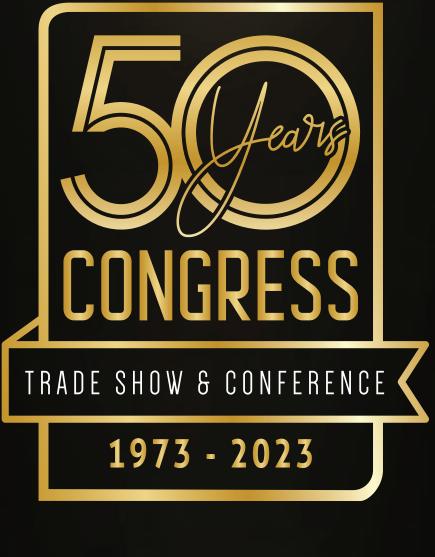
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SHOW GUIDE January 10-12, 2023



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Welcome



Cheers to 50 years!

In 1973, the first Congress was held at Toronto's Skyline Hotel. The event was a catalyst for uniting the Ontario Nursery Trades Association, the Ontario Landscape Contractors Association, and the Ontario Garden Maintenance Landscape Association to form Landscape Ontario Horticultural Trades Association (LO). LO — which also celebrates its golden, 50th anniversary in 2023 — has grown to become one of the strongest and most vibrant horticultural trade associations in the world.

That's what Congress is all about: joining together to learn,

network, do business and have a lot of fun. By coming together, we make the profession stronger. Here are some of my favourite things about Congress:

Congress is an annual homecoming for landscape professionals and the best part is connecting with friends, colleagues and suppliers. It's a chance to share ideas about business challenges and opportunities, and have a little fun, too. It's the perfect way to kick off a new year.

With over 400 exhibitors covering more than eight acres, Congress is a one-stop-shop for the latest equipment, tools, materials and supplies; everything you need to take your business to the next level. New products have always been a show highlight.

Exhibitor listings and the map are included here to make it easy for you to find what you're looking for. Check out the digital floor plan with your smartphone for even more features. The "find a booth" function even provides directions to a booth to make finding your way around the show a breeze.

The Congress Conference program is absolutely stacked with fantastic speakers covering a wide range of business management, horticultural, and special interest topics. See the full list of sessions on page 24.

Don't miss the free education LIVE on the trade show floor from leading hardscape, horticulture and vehicle safety experts. Sessions run daily, so be sure to make time to pick up tips and learn about new equipment and products.

Last but not least, we are excited to announce the return of the popular Ale Trail. Enjoy free beer samples at select exhibitors throughout Congress.

See you on the show floor!

Terry Childs Chair, LO Show Committee

4 CONGRESS 2023 SHOW GUIDE

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Show Information

REGISTRATION INFORMATION

Attendees must wear badges at all times while on the trade show floor. Receipts are printed on the badge stub; retain for your records.

LOCATION

Toronto Congress Centre: 650 Dixon Rd., Toronto, ON, Canada M9W 1J1 Easy access to Pearson International Airport and major highways — all amenities including hotels, restaurants and shopping.

SHOW PRODUCERS

Congress is produced by Landscape Ontario Horticultural Trades Association. Comprised of over 3,300 members, 10 sector groups and nine local chapters, its mission is to promote the landscape and horticulture profession in Ontario, including the many joys and benefits of green spaces.

FREE Parking

Conveniently located directly east and west of the exhibit halls.

First Aid - Hall D

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Food and Restaurants

Courtyard Café and Sketch Wide offer a selection of meals prepared on the premises for your dining enjoyment.

Security - Hall D

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Show Office

Event staff are available during show hours at the Show Office — 1800 aisle of Hall F.





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Heather MacRae **Director of Trade Shows & Events**

Keri Maclvor **Exhibit and Event Sales Specialist**

Meagan Sheehan **Conference & Event Specialist**

Greg Sumsion Account Manager

Liz Lant **Business Development Representative**

Congress is produced by:

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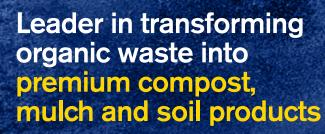
Landscape Ontario Horticultural Trades Association 7856 Fifth Line South Milton, Ont. L9T 2X8 Tel: 905-875-1805 • 1-800-265-5656 horttrades.com

See page 80 for a full list of Show Committee members and Assocation staff.

