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Dear Reader,

It seems like just yesterday when I sat in front of my computer eagerly crafting the words to the intro for my first issue of PONDKEEPER Magazine. I wasn't sure if I would be able to assemble enough material to keep a bimonthly magazine going. That turned out to not ever be something to cause concern as there was always much more information than we could ever fit between the covers. That first issue was almost 14 years and 75 issues ago! As the line goes, "my how time flies!" As I turn over the reins to my longtime friend and industry comrade, Tom Graham, I can't help but reflect over the years, the friendships I have made and the way the industry has grown and changed.

I am confident that Tom and his team will bring a world of good to the magazine, now renamed Pond Biz, and to this industry and I can't wait to see what he does with it! I also can't wait to experience the magazine as a "reader" instead of a publisher. I'm sure it will be a much different experience.

I certainly will not be leaving this industry. My commitment is even stronger than ever. I plan to concentrate on PONDAPALOOZA National Pond Expo & Conference. I am sure it has the potential to grow and expand over the next few years and I want to give it all of my attention. My goal will be to get every single person involved in this industry to attend our annual event. I think it's important to the growth and professional development of our trade. Our industry, small as it is, remains very segmented. There are the retailers, the design/build professionals, the growers, the fish breeders/dealers, the manufacturers and the distributors. The industry has always had a large gap between the water gardeners and the Koi pond enthusiasts. I have always believed that by bringing all the factions together will only strengthen the industry as a whole. We have so much to learn from one another.

I wish Tom the best of luck with his new magazine, Pond Biz, and I am looking forward to working with him in this industry for many years to come.

Roseanne D. Conrad
Garden Pond Promotions, Inc.
Welcome to PondBiz Magazine. Our goal is to help this industry find new ways to share knowledge and experience, so every business can reach their own potential in the quest for excellence. I believe we all win if we work together.

You ask, "who is your competition?"

Every business has competitors. For many of us, we think of the pond dealer across town, or that site on the Internet as our biggest competitor. I would suggest you rethink that perspective a bit, and consider this. Isn't any business in this industry really competing for the same discretionary income that the travel industry is trying to attract? Are we not really competing with Nike, for that $90 our customer might spend on a pair of running shoes, or the outdoor living store trying to sell the new outdoor kitchen system.

We are also competing with the oil companies, as they drain cash out of our customer's pockets, who might otherwise have spent that money on a new koi or night blooming water lily. These competitors are a bigger threat to our businesses than that other dealer in town could ever be.

So what do we need to do? First we need to try to stop seeing each other as the enemy, and start supporting each other. As an industry, I believe we will all be best served if we can consider others in our small community as friends and partners, working together to lift each other up. Together we can all achieve greatness and fulfillment. We really do have more in common than our differences. We have all made the commitment to make our living in the garden pond business – around a product that brings great joy to those who add them to their yard. Ponds are a universal symbol of comfort and peace, achievement and serenity.

My vision for PondBiz Magazine is to be a force to bring the industry together in a common goal of sharing knowledge and passion. I see a great community of hard working, committed entrepreneurs, sometimes fractured by differing methods, but united in a vision. The vision of providing a bit of heaven, whatever its form, to as many homes and families as we possibly can, and supporting them in a long term relationship of trust and joy.

So I ask you this. Will you join me to share your wisdom with your fellow pond professionals? PondBiz Magazine is the conduit. You are the source and the recipient. We can all learn from each other if we are not afraid to share what we have learned the hard way, openly with each other. I have met with many of you already about this, and have commitments to get the ball rolling. Together we all get better at what we do, and the industry becomes stronger and more successful.

Let us hear what your dreams and visions, challenges and barriers are. Let us help solve your dilemmas so we can all grow and prosper together. We are here to serve. What can we do for you?
The Herons are Coming

by Eric Tripplett

We get dozens of phone calls each Fall, right around the end of September into early October to inquire about an unusually large bird hanging around their pond. After I break the news, you can only imagine the horror on the face of the person that has no idea the bird is actually there to hunt their fish!

Let me just give everyone a friendly warning right here and now. If you have not been visited by a Blue Heron, YET, consider yourself lucky. However, make no mistake about it, these birds are everywhere and when they are on the move, migrating, they just might pit stop at your pond for a little snack, your favorite Koi or fish!

Do yourself and your fish a favor and take a couple of precautions to detour these pesky predators. Do a tune-up on your Scarecrow motion sensor device and if you don't have one, install one ASAP. Other methods to deter the feathered fish-eating predator include:

• Putting a net over the pond
• Stringing piano wire above the pond
• Installing a patio-style cover
• Installing fish tunnels or caves for the fish in which to hide
• Putting a dog on patrol next to the pond 24 hours a day
• By designing bigger, deeper ponds
• And I have even heard contrary to my belief that the alligator decoy works wonders, even here in California!

