—Kevin Glaes

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Check out our new website:

<http://PennJerseyRose.org>

Participation. It is a key to the viability of our organization at the local and the district levels. We are a group of people who love the rose and enjoy being with people who share that love. We have several events on the district level that we put together

each year and invite you to spend a day or weekend with people from throughout the district. The Winter Rose Get-A-Way is such a get-together. This mid-February event is fun for me because there is none of the extra work involved in getting roses ready for a show, worrying about when to cut and which ones to put in the refrigerator, etc.

It is also about the time that I am starting to get the "itch" to get back out in the garden but the reality is that is at least a month away. So a weekend talking roses and exchanging ideas is a good way to scratch the "itch". So please won't you come join us in Lancaster this year?

Your local society also needs your support. If you are not active in a local society, I urge you to take the time to attend a meeting and get to know the people in the society. I think you will have a good time. If you are not familiar with a society in your area, go to www.pennjerseyrose.org and go to the links page where you will see the links to the local rose society web pages.

The American Rose Society continues to work hard to meet the members' needs in the face of declining membership and tight budgets. Two initiatives that are aimed at helping in these tight budget times are the Patron program and the 100 Grand Campaign. Many of your received letters from the ARS late last year asking you to participate in the Patron program. I hope you have chosen to participate in this worthwhile endeavor.

The 100 Grand Campaign is new this year and has a goal of raising \$100,000.00 to help the ARS get back to a balanced budget this year. We will be disseminating more information on this campaign in the next month.

I hope all of you are anticipating spring and the arrival of new roses and, if you are like me, anxious to get out in the garden and see how the roses came through this cold winter. But all that is several months away and for now I will satisfy my rose urges at the Winter Rose Get-A-Way. See you there.

Kevin

Winter Rose Get-A-Way Weekend

Our **2011 Winter Rose Get-A-Way** Weekend will meet on **February 18, 19 and 20** at the **Eden Resort Inn in Lancaster, 717-569-6444**. Please make your reservation before **January 19th**.

This year we will have a number of very good programs. We will once again present a program on our member's gardens but this year we will do this at the Saturday dinner. Please send pictures of your gardens to **Kevin Glaes** so he can include them to share with our members. **Pat Bilson** will host another of her outstanding winter arrangement workshops on Unique Modern Arrangements. There will be more to come in the next rose vine about this workshop. **Donna Smith** will present an interesting program on cooking for birds. This unique program is a great way to get natural pest control in your garden by attracting birds. Our District meeting will be held on Sunday.

Please take the time to make your reservations with Eden now. We often fill our room block so if you can't get a room early, contact me and I'll try and get the room block increased if it is not too close to our meeting. I am looking forward to a fun filled weekend of rose friends.

Curtis Aumiller

Member's Garden Program AT THE GET-A-WAY WEEKEND:

Members who would like to show slides of their garden may contact **Kevin Glaes**: kevyg@frontiernet.net

- You don't have to have a lot of photos as long as they show how you have your garden laid out and anything special about your garden that you want to share with other members.
- Kevin will work with you to convert your photos into a Powerpoint presentation. We want to see how everybody gardens!

2011 Programs for Penn-Jersey Mid-Winter Convention

Friday, February 18th

Dinner on your own. Hospitality open 8:30 pm - ? Mary & Bill Slade

Saturday, February 19th

09:00 - 09:10	Welcome - District Director Kevin Glaes
09:10 - 10:00	Growing Your Rose Society – New Thoughts – Curtis Aumiller
10:00 - 11:50	Arrangement Workshop "Unique Modern Designs" – Pat Bilson
12:00 - 1:30	Lunch on your own
1:30 - 2:30	"Cooking for Birds – Natural Insect Control" – Donna Smith
2:30 - 3:30	Hybridizing – John Smith
3:30 - 4:15	Rose Photo Contest Awards
5:30 - 6:00	Mass – Fr. Gervase Degenhardt (Hospitality Suite)
6:00 - 7:00	Social Hour in Dining Room
7:00 - 9:30	Dinner - Member's Garden Tours – Kevin Glaes
9:30 - ?	Hospitality Room Open – Mary & Bill Slade

Sunday, February 20th

09:30 - 10:45 Business Meeting – District Director Kevin Glaes

Winter Rose Get-A-Way Weekend Registration

Reserve rooms directly with **Eden Resort Inn, 222 Eden Road, Lancaster, PA 17601.**

Phone **717-569-6444**. Rates are **\$110.95**/room/night (up to two people per room), \$120.95 for three people per room, and \$130.95 for four people per room.