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Navigating around the trade show?

Let your smartphone be your guide!

The online Congress interactive floor plan has a number of very helpful features to help you navigate the many aisles and feature areas of the multi-hall venue.

Scan the QR code to visit **locongress.com/fp** to:

- **Search** for exhibitors by all or part of their company name, category, or by booth number.
- Get walking directions from where you are to where you want to go.
- View Exhibitor Profiles that may include: company description, videos, photos, and social media links.

Search for show features, such as the Live Stage.



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Show Features/Events



Virtual IPM Symposium. A respected event since 1965, attendees can earn 6 CECs and ISA CECUs. Jan. 5



A full-day event by LO's Landscape Designer Sector Group with Recognition of the OALA. Delta Hotel, Jan. 9



Kickoff event for owners and upper managers to tackle real world issues head-on. **Delta Hotel, Jan. 9**



LO Awards of Excellence Ceremony. See winners announced live. Ticketed event. **Delta Hotel, Jan. 10 at 5 PM**



Meet your peers during an evening of entertainment. Free with trade show badge. **Delta Hotel, Jan. 10 at 8:30 PM**

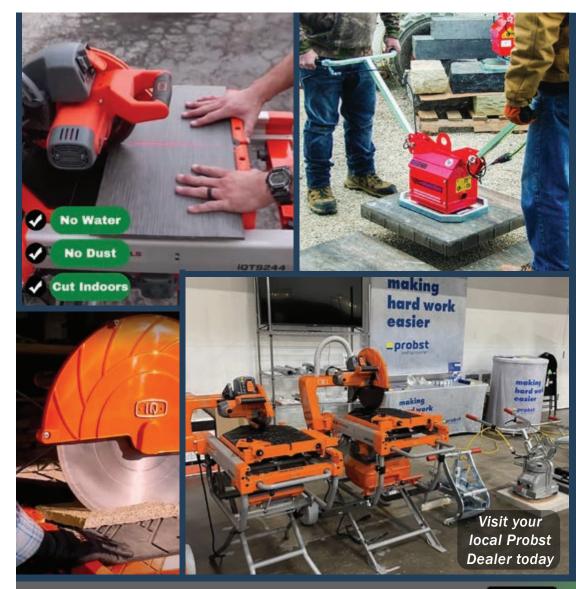


Landscape Ontario AGM. All members welcome. Breakfast at 7 a.m., meeting at 8 a.m. Delta Hotel, Jan. 11



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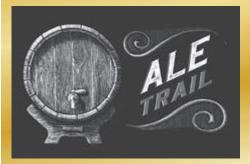
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Show Features/Events



Beverage stations with free craft beer are located throughout the exhibit hall. Try one or all. See page 81



Visit these exhibitors that have the latest equipment, tools, technology, plants and more. See pages 72-77



Hear experienced industry pros share tips and tricks on a wide variety of topics in Hall F. See page 28



Access over 20 experts and 36+ hours of educational sessions on a wide variety of topics. See page 30



Need a break, somewhere to chat, charge your phone or check email? Free WiFi and seating. Hall F



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LIVE! Stage Schedule

Located at the top of Hall F

TUESDAY, JANUARY 10, 2023

9:30-10:30	HardscapeLIVE! Interlock Basics Using ICPI Standards Terry Childs, CHT, Nature's Way Landscaping
10:45-11:45	GreenLIVE! Restoring Soil With Microbes Colleen Dempster, MSc, Shady Lane Expert Tree Care
12:00-1:00	DriveLIVE! Safe Vehicle Refresher Demo Tri-Shield Consulting / Halton Regional Police Services
1:30-2:30	Why Hire a Certified Landscape Designer or Landscape Architect for Your Next Project Beth Edney, CLD, CFID, Designs By The Yard and Haig Seferian, CLD, OALA, CSLA, FASLA, Seferian Design Group
2:45-3:45	GreenLIVE! Grey to Green: The Urban Battleground Steve Robinson, City of Burlington