It has been said that these birds do not tolerate each other, are extremely territorial and will not allow another Heron in close proximity. However, do not fall for; "A statue of a blue heron will keep the bird away," because I have reports of herons being romantically attracted to these heron statues. Seriously no joke, this is a TRUE STORY!
A Revealing Personal Experience in more ways than one!

Now, let me share with you one of my scariest personal pond keeper moments! Several years ago, my dogs awakened me just before dawn outside barking frantically. Instinct overtook me; I just knew I had to get to my pond and FAST!

I ran outside, in my skivvies no doubt, around the bend, approached my pond and there standing in the top shelf of my pond was this humongous, Great Blue Heron! My heart immediately sank. I waved my arms, yelling at the top of my lungs. I noticed that this “Spawn of Satan” himself had a wingspan of over six feet as he lifted off of the ground.

Freaked by this emotional visual, I spun around just in time to watch what I can only assume was The Spawn of Satan’s mate lift off from a low branch in my Deadora tree overhanging my pond. To add intensity to the already intense moment, the bird had to swoop in a downward motion, towards me, to navigate below the limbs of the tree as a part of its getaway plan! This heron solidified my doubt of the myth, that a statue of a heron will protect your fish from predation.

As you can only imagine, I dropped to my stomach in the cold wet dirt. Remember, in my skivvies! Oh you think that was funny do you? Just think what the early bird joggers thought! Yes, this pond is in my front yard.

Secrets to the Predators Success!

It may seem like these nasty waterfowl predators, for example, egrets, night herons and blue herons, have not bothered your fish all summer, but let me remind you that your water temperatures and fish metabolisms are at their peaks in the heat of summer!

You will find that as your water temperature cools in the fall, so will the metabolism of your fish, equaling slower reflex movements from your fish. This means your fish become much EASIER PREY for the Tyrannosaurus rex of the pond world!

I personally have had the most success keeping these pesky birds away with the use of a motion sensor sprinkler device called a Scarecrow. Be sure you have a working Scarecrow motion sensor for every 100 square feet of surface area in your water feature to deter predators from hunting your scaled pets that deliver so much tranquility to you year round.

Understand that by design the Blue Heron hunts fish that are camouflaged extremely well in natural ponds, lakes, rivers and streams with sometimes little to no visibility in the water! So you see why a small pond, with brightly colored fish, in crystal clear, two-foot deep water is like a dream meal for these birds.

You have to understand that as the Blue Heron flies over your home on the way to its local fishing hole and spies your pond; a smorgasbord is what crosses the bird's mind.

Make no mistake. The Blue Heron is a very successful and persistent predator that will literally wait at your water's edge, motionless, for hours on end, waiting for the perfect moment to strike. The bird even has a trick to lure your fish to the surface for easy pickins. Regurgitation!

That's right, the Blue Heron will often blow chunks into the water, luring your fish to come up for a tasty snack. The fish then will become the meal themselves!

The very latest breaking news I have on these crafty birds habits are hunting your ponds on the full moon cycle! These Pond Predatory birds are crepuscular by nature, which I have always thought meant that they were by your pond hunting at dawn and dusk! The actual meaning of crepuscular is active in the twilight! I now have on record a Great Blue Heron hunting in a Koi pond, right here in Redlands at 10:30 pm on the last full moon in September! SO BEWARE!

Neighborhood Pond Predator Watch

Consider starting a Pond Predator Neighborhood Watch Program with your pond buddies! One morning on my way to work I got a call from a fellow pond owner and he said frantically, "Hey Eric, a Blue Heron just left my place and he said he was heading for home!"

I spun around, quite possibly illegally, and broke several speed limits headed for home!

As I pulled into the driveway, I couldn't believe my eyes; the Great Blue Heron was standing right next to my pond and YES the motion sensor was OFF! As the bird took flight above the rooftops, I picked up the phone and called the next closest pond owner I knew in the wayward direction of the Heron's route!

Just remember, don't forget to install fresh nine-volt batteries to your Scarecrows on a monthly basis because these Feathered Pond Predators will make daily rounds to your water feature testing your consistency! The day that you forget to turn your sensor on, turn off the water source or your battery dies, the bird will be there to capitalize on your forgetfulness. Oh, and by the way, I know what some of you animals might be thinking, but trust me when I say, "Don't lay a finger on the bird!" The birds are protected and you could be fined $20,000.00 for harming this endangered species! So just stay sharp and out smart them!
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Dealer inquiries welcome.
The Lotus: Know It and Grow It was originally written as a booklet for the International Waterlily & Water Gardening Society (IWGS) in 2007. (In 2008 it was reprinted as a paperback book). We wrote about the lotus because of our love for Nelumbo and because we’ve spent incalculable hours answering questions about them. People ask about dividing the tubers, why their lotus won’t bloom, where the lotus position came from, and if it’s true that 2000 year old seeds grew successfully – inquiring minds wanted to know.