Mention **the PA/NJ District American Rose Society meeting Group # 103700** to get the special room rates.

Reserve rooms by Jan 19, 2011!!!

Registration – Winter Rose Get-A-Way Weekend on Feb 18– 20, 2011

Name(s): _____ Phone: _____

Address: _____

City: _____ State _____ ZIP _____

E-mail: _____

Registration \$10.00 each \$ _____

(Includes Continental Breakfast on Saturday of Coffee, Tea, Donuts and Pastries)

Arrangement workshop \$10.00 each \$ _____

Dinner Roast Turkey \$29.00 each \$ _____

(Saturday) (with Sage Dressing and Giblet Gravy)

Smoked Country Ham \$29.00 each \$ _____

(with Peach Brandy Sauce)

Do you have any special dietary concerns/needs? _____

Total Amount Enclosed \$ _____

Make check payable to: **Penn-Jersey District**

Mail to:

**Georgianna Papale, 2371 Perricrest Dr.,
Pittsburgh, PA 15220**



ARRANGERS, ARRANGERS

If you are planning on taking the workshop Saturday at the Rose Get Away Weekend, please bring your clippers and some newspaper to cover the tables. The committee will be providing the container, and plant material and Oasis. If you want to use a kinzen, please bring your own with your name on it.

We will be discussing modern design with a concentration on synergistic, parallel, stretch, thrust, tubular, transparency, and underwater. After the discussion you will choose one of the first 6 designs, containers, and some plant material and make a design. There will be people to help as you spread your design wings and try something new. We will not try the underwater due to water concerns in the hotel, but will discuss some of the things you need to consider to do the design.

If you have any plant material you wish to share, feel free to bring it along. We will be supplying about 5 roses and some other plant material and some simple containers.

If you have questions, contact Pat Bilson patbilson@yahoo.com 610-644-1860

As always observers are welcome.

Plan Now for the ARS Penn-Jersey District Rose Get-a-Way Weekend Photo Contest

If you haven't already done so, prepare your color picture prints for the Penn-Jersey District Rose Get-a-Way Weekend Photo Contest so that you can enter them next January. The Contest Rules are slightly changed from last year. A class for single and semi-double blooms has been added. The Rules include a Novice Class, which is open to those who have never won a blue ribbon in a rose photo contest.

Each photo entry must be a 5x7 color print photo. Mail your entry with your name, the entry Class number and the name of rose or other photo identification attached to the back of the photo to: Bruce Monroe, 3030 Maple Shade Lane, Wilmington, DE 19810-3424. **All entries must be received by Jan. 20, 2011. Exhibitors are limited to three entries per class.**

All roses and activities must be correctly identified. Photos will be evaluated on 50% rose form and 50% photo quality. All photos entered will be on display and final judging and awards will be made at the Penn-Jersey District Winter Rose Get-a-Way Weekend. The judges' decision is final. Ribbons will be given in each class and awards to the top three photos overall. By entering the contest, you agree to allow the Penn-Jersey District of the American Rose Society to exhibit your photo at the 2011 Winter Rose Get-a-Way Weekend and publish your photo in the District Newsletter the **Rose Vine**.

The photo contest is open to any amateur photographer who is either a member of the Penn-Jersey District or who has registered for the 2011 Winter Rose Get-a-Way Weekend. You do not have to attend the Winter Rose Get-a-Way Weekend to enter the competition and you need not be present to win. The Novice class is open only to those

exhibitors who have never won a blue ribbon in a rose photo contest. However, exhibitors who have never won a blue ribbon in a rose photo contest may also enter the other classes.

Please note the following definitions:

An **exhibition bloom** is a specimen that has one bloom per stem without side buds. Unwanted side growth, side buds and/or spent blooms may be removed from any specimen to improve the appearance. At its most perfect phase of possible beauty an exhibition bloom is generally one-half to two-thirds open, gracefully shaped with sufficient petals symmetrically arranged in a circular outline, and tending to a high center. An **open bloom** must have the stamens showing. A **spray** has two or more blooms per stem with or without unopened side buds. Roses classified as **single or semi-double roses** by the ARS are generally at their most perfect phase when fully open. A **bud** is not a bloom and cannot be considered for any award.