WEDNESDAY, JANUARY 11, 2023

9:30-10:30	Snow and Ice Sector: How Much is Enough? (Panel Discussion)
10:45-11:45	GreenLIVE! Grey to Green: The Urban Battleground Steve Robinson, City of Burlington
12:00-1:00	DriveLIVE! Safe Vehicle Refresher Demo Tri-Shield Consulting / Halton Regional Police Services
1:30-2:30	HardscapeLIVE! Interlock Basics Using ICPI Standards Terry Childs, CHT, Nature's Way Landscaping

2:45-3:45 **GreenLIVE! Restoring Soil With Microbes** Colleen Dempster, MSc, Shady Lane Expert Tree Care

THURSDAY, JANUARY 12, 2023

9:30-10:30	HardscapeLIVE! Interlock Basics Using ICPI Standards	
	Terry Childs, CHT, Nature's Way Landscaping	
10.15 11.15	Green IVEL Grey to Green, The Urban Battleground	

- 10:45-11:45 GreenLIVE! Grey to Green: The Urban Battleground Steve Robinson, City of Burlington
- 12:00-1:00 DriveLIVE! Safe Vehicle Refresher Demo Tri-Shield Consulting / Halton Regional Police Services
- 1:30-2:30 Why Hire a Certified Landscape Designer or Landscape Architect for Your Next Project Both Ednoy, CLD, CELD, Designs, By The Yard and

Beth Edney, CLD, CFID, Designs By The Yard and Haig Seferian, CLD, OALA, CSLA, FASLA, Seferian Design Group

2:45-3:45 **GreenLIVE! Spruce Up Your Diagnostic Skills!** Jen Llewellyn-Anderson, BSc, MSc, Certified Arborist, Green Bird Horticultural and Linda Hawkins, Shady Lane Expert Tree Care

Ask the **EXPERT**

Pros will be available to answer additional questions at the 'Ask a Pro' table after each session.



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TUESDAY, JANUARY 10, 2023

- 9:00-10:00 Fungi: Friend and Foe Kyle McLoughlin, BA, BCMA, Ironwood Arboricultural Solutions Inc. TEAM is a Four Letter Word - Jacki Hart, CLM, Consulting by Hart Funding, Programs and Tax Incentives for Your Business Peter Guinane, Oriole Landscaping
- 10:30-11:30 Natural Swim Pools Derek J Lippert, CLP, Quiet Nature Ltd. Growth on Purpose - Vanessa McQuade & Robert Murray, Intrigue Media How to Capitalize on the New Nature Movement Carol Pasternak, MBA, LLB, Monarch Crusader

WEDNESDAY, JANUARY 11, 2023

- 9:00-10:00 Advanced Maintenance Techniques Brad Paton, BA, CLT, Shades of Summer Landscaping Finding Your Niche - Peter Vanderley, CLP, CIM, BA, Vanderley Landscaping and Jacki Hart, CLM, Consulting by Hart Building Powerful Business Relationships Alyssa "Twist" Light, The Profitable Innovator
- 10:30-11:30 Highlights of the 2022 Trial Gardens Rodger Tschanz, MSc, University of Guelph Dept. of Plant Agriculture The Ultimate Guide to Hiring Rockstar Teams Mark Bradley, Landscape Management Network Chasing Growth Without Systems Derek J Lippert, CLP, Quiet Nature Ltd.

THURSDAY, JANUARY 12, 2023

9:00-10:00 Spoiled for Choice: Inspiring Plants for Challenging Sites
 Jen Llewellyn-Anderson, BsC, MSc, Certified Arborist,
 Green Bird Horticultural and Sean Fox, BSc, Certified Arborist, Foxwood
 Botanical Consulting
 Selling Your Business or Buying One - What Do You Need to Know?
 Greg Clarke CPA, CA, SB Partners
 Garden World - Stefan Weber, PhD, Ontario Plant Restoration Alliance

 10:30-11:30 Photogrammetry in the Landscape Industry - Jose Haig, BES, MSC, CUE,
 Groundwater Environmental Management Services

Creating an Inclusive Organization: You Reap What You Sow Lisa Langley, MEd, Organizational Development Consultant

Sustainable Tourism Management on the Niagara River Corridor Steve Barnhart, MLA, OALA, Niagara Parks



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Exhibitor List (As of Dec. 1, 2022)