Our goal for the book was to create an informative yet beautiful resource for both lotus experts and admirers, packing as much as possible into 52 pages. We wrote about how to grow and care for the lotus, along with information about their great cultural and other significance. The Lotus was designed to engage people who want to look at pretty pictures, as well as those who want practical help.

We have been delighted with response to our book. Like the lotus plant, it has attracted viewers from all walks of life and all parts of the globe. (It will soon be available in Korean.) We have enjoyed showing off the lotus to current admirers while introducing it to those not yet captivated by its charms. The following excerpts from The Lotus: Know It and Grow It will teach you a bit about this amazing plant and give you a taste of the book. For more information please visit www.AboutTheLotus.com.

Botanical Background
All Lotuses are not Nelumbos

Throughout mythology and history the words describing waterlilies and lotuses have been used interchangeably. This is still the case in many foreign languages, where the words “waterlily” and “lotus” can mean either Nymphaea or Nelumbo, or both. The most common aquatic confusions are the “Blue Lotus” from Ancient Egypt that refers to the blue waterlily, Nymphaea caerulea; the “Egyptian Lotus” that is Nymphaea lotus, a white night bloomer; and the subgenus of Nymphaea called
Lotos. The precise use of lotus for aquatic plants designates the Nelumbo family, which includes two species and many hundreds of cultivars.

**Relationship of Lotuses to Waterlilies**

There are obvious visual differences between Nymphaea and Nelumbo: the leaf shape, seed pod formation, and overall stature. But some taxonomists had previously classified lotus as a waterlily, stirring up quite a bit of controversy. Recent DNA testing has supported that Nelumbo be placed in its own family, separate from Nymphaeaceae.

**The taxonomy for lotus is:**

- **Order**: Nymphaeales
- **Family**: Nelumbonaceae
- **Genus**: Nelumbo Adans.
- **Species**: Nelumbo lutea Willd.
- **Species**: Nelumbo nucifera Gaertn.
- **Cultivar example**: Nelumbo ‘Chawan Basu’

**Cultivation**

**Propagation from Seeds**

Viable lotus seeds are very hard, round, and smooth; N. nucifera are more oval than N. lutea. The infertile seeds will crumble under pressure or have wrinkles like raisins. The hard seed coating is composed of two layers; the outside is dark brown while the inside is light brown. The seed coating needs to be scarified in order for water to penetrate for germination. If only a few seeds are to be germinated a hard file or medium grade sandpaper and a pair of pliers will do. Otherwise a Dremel tool with a medium sanding bit comes in handy. Hold the seed firmly in the pliers and sand the outer coating enough to expose the lighter brown inner coating. Sanding to the cream color will cause damage to the cotyledon, which can expose the seed to fungal infection. (Note: When using a Dremel tool, the seeds become extremely hot. Take caution not to touch them until they have cooled.)

Once the seed coats have been broken, place the seeds in a glass jar of water in a warm sunny location. If the water becomes stagnant or cloudy, clean the jar and replace with warm clean water as necessary. In a day or two the normal swelling of the seeds will occur. According to Perry Slocum, the best time to germinate lotus seeds in North America is the first week of May and no later than the 10th. Although his information had no scientific standing, he swore by it. He noted the damping off of seedlings was much lower when germination occurred at that time of year. Generally speaking anytime in early spring is acceptable for seed germination.

**Landscape Uses**

**Container Gardening**

Nelumbo is equally happy in or out of the water garden. As long as the lotus' basic growing conditions are met, it can pop up amid perennials in the border garden in a buried stock tank or sit above the soil in an upscale or complementary pot. Lotus is suitable to any water-holding container, provided there is adequate depth and diameter for soil and a suitable water reservoir. The containers can be buried so the lotus appears to be growing at ground level, or they can be displayed above ground.

Above ground, any generously sized decorative pot that holds water will suffice. For non-waterproof containers, insert a pot that is waterproof. If the container is too tall and narrow the lotus may be planted in a plastic pot that is supported at a more appropriate depth. Lotuses grown in containers are low maintenance, versatile, charming, and often a stunning focal point on a deck, patio, or entryway.

**101 Other Uses**

**Research**

The lotus has amazed and baffled people for ages, so it is to be expected that science will try to unlock some of
the plant’s mysteries. Analyses have been done to discover and quantify all aspects of the Nelumbo, from its chemical compounds to its gaseous transmissions to the mathematical relationships of its seed pods to Japanese design. It is no surprise to learn that the lotus is considered one of the most widely researched plants. Here are a few examples of some studies and applications of the findings.