Class 1 – Novice Class – One photo, appropriate for any of Classes 2-12.

Class 2 – One Exhibition Bloom, Hybrid Tea, Grandiflora, or Floribunda

Class 3 – One Exhibition Bloom, Miniature or Miniflora

Class 4 – One Open Bloom, Hybrid Tea, Grandiflora, or Floribunda (other than roses classified as single or semi-double varieties by the ARS)

Class 5 – One Open Bloom, Miniature or Miniflora (other than roses classified as single or semi-double varieties by the ARS)

Class 6 – One Open Bloom of a rose classified by the ARS as a Single or Semi-Double

Class 7 – One Spray, Hybrid Tea, Grandiflora, Floribunda, Polyantha, Miniature or Miniflora

Class 8 – One Exhibition Bloom or Spray, Species or Old Garden Rose

Class 9 – One Exhibition Bloom or Spray, Shrub or Climber

Class 10 – A Rose Arrangement

Class 11 – A Rose Garden

Class 12 – A Rose Society Activity

New CR Requirement

All Consulting Rosarians are now required to complete a Roses in Review report each year, Failing to do so will result in a warning letter for the first year and if a CR fails to complete a report for two years in a row they will be dropped from the CR program.

This requirement was passed by the ARS Board of Directors a few years ago but not fully implemented. At the recent national meeting the ARS Board reaffirmed their commitment to have the Consulting Rosarians support and participate in the Roses in Review program. It is hoped that by having all CRs submit reports the number of reports will increase. During 2010 the Penn-Jersey District had a little more than 50% of our CRs reporting.

So how does this affect you? If you are a CR that has been reporting; keep up the good work. If you haven't been reporting please take the time this year to complete a report. If you are a couple with both being a CR each CR must complete a separate report. The reports are easy to complete and can either be mailed in or completed on the ARS web site.

WWW.ARS.ORG.

If you have any questions about this requirement please contact me.

Gus Banks
District Consulting Rosarian
Penn-Jersey District
jrsyrose@verizon.net

From the 1972 American Rose Annual

Men of the Rose

By Lincoln Atkiss
Newtown Square, Pennsylvania



Moonstone
Photo by: Tom Mayhew

Men of the rose of yesterday –
We remember.
How could we forget.
You of deep devotion to the rose.
One with beauty present,
Beauty past,
And beauty yet to come

Rivers, D’Ombrain, the great
Dean of Rochester,
Foster-Melliard, Parkman,
Captain Thomas, Tillotson,
William Paul.
Gone. And are your roses there
with you?

Guillot fils and J. Pernet,
Lacharme, and F. Meilland.
Now with Boerner and Roy Shepherd.
And do you have your roses there?

Pierre-Joseph Redoute and Dr. Van Fleet
We have your roses still,
And are they with you?

McFarland and Robert Pyle,
E. G. Hill, and Dr. Nicolas,
We knew you well, and know you still.
Are your roses there with you?

And J. H. Pemberton, P. Lambert,
and President Craig.
We remember.
And are the roses there with you?

Does your Spring bring back the rose?
Does Summer’s beauty pageant still step
softly?
And in Autumn does the rose march by
with colors high?
And is beauty there with you?
We knew you well, and know you still.

Men of the rose of yesterday
We remember.
How could we forget.

2009 Top 100 Performers in the PRRG

Editor's note: This is a list of the highest rated roses in the Peggy Rockefeller Rose Garden. I have not included all roses on the list. This is taken from a page on the New York Botanical Garden web site. The link to this is

http://www.nybg.org/files/rose_list.pdf. There is a good explanation of their horticultural methods and rating system at http://www.nybg.org/gardens/test_garden.php?id_gardens_collections=40. Click on "About the Peggy Rockefeller Rose Garden" link for more about the garden.