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A.M.A. Horticulture Inc Booth 2417 www.amahort.com / ellepots.com

ABTECH Booth 2828

ACO Systems, Ltd Booth 2303

Acti-Sol Booth 2130 www.acti-sol.ca

Action trailers Booth 2656 www.actiontrailers.ca

AirlQ Inc Booth 2165

Al-Mar Vinyl / Aluminum Products Booth 2915 almarvinyl.ca

ALCLI Distributors Inc Booth 2343 alcli.ca

Alliance Agri-Turf Inc Booth 2120

Alliance Designer Products Booth 1453 www.alliancegator.com

Alliance Outdoor Lighting Booth 1952 www.allianceoutdoorlighting.com

Almita Piling Booth 2813 www.almita.com Aluminum Pergola Booth 2270 www.aluminumpergola.ca

Amazon Railings Booth 2230

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Azek Building Products Inc Booth 1332 www.timbertech.com

Bahco Tools Inc (Williams Industrial) Booth 2150

Bakker (JC) & Sons Ltd Booth 2542 www.jcbakker.com

Balsam Promotions Booth 750 www.balsampromotions.com

Banas Stones Inc Booth 1850 www.banasstones.com

Bannerman Ltd Booth 1336

Bartell Global Booth 1433

Bauman Manufacturing Booth 1561 www.baumanmfg.com

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Big Star Lights Booth 1438

Bik Boom Trucks - Hydraulics Ltd Booth 1910

Blue Sky Nursery Ltd Booth 2427

Bluewater Trailer Sales Ltd Booth 1610 bluewatertrailers.ca

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Brickstop Corporation Booth 1767 grabo.com

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Britespan Building Systems of Ontario Booth 1755 www.britespanbuildings.com

Brouwer Kesmac Booth 1661

Brown's Concrete Products Limited Booth 1735 www.brownsconcrete.com

Bum Contract Furniture Ltd Booth 2506 bumcontractfurniture.com

Calhoun Building Systems of Ontario Booth 1539 www.calhounontario.ca

Canada Clean Diesel Booth 1665

Canada Power Technology - CPT Booth 552

Canadian Scale Company Limited Booth 2256

Cansel Survey Booth 3006 www.cansel.ca Cardinal Distribution Inc Booth 532

Case IH Dealers Booth 1380

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Celer International Inc Booth 638 celerinternational.com

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City Of Toronto, Parks, Forestry & Recreation Booth 2919

CJ Blower Truck Services Booth 1271 www.cjblowers.com



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Eastern Farm Machinery Ltd Booth 1484

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Fairfield Tree Nurseries Inc Booth 2142

Felco - Pygar Sales Canada Ltd Booth 2460 www.felco.com

FenceSource - Fence, Deck & Rail Booth 1650 www.fencesource.ca

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General Motors of Canada Booth 2650

General Seed Company Booth 2212

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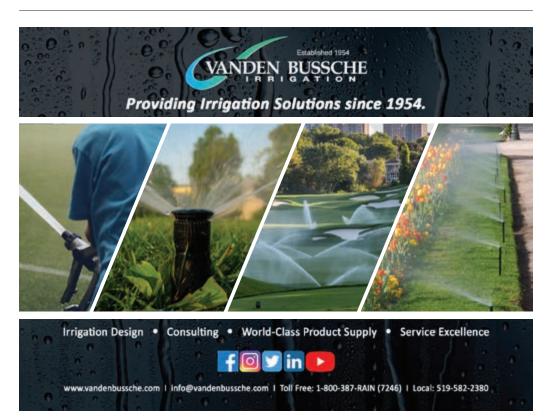
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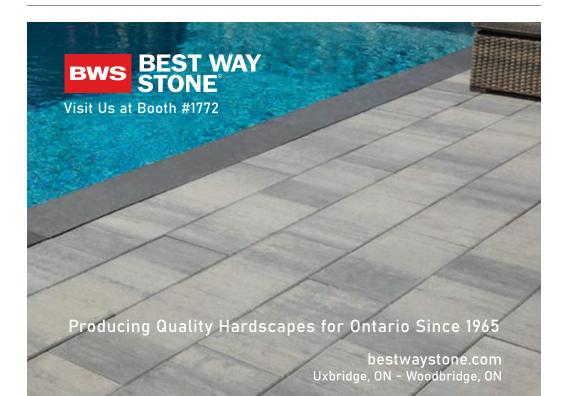
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Congress Memories

Having attended every Congress since 1975, Tony DiGiovanni has a lot of memories from the trade show floor. Retired from his role as executive director of Landscape Ontario, he has no plans to break that streak.