Lotus Effect®

The natural cleaning properties of lotus leaves enable Nelumbo to grow in muddy areas yet remain spotless. Botanists, chemists, and nanotechnologists have extensively studied this self-cleaning property. They determined that the microscope structure and surface chemistry keep the leaves from getting wet. They also allow droplets of water to envelop contaminants and roll them off the leaf, leaving behind a clean surface. This trait has been called the “lotus effect,” a name that has even been registered in some countries.

Material scientists have been hard at work imitating this structure so the self-cleaning property can be incorporated into products or onto their surfaces. Applications are as wide reaching as roof tiles, house paint, metal surfaces, glass greenhouse panels, and hospital or other garments. Some products are already on the market with work continuing to develop more. In times past, the lotus effect resulted in Nelumbo becoming a symbol for purity. Today it spurs technological breakthroughs and patents.

Cultural Traditions

Historically the Nelumbo has been at the root of spiritual beliefs in the East and West. The lotus has always held a symbolic importance according to folklore, legend, and early writings, especially in Hinduism and Buddhism. As a result, lotus blossoms embellish ancient relics, statuary, tombs, burial grounds, and temples of worship. This profound foundation has helped shape many ideas about the lotus in modern cultures.

Today Nelumbo’s cultural significance remains clearly evident as part of various belief systems and religious ceremonies. The deep rich history of lotus is imprinted and celebrated the world over. This plant is so highly regarded and cherished that it is used in or on virtually any object, from everyday household items to buildings. It continues to provide unwavering inspiration to worshipers and artists around the world.

“The lotus flower holds a special place for us because it symbolizes our struggle in this world. It is born in the still waters of the pond underneath the mud, and, when the time comes, it emerges. It grows out of the water and straight toward the sky, opening its petals in the rays of warm sunlight, revealing its beauty and sharing its fragrance with the world, leaving the mud far behind. Even its leaves are water resistant, as the flower reaches toward the sky, somehow existing as a part of its environment, and separate from it at the same time.” The Buu Mon Buddhist Temple on the significance of lotus in Buddhism

About the Authors

Paula Biles was diagnosed at an early age with CPO (chronic plant obsession) and after graduate school the condition became severe. The constant compulsion to have growing leaves and muddy hands led to an obvious treatment -- water gardening.

Her therapy involved a steady dose of teaching and writing about water gardens and aquatics. Rehabilitation was slow at first, but before long she was lecturing, her articles and photographs were published, plus she was speaking before local and national groups -- the perfect remedy for this affliction.

The last components of her successful treatment were to establish a local pond club, work as managing editor of Pondkeeper Magazine (now Pond Biz Magazine), and serve as executive director of the International Waterlily & Water Gardening Society (IWGS), then travel to the Amazon and Thailand.

Paula is married and lives in Bradenton, Florida, where thanks to water gardening, her disease is now in remission.

On a more formal note, Paula belongs to the Garden Writers Association and has been a regular columnist for numerous hobbyist and trade magazines, including KOI USA,
The Bahá’í House of Worship in New Delhi replicates a half-open lotus blossom. [Jeremy Feig]

Changes in the size and color of the leaves often indicate the need for fertilizer. [Paula Biles]

The lotus bud promises great things and is widely represented in art, architecture, and sculpture. [Paula Biles]

The authors can be reached at pods@AboutTheLotus.com or through K & P Projects’ website - 1www.AboutTheLotus.com

Ponds & Gardens, Nursery Retailer, and Garden Center. Her articles and photographs have appeared countless times in water garden magazines, newspapers, books, and online.

As a child, Kelly Billing was inspired to garden by her mother, who taught her plant identification during long walks in the woods. This love of nature and captivation with plants and flowers has remained a constant in her life, and now she is instilling it in her own children.

Edible plants and those with a history are of particular interest. Lotus is her favorite since it is one of the world’s most researched plants and its magical wonder has yet to be fully discovered.

Kelly has worked for over twenty years as the Nursery Manager for Maryland Aquatic Nurseries, Inc. (Jarrettsville, MD). She is co-author of the Water Gardener’s Bible (Rodale, 2008) and a regular columnist for Pond & Garden Lifestyle (now Pond Biz Magazine). She also writes for other water gardening publications.

Kelly speaks often to nursery associations, horticultural societies, garden centers, and garden clubs. She is passionate about the water gardening industry and enjoys sharing her knowledge, especially with children.

Some of the many awards Kelly has won include the 2000 Honor Award for serving as a Director on the Maryland Nurserymen’s Association Board, the 2002 Frog Award from the Garden Pond Promotional Alliance, and the IWGS 2004 Certificate of Appreciation for her efforts on the collection and dissemination of invasive aquatic plant information.