Roses are in alphabetical order by rating (superior, excellent, very good)

Variety	Class	Rating	Hybridizer
Aloha	Large Flowered Climber	1 Superior	Kordes
Brothers Grimm Fairy Tale	Floribunda	1 Superior	Kordes
Caramel Fairy Tale	Shrub	1 Superior	Kordes
Cinderella Fairy Tale	Shrub 1	Superior	Kordes
Ducher	China	1 Superior	Ducher
Easter Basket	Floribunda	1 Superior	Meilland
Elegant Fairy Tale	Shrub	1 Superior	Kordes
Home Run	Shrub	1 Superior	Carruth
Jasmina	Large Flowered Climber	1 Superior	Kordes
Karl Ploberger	Shrub	1 Superior	Kordes
Knock Out	Shrub	1 Superior	Radler
Kordes Moonlight	Large Flowered Climber	1 Superior	Kordes
Kosmos	Floribunda	1 Superior	Kordes
Lady Elsie May	Floribunda	1 Superior	Noack
Laguna	Large Flowered Climber	1 Superior	Kordes
Larissa	Shrub	1 Superior	Kordes
Lions Rose	Floribunda	1 Superior	Kordes
Lupo	Miniature	1 Superior	Kordes
Macy's Pride	Shrub	1 Superior	Lim
Mother of Pearl	Grandiflora	1 Superior	Meilland
Peach Drift	Shrub	1 Superior	Meilland
Pink Drift	Shrub	1 Superior	Meilland
Pink Knock Out	Shrub	1 Superior	Radler
Pink Traviata	Hybrid Tea	1 Superior	Meilland
Pomponella Fairy Tale	Floribunda	1 Superior	Kordes
Purple Rain	Shrub	1 Superior	Kordes
Quietness	Shrub	1 Superior	Buck
Rosanna	Large Flowered Climber	1 Superior	Kordes
Traviata	Hybrid Tea	1 Superior	Meilland
All the Rage	Shrub	2 Excellent	Lim
Audubon	Shrub	2 Excellent	Shoup
Belinda's Dream	Shrub	2 Excellent	Bayse
Betty Prior	Floribunda	2 Excellent	Prior
Blush Noisette	Noisette	2 Excellent	Noisette
Blushing Knock Out	Shrub	2 Excellent	Radler
Bolero	Floribunda	2 Excellent	Meilland
Cape Diamond	Shrub	2 Excellent	Bedard
Carefree Beauty	Shrub	2 Excellent	Buck

A LOOK AT THE JACKSON & PERKINS AND WEEKS BANKRUPTCIES

Bruce M. Monroe

Recently both Jackson & Perkins and Weeks Wholesale Roses, two of the largest and best known companies in the rose industry, filed for bankruptcy. This was followed by reports that these companies had gone out of business. I have tried to discover what actually happened and what is happening now. The following is based on news accounts, press releases, company websites, and publicly available court filings. I've tried to present the situation as it is today, January 10, 2011, but, like any business situation, it is evolving and subject to change with the next press release, financial statement, or court decision.

Jackson & Perkins

Jackson & Perkins was founded in 1872, when Charles Perkins and his father-in-law, A. E. Jackson, started wholesaling strawberries and grape plants from a farm in Newark, New York. Roses became an important part of the business in 1901 following the success of 'Dorothy Perkins'. In 1966 the company was acquired by Harry and David, and operations were moved to the west coast. Harry and David Holdings was purchased by private investors in 2004 and is now privately held.

On April 10, 2007, Harry and David Holdings sold the Jackson & Perkins business to "J & P Acquisition" for about \$21 million. Not included in the sale were 3,200 acres and associated buildings and equipment located near Wasco, California.

J & P Acquisition was owned by Donald and Glenda Hachenberger, of Lake Mary, Florida, and their children's trust fund. Although the Hachenbergers owned an interest in Park Seed, their background was real estate. They had owned RE/MAX Florida and part of RE/MAX Carolina, which they sold in April 2007, about the same time they bought J & P.

Founded in 1868 in Pennsylvania, Park Seed moved to South Carolina in 1924. In 1975 Park Seed acquired Wayside Gardens. Park Seed was family owned until 2005. How Donald Hachenberger acquired the company is not completely clear from what I have been able to find. Apparently there was a squabble

in the Park family, and Donald Hachenberger helped Karen Park Jennings, granddaughter of the founder, acquire control of the company. In 2010 both Hachenbergers said that Donald Hachenberger owned 100% of Park Seed.