What's the first thing that comes to mind when I say LO Congress?

It's actually the beginning of my career. I've been going to Congress since 1975, and I have not missed a single one. Back in '75, I was a student at Humber College in the landscape

technology program. Our class was tasked with building a student garden. So that was my first experience with LO and Congress. We all got together and, you know, we had to work hard to build this wonderful garden.

It was really intense and it was a lot of fun. And I still remember it. From nothing, from an empty hall we built a beautiful garden and everybody just loved it. So that's what I remember. You know, when you say Congress, it takes me back right to the very beginning of my career in horticulture.

The other thing I remember really clearly



was a presentation by LO's first president Glenn Peister. Back then, my dream was to be a musician. I had taken a year off to pursue music with a band, but unfortunately it didn't work out. So I decided to go back to school, and I chose landscaping by chance.

My girlfriend's father, who would become my father-in-law, happened to be a salesperson for Ball Horticulture. I noticed the pretty catalogues in the back seat of his Chevy Impala. And honestly, that was one of the reasons I decided to give the

course with plants a shot. The plants in the catalogue were pretty, and they looked cool.

So I enrolled in the landscape tech program at Humber, but I really didn't know much about the industry. I wasn't sure if there really was a future career for me in it. I wasn't sure if I could make a living. And to be honest, my father thought I was crazy. He didn't understand how he could bring his family all this way — from Italy — to work in the garden. He thought I was nuts. And I became apprehensive. I didn't know if it was right for me. But the student day at

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Congress was a turning point in my career.

Congress had a student day when horticulture and landscaping students could visit the show for free. Part of the event was a presentation by Glenn Peister in the theatre at the Sheraton Centre in Toronto where Congress was held. Glenn talked to a room full of students telling us that there was life after school, that there was a career waiting for us, and that it was an important career that did important things. He spoke with such enthusiasm; I still remember it.

Why is Congress important?

Congress is community building accelerated. And that's what LO is really all about. I've used this phrase for a long time, because I truly believe it. LO is a community for mutual benefit and improvement.

And it's not just about business, although of course it is an important aspect of LO and Congress. But it's the social connections. The personal relationships. I'm excited for the show every single year because it's like a homecoming for our profession. You get to see the whole trade together under one roof. And the scale of it, the amount of people, all of the different exhibitors, is so impressive. It's community building on steroids.

At the end of the day, Congress is a market. And markets have been around since time started. And you need markets for exchange. Markets create prosperity. Trade is important. What you have is a whole bunch of exhibitors and a whole bunch of their clients that are interdependent. And at an event like Congress, you find out what's new. What new equipment is available. What new products are coming out. These are things that can help you do what you do even better than you did before.

Learning is such a big part of it, too. There's a ton of learning that goes on and it happens in different ways. It happens formally through the conference program. I can still remember so many speakers I've heard at the Congress Conference who have inspired me; who have taught me something I carried with me for years, whether it was something technical, or it was business related.

Then there is the social component. The meeting after the meeting. It's going out to lunch or dinner and developing relationships of trust. Having fun, making friends. It's bonding with your colleagues. Or an attendee bringing their staff as a way to show, 'hey, let's have some fun. Let's go as a team to see what's new and to meet with our suppliers.'

And something else I'd like to mention is how important the exhibitors are. They are really the people who make the show possible. And not only that, but their support of Congress has a huge impact on making it possible for Landscape Ontario to do all the work it does.

Hear the full story via the LO Podcast at landscapeontario.com/podcast.



Show Committee and LO Staff

Dedicated volunteers making a difference!

Landscape Ontario Congress would not be possible without the passion and dedication of the assocation's Show Committee. This group of Landscape Ontario member volunteers works directly with home office staff to ensure the show is a success each year. Their enthusiasm, creativity and hard work are vital to the prosperity of this annual event.

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