The lotus bud promises great things and is widely represented in art, architecture, and sculpture. [Paula Biles]

The authors can be reached at pods@AboutTheLotus.com or through K & P Projects’ website - 1www.AboutTheLotus.com
Do you enjoy watching birds, or a butterfly garden perhaps? Do you relax at the sound of a frog’s summer song? Maybe a couple of cotton-tailed rabbits come into your yard each evening. Whatever your pleasure or the pleasure of your customers, each of nature’s most watchable wildlife friends have very different water requirements. Some may prefer shallow water while others may like deeper water or slow moving water versus fast water. Even a well placed rock that collects stray droplets from a waterfall’s splash; that leaves no more than a wet spot; can attract many species of butterflies looking for a little moisture to satisfy their water requirements.

It has long been known that water features attract many things and wildlife is no exception. Most everyone with an existing water feature or anyone wishing they had a water feature, tend to enjoy the natural world around us. After all, water and wildlife just belong together.

Proper quality component selection, harmonious design balance, element orientation and specialized installation techniques can give an overall naturalistic appearance as well as provide resting spots for dragonflies or frogs, perches for song birds or butterflies and sentry posts for the guardians of your pond system, making your clients backyard paradise a safe haven for indigenous wildlife species.

I recognized this connection early on in my career as a water feature contractor and began to use this information to my advantage. One of the first advancements I accomplished with this information was within the realm of advertising. I began to market my abilities to design and install truly natural appearing water features through organizations and facilities that catered to nature minded clientele.

Bird watching organizations like the Audubon Society and retail shops like Wild Birds Unlimited became major sources of income. Even groups that cater to sportsmen provided excellent leads and referrals for some of my largest projects.

The greatest relationship I ever forged; however; was when I literally stumbled across a little known program; still in it’s infancy; being sponsored by one of the largest wildlife conservation organizations in the world with more than six million members world wide. The ‘Wildlife Habitat Program’ organized by the National Wildlife Federation was probably the most incredible program I have implemented into my water feature business.
This program allows absolutely anyone to ‘certify’ their privately owned property as an ‘official’ wildlife refuge and sanctuary after meeting four essential wildlife survivability requirements. Provide food, water, shelter and nesting sites for local indigenous wildlife and a homeowner or commercial property owner can establish their own wildlife habitat.

I immediately began utilizing this program as an innovative customer service tool for my business. Unknown to my clients, I would establish a level of interest in the wildlife found in the area while discussing available options for the water feature in their backyard paradise. It is not difficult to determine a client’s likeability factor toward wildlife and nature with a few simple questions dispersed throughout your interview with them while discussing their upcoming water feature installation project. After completing the installation of their water feature, I would fill out and submit the application for certification to the National Wildlife Federation for approval; with a request that the ‘suitable for framing’ certificate would be sent directly to me and not to the address of the property on the application.

This allowed me; still unknown to my clients; to receive the certificate after three or four weeks of application processing and shipping time and get the certificate attractively framed. Once framed, I would call and arrange for an unscheduled visit to follow-up and check on the status of the client’s water feature. Most clients; with their first water feature; will not be able to absorb every piece of information you left them with. So after three or four weeks of ownership they have remembered some, learned a little and most certainly have a lot of questions. This is a prime opportunity to provide some great customer service. That in itself is a good service call but I have brought more! I have brought with me a free gift, a beautifully framed and attractively designed certificate that establishes and designates my client’s home as a special place, a safe haven for the wild creatures they enjoy in the backyard they are so proud of. A free follow-up visit and a free gift, gains you a customer for life.

You cannot buy this kind of customer loyalty, or can you? For around twenty dollars, (NWF certification application fee and the frame), you too can contact the National Wildlife Federation at www.nwf.org and start your own customer loyalty policy. This program has gained so much popularity, growing and expanding to a level that has evolved into the current Wildlife Habitat Program that boosts more than 100,000 participants throughout the United States. A recent alliance formed between the National Wildlife Federation and Savio Engineering has made this program even more accessible to water feature enthusiasts as the certification packets are now available inside each of Savio’s six Pond and PondFree Kits. The certification packets contain all of the information you will need to provide each of the required elements necessary to the survival of your favorite backyard friends.

Rick Bartel; a twenty year experienced veteran water feature contractor; is the current administrator and primary instructor for the Savio Water Feature Institute whose industry wide popularity of advanced educational seminars has literally redefined the water feature installation industry.
In Memorium

Hiroji Sakai
by Joel Burkard, Pan Intercorp

August 26, 2008

In the early hours of this morning of August 26, 2008, the koi world lost its most dynamic and pioneering koi breeder with the passing of Hiroji Sakai, President of Sakai Fish Farms of Hiroshima.

Together with his younger brother Yoshimichi and son Kentaro, Hiroji revolutionized koi breeding in Japan and brought koi breeding and rearing standards to an unprecedented level, resulting in Sakai bred koi taking Grand Champion 5 times out of the last 8 All Japan Koi Shows.