Charles "Chas" Fox was named president of J & P Acquisition. Fox graduated from Furman University with a degree in Business Administration & Computer Science. A fourth round draft pick as a wide receiver in the NFL draft, he played in four games for St. Louis in 1986, catching five passes for a total of 59 yards and one touchdown. After opening and operating a now-defunct nursery in South Carolina, he founded Southern Sun Biosystems to market a plant propagation system. Donald Hachenberger bought Southern Sun in 2003 and retained Fox as president. He named Fox president of Park Seed when it was acquired. Although Fox had operated a nursery that supplied plants to retail outlets, he does not appear to have had any experience in the mail order/internet nursery business. With J & P Acquisition added, Fox was simultaneously president of Southern Sun, Park Seed (which included Wayside Gardens), and J & P. Donald Hachenberger denies any involvement in the management of Park Seed or J & P.

Things did not go well for the combined companies. In 2009 their sales reportedly declined 29%, from \$61.6 million to \$43.7 million. Lawsuits began to pile up as bills went unpaid. By 2010, Park Seed, J & P Acquisition, and/or the Hachenbergers had been sued by, among others, Harry & David Holdings, David Austin Roses, and Poulsen Roser.

On April 2, 2010, Park Seed and J & P Acquisition and their associated subsidiaries filed for bankruptcy in South Carolina under Chapter 11 of the Bankruptcy Act. Chapter 11 allows reorganization and continuation of the business, as opposed to a Chapter 7 filing, which provides for liquidation of the business. The court-appointed trustee found that the companies were chaotic, lacked detailed records and had been mismanaged for a long time. Although Park Seed and J & P were separate legal entities, the trustee said that their affairs had become so mixed it was impossible to separate them. The bankruptcy court, finding that their affairs were "hopelessly entangled", consolidated the companies for sale. The combined companies

were sold at auction for \$12.8 million on August 23, 2010.

The winning bidder was "J & P Park Acquisitions", a company owned by Blackstreet Capital. "J & P Park Acquisitions" should not be confused with "J & P Acquisition", the entity that the Hachenbergers used to acquire Jackson & Perkins. Blackstreet also agreed to keep the company in South Carolina for at least three years. Park Seeds' acres of trial gardens bring thousands of visitors to the company's headquarters and are the centerpieces of the South Carolina Festival of Flowers each June.

Blackstreet Capital appears to be a turn-around specialist. According to its website, "Blackstreet focuses on control buyouts of under-performing corporate orphans with \$25-\$150 million of revenue, primarily located in the eastern half of the United States." With respect to J & P Park Acquisitions ("JPPA") the web site says that the Park Seed, Wayside Gardens, and Jackson & Perkins brands now owned by JPPA "have a strong heritage and are very well known in the horticultural industry. In receiving the necessary capital and financial and operational oversight, JPPA believes it is well positioned to grow and continue to provide its customers with the highest quality products."

Weeks Wholesale Rose Grower

Weeks Wholesale Rose Grower is owned by International Garden Products ("IGP"), a holding company. IGP was formed in 1996 and in the following two years acquired several companies in the horticulture industry. Currently, Weeks and Iseli Nurseries are IGP's only operating companies.

IGP and its subsidiaries filed a Chapter 11 bankruptcy in Delaware on October 4, 2010. According to documents filed with the court, two of the contributing factors were the recession and the J & P bankruptcy.

Iseli Nurseries produces high quality conifers and Japanese Maples for independent garden centers and landscapers throughout the United States, making its sales highly dependent on the housing market. Iseli had gross revenues of \$23.2 million in 2008, \$17.6 million in 2009, and was estimated to have gross revenues of \$15.0 million in 2010, a decrease of 35% in two years. Weeks had gross revenues of \$14.6 million in 2008 and 11.5 million in 2009. Weeks' revenues were estimated to increase to \$13.3 million in 2010.

In 2007, when J & P appeared to be a financially sound business, Weeks contracted with J & P to produce rose plants for delivery to J & P in December 2009. However, due to its financial problems J & P was unable to take delivery, resulting in a \$1.7 million dollar loss to Weeks. This may have distorted Weeks' sales figures for 2009 and 2010, decreasing sales in 2009 and increasing sales in 2010 if Weeks attempted to sell the plants that J & P had been unable to accept.