Hiroji Sakai brought the love of koi to thousands throughout Japan and around the world, and will be dearly missed by those of us who had the honor of knowing him as we did, a loving grandfather, father, husband, and an unparalleled koi breeder with a true love of Nishikigoi.

Hiroji Sakai’s legacy lives on in the Nishikigoi bloodlines that he created and cherished, and in the thousands of lives that he touched with his smile.

Dr. Robert "Kirk" Strawn

DELAND-Dr. Robert "Kirk" Strawn, 86, of Lake Ruby Drive in Deland passed away peacefully June 9, 2008, at the West Volusia Hospice Care Center.

Born in Deland on May 26, 1922 at the old Deland Hospital, Dr. Strawn grew up in the citrus groves and cattle pastures of his family’s farm. After service with the U.S. Public Health Service and Navy Seabees during WW II, he earned B.S. and M.S. degrees from the University of Florida, and a Ph.D. in Zoology from the University of Texas. Forty years later, after retiring from his extensive academic career, he attained prominence in the international water lily community for his pioneering hybridization work. In his last years, he moved back to Deland to live in the loving care of his family.

Dr. Strawn’s distinguished academic career spanned four decades. While holding faculty positions at Southwestern University at Georgetown, Lamar University, University of Arkansas, and Texas A&M University, he published over 75 scholarly papers in 20 journals, and chaired the committees of 73 master’s and 31 Ph.D. students. At Texas A&M University in College Station, he was Professor Emeritus in the Department of Wildlife and Fisheries, and he was also a fellow of the Texas Academy of Science and a Fellow of the American Association for the Advancement of Science. As a research scientist, he published papers on the temperature tolerance of various fish and crustaceans, seahorse husbandry, mudminnow hatching physiology, and many other topics. His research and commitment to mentorship made him a leader in both academic and commercial areas of aquaculture.

During retirement, Dr. Strawn became a leader in the international water lily community and forged a living legacy by unlocking secrets of water lily hybridization. As one of the founders of the International Water Lily Society, he served on the board and was elected to the second presidency in 1991. His wholesale nursery, Strawn Water Gardens, shipped tens of thousands of water lily plants around the world. With an uncanny ability and a fascination for tackling research questions, he took on the task of how to hybridize hardy water lilies. In 1981, he produced his first unique water lily variety and named it Charlene Strawn, after his wife. Today, over 50 varieties of his breathtakingly vibrant water lilies are grown around the world. A tribute to Kirk written by one of his graduate students stated: “All those who know Kirk Strawn acknowledge his deep love for humanity, nature and understanding, his kindness and utter honesty, his willingness to help wherever there is need. This is a man totally devoid of selfishness, jealousy, grudges, and hidden agendas. We are all the better for his having worked among us.”

Dr. Strawn is survived by his wife, Charlene Delores Stevenson Strawn, who lovingly cared for him during his long illness: three sons, Terry Charles Strawn of Austin, Texas; Steven Kirk Strawn and wife, Laura of Deland; and Robert David Strawn and wife, Gari of College Station, Texas. He is also survived by seven grandchildren: Devon Lyn Strawn and wife, Christine of Seattle, Washington; Nathaniel Kirk Strawn of Greenbelt, Maryland; David Kirk Strawn of Austin, Texas; Julia Stevenson Strawn and Emily Belle Strawn of Deland, and Taylor Strawn and Natalie Strawn of College Station, Texas. He is also survived by two brothers, John R. Strawn of DeLeon Springs and David U. Strawn of Deland, Fla; cousins, Sylvia Strawn Crump, Marilyn Strawn Tankersley, and Joel Strawn, and numerous other cousins and relatives.

The family wishes to extend heartfelt thanks to Dr. Strawn’s home caregivers, Mary Caperilla and Melissa Lewis, and the wonderful staff of West Volusia Hospice which allowed him to stay at home.
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The Use of Water in Pond Maintenance

by David Curtright

Given the current situation regarding water usage in much of the country, the fact that we engage in a pursuit that frequently involves the use of large amounts of water means that we need to be especially aware that our use of water is an extremely important issue in our modern, warmed-up world. I know that this is less a problem in some areas than in others. The pond owner in Iowa, or Louisiana, for instance, has completely different issues to consider than the pond owner in southern California or Nevada. Two of them get washed out every summer by rain-swollen rivers, or worse, while there are times when the others would be happy for a mere cloud in the sky. A 1” rain in the Midwest soaks into the ground, joining the last 1” storm, and feeds the streams and rivers for weeks, while a 1” storm in some parts of California runs down gullies and canyons, washing cliffs and houses into the usually dry river bottoms, and is completely gone in a few days. Usually, though, the rain does not come down in such quantities.

The reason that this is such an important issue in many parts of the country, especially the southwest, is that the fragile water systems that support life in these areas are being taxed to their limits of sustainability. If the current trends continue as they have for the past few decades, the shortages of today will pale in comparison to those of the future. The EPA is now considering limits on water usage, and many municipalities are considering, or have already enacted, ordinances that limit the use of water for non-essential uses. The expense of, and political impediments to, getting more water are increasingly intractable problems, so these legislative measures will become more and more common. And, perhaps, so it should be. In my area, where farmers are having trouble feeding crops, the amount of water used on lawns, for instance, is absolutely unconscionable, and their use as landscape features should be curtailed. Additionally, swimming pools should be limited, and ponds need to be looked at, as well. For those who want a lush lawn in Las Vegas, I say, forget it or move. Our water is too precious to allow them to dump it onto the ground for the sake of large swaths of non-native plants. Of course, the industries affected by any such restrictions will object to them, and declare that the jobs that their industries produce depend upon there being no restrictions, and how can we be so unfair and so obtuse? The time may come when such arguments will necessarily fall upon deaf ears.

So it follows that we have a responsibility to avoid wasting water. Not only is drought a problem in many parts of the country, the matter of run-off, whether it is because of pollutants in the water or because of storm drain capacity issues, is equally important. Many communities have begun to keep track of these things. Some of my clients with particularly large estates have been spoken to by the water resources people about their water consumption and run-off.

In an average pond there are many opportunities for water loss. Any stream or pond, liner or concrete, can lose water through cracks in the former case, to punctures in the latter, and to over flows in both. Evaporation can also be a huge issue. Traveling in Florida some time ago, I was amused to hear some of them complain that the relative humidity got down to 20% (!) sometimes. In my neck of the desert, it gets down to single digits, often for days in a row. A pond with an active water fall or fountain, especially large ones, can lose inches per day to evaporation or mist in such a climate. Due diligence includes regular examinations of our systems and how we use them.

I have been in the pond maintenance business in San Diego County, CA for almost 30 years. I generally mind my own business, I do not know most of the local pond
keepers, and I do not go to meetings usually. I am known by more people than I know simply because I have been around for so long and I give lectures. As I encounter ponds and their owners, either through references or by accident, I learn things about some of my competitors, including something of the methods used by some of them as they maintain their clients’ ponds. One thing that stands out more than any other thing other than their dependence upon bacteria and enzymes is their profligate squandering of water. Through back-flushing filters and vacuuming the bottoms of ponds, they dump unknown amounts of water onto the ground for no good reason. Ill-trained “technicians” know no better, and their employers lack control because they are usually absent. In one instance, I had just undertaken the maintenance of a pond on a large estate. The owner came out to ask me if I would mind looking for the leak in the pond. My inquiries eventually revealed that she had previously hired the same company that my current helper used to work for. He had already told me that they were a vacuuming company, and that they knew no other method for removing debris from a pond. This is a 60,000+ gallon pond, with a lot of debris. As it turned out, they were pumping water out of the pond and directly into the storm drains. It was enough water to run the household water bill up from $500.00 per month to $3000.00 per month! This represents tens of thousands of gallons of water per month. In another case, part of a private golf course was washed out by the excessive back-flushing of a large filter.

I learned my business during a time in San Diego of such severe drought conditions that the large storm that finally broke it was called the “March Miracle”, and is still remembered by those who were here. It got to the point where it was illegal to fill garden ponds in some areas. Fountains, pools, and lawns went dry. Trees died. During that time I learned that the best way to remove debris from a pond is to get in with a net and to remove it, while leaving the water behind. I use nets that are fine enough to catch most of the debris, but coarse enough to move through the water easily. Before I get into the pond, I sweep the bottom with my net and a pole handle as carefully as possible, knowing that the material will never
be as well concentrated as it is when I first approach the pond. Once I begin to walk around in it, I have the net ahead of my feet so that it can pick up material. If I move ahead of my net, or move my net carelessly, I mix water in, and guarantee that I will be able to remove less of it in the end. This is OK because it is never necessary to get it all out, but I do like to get what I can. Each net full is drained of water and the solids are dumped onto shadecloth and allowed to drain for as long as possible before I move it away from the pond in 15 gallon containers. Whatever small amount of water we lose is nothing compared to the amount wasted by those who depend upon their vacuums.

Other water-wise maintenance methods can be adopted to reduce water loss. A common opportunity to waste water is in the backwasing of pressurized filters. In older filters, I always open them up, remove any accumulated material, and stir up the top of the medium before I turn the pump on, and I watch what comes out. As soon as the water clears, I do it again, and repeat until I get an acceptable degree of cleanliness. Merely turning the valve to “Backflush”, and walking away is completely wrong. It is nice to change water, but we need to minimize how much we change. One way to mitigate the loss is to use the pond water in a garden area. I try to dump it into some aspect of the landscape, such as orchards or lawns, to avoid dumping it down the drain.