What Next?

So what does the future hold for these companies? Both companies filed under Chapter 11 of the bankruptcy law, which gives a troubled business an opportunity to put its house in order and continue to operate. Although many companies do not survive a Chapter 11 filing, some do. Bankrupt airlines keep flying; General Motors and Chrysler continue to make cars; Muzak persists in annoying us with elevator music; and, despite multiple bankruptcies, Donald Trump's operations keep on going like the Energizer bunny.

Park Seed/Wayside Gardens/J & P are now combined under a new owner, which claims to have the necessary capital and the managerial and financial expertise to convert the combined companies into a profitable enterprise. All three web sites are up and running. But it faces the formidable task of repairing relations with its suppliers and customers. David Austin has terminated its license agreements with J & P (and with all other nurseries). Wayside Gardens introduced and popularized Austin roses in the United States. Park Seed owned the U.S. trademarks for about eighteen of the early Austin introductions, including Mary Rose, Graham Thomas, and Fair Bianca. These trademarks were transferred to David Austin Roses in 1998. Keith Zary, who hybridized about a dozen AARS winners for J & P including 'Gemini' and this year's winner 'Walking in Sunshine', is now with Gardens Alive in Tipp City, Ohio. He heads their R&D department, working with a variety of ornamentals and fruit.

Apparently, the new owners of J & P feel that hanging out an "Under New Ownership" sign would do more harm than good. The only indication of the new ownership I could find on the websites was in the copyright notice in the fine print at the bottom of the home page, which indicates that

the copyright is owned by "J & P Park Acquisitions, Inc." The choice of names for the new entity may be unfortunate because it is easily confused with "J & P Acquisition", the name of the former owner.

The Weeks filing is more recent. IGP has until February 1, 2011, to file a reorganization plan. On December 29, 2010, IGP requested an extension and stated that it was "currently engaged in the process of marketing their assets and businesses for sale to potential purchasers" and that it expected "the marketing process to be substantially completed by early April 2011." It appears that Weeks is for sale and is being shown to potential buyers. So stay tuned. Weeks may have a new owner by the time you read this. If you want to follow along, all the documents filed with the court can be viewed at: <http://www.gcginc.com/cases/igp/maincase.php>.

On a positive note, Weeks and Star Roses were able to negotiate a settlement of all outstanding issues between them. The settlement was approved by the bankruptcy court on December 15, 2010. Had this agreement not been reached and approved by the bankruptcy court, the Weeks bankruptcy could have damaged Star's financial position just as J & P bankruptcy helped to undermine Weeks' financial position.

Summary

J & P and Weeks haven't gone out of business. J & P is under new ownership. By April, Weeks could have a new owner. What changes the new owners will make to restore these companies to profitability and what effect this will have on the availability of rose plants and new rose varieties remains to be seen.

Deer Repellant

I found the following article about a new deer repellant and wanted to share it with our membership. I haven't tried it so if anyone does try it; please let me know how it works for you. **Gus Banks**

"No More Deer Buffet Table"

When it comes to landscaping, I run the show here at Cabrini College in Pennsylvania. Our campus is situated in a 112-acre forest setting and in early spring, you can practically see the deer waiting with a fork, knife and bib to feast on the new plantings. Last year we took action. My grounds foreman, Andrew Beck, took great care to plant pansies this past March at each of our entrances. Immediately after planting the flowers were sprayed **Plantskydd** deer repellent thoroughly around the perimeter of the bed and lightly coated the pansies as well. Not one flower was eaten after we sprayed. If we hadn't sprayed, we would have lost thousands of dollars in manpower and plantings. I highly recommend **Plantskydd**. **Gus Feudale, Field Editor**

Editor's Note: This stuff is made from cow or pig blood, vegetable oil and water. Gross, maybe, but at least it's natural. A 1-qt. spray bottle, which will handle 100 plants, is \$22, and a 1.32-gallon jug is \$55. Go to plantskydd.com (800-252-6051) to order directly or to find retailers.



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PENN JERSEY DISTRICT OFFICERS AND STAFF

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