Another way to save some water is to use two speed pumps. The pond can operate normally at low speed. Filters will stay alive, plants will remain healthy, etc., but when the owner wants more water for a back-flushing, or when he is entertaining, he can turn the pump to high speed. This reduces losses to the air through falls and fountains.

Replacing water that is lost is an issue for those who have no automatic fill lines. They must pay attention to where the water level is and then keep the pond full with the garden hose. This seems innocent enough, but left to its own devices, ignored and forgotten by the pond keeper, it can waste more water than most things. Each of us has forgotten hoses and come back hours later to find water on the ground and sometimes a lot of dead fish. It kills me whenever I do it, and you would think that after so long in the business and even longer in the hobby, that I would have figured it out by now, but I frequently walk away from hoses. I have found that I lose less if I turn it on less fully.

One way to minimize what we have to dump from ponds is to not stock it with so many fish that maintenance becomes an issue. If the pond builder or a book that you trust tells you that your pond will hold 10 fish, stop at 6. The closer you get to a full load, the more maintenance the pond will need. Of course, a lot of water is lost to leaks. Many people can have leaks for months before they realize it, and for that reason, I recommend to people with automatic fill valves in their ponds that they turn the thing off a few times per year to see if they lose water. If they do, then they know that they have a problem to solve,
and if not, they can relax. Many people miss obvious clues such as an area adjacent to the pond where the weeds grow particularly well, or permanently soft areas. I have a pond on my route in which the fill line is in the skimmer, behind the skimmer basket. When the basket is full, less water flows through it, and the fill line gets a spurious reading and tries to fill the pond, causing water to overflow the pond and to go to waste. This is a design flaw that should be avoided.

Some leaks are easily fixed, while others are not easy at all. The first step is to fill the entire system and to turn everything off. A check the next day might reveal which area is leaking, be it a pool in the waterfall, or somewhere in the main pond. If a pool has lost water, then allow the water to go as low as it will go. The water line at its minimum will be at the level of the lowest leak. Seeking leaks out can be tedious but is necessary. If no water was lost, then turn the falls on and see what happens. If water is lost, inspect any area that has water only when the pump is on. It might be a spot where mortar has separated from a rock, or where a part of the liner has been pushed down for some reason. Plant roots, which can separate stones from mortar, puncture liners, and deflect water flows, and heavy feet are usually the culprits.

Should a leak be found, it is important that it be fixed. Solving plant related issues can range from trimming away extra material to patching large punctures caused by Canna, Papyrus, or Ginger roots. Removal of the plants and simple patches will usually solve the problem, although achieving true cleanliness and ideal conditions for patching can be difficult. If it is not too much work, laying a new piece of liner over the affected area from the top of the system to just below the leak will solve the problem most reliably. Leaks in concrete systems can be patched with various concrete patching products.

One of the most important things that have occurred to me while thinking about this article for the past few weeks is just how difficult these problems really are. It is easy to say that anybody who does what is environmentally unsustainable should just go and find something else to do or somewhere else to do it, but it is never as easy as that. In my own case, I admit that I am in an essentially unsustainable business, and that I should probably think about doing something else, but this is what I do, and this is where I grew up. The ponds exist and they need maintenance. I can empathize with those who are reluctant to leave areas where the traditional industries are moribund, even though that is not the case here yet. This is where most of the things that I hold dear in my life exist, so I am not about to move away. I have joked about why a guy who likes aquatic plants grew up in a coastal desert in California instead of on a swamp in Florida or Michigan, but here I am, and here I shall stay unless I can’t for some compelling reason. In the meantime, I will drill a well, do what I can to save water, encourage others to do so, and will be a leader in the cause to help pond owners save themselves from their own, and others’, water wasting ways.
Koi dealers, who are able to talk in-depth about their koi’s strengths and weaknesses, are better equipped to get top dollar for their best koi. If this is not an area of strength for you, you may be letting a significant portion of your profit margin walk out the door.
You may wonder why we would put a kohaku with a shimi on the page. Read on and you will see.
While customers, particularly those new to pond keeping, may say they are not interested in higher quality (higher priced) koi, if you let that discourage you, you are missing a great opportunity. Very few pond keepers start out expecting to pay even $50 for a koi much less $300 or more. Yet, many dealers have built a very profitable business selling koi in this price range. How have they accomplished this?

The key is understanding what you have to sell and how to explain it to your customers. The language of koi, using terms like *kiwa* and *sashi*, was created by Japanese breeders to identify improvements in quality, in order to get more money for their koi they are selling. If you are not using the same tools you are just missing the boat.

If you just groaned, take heart. We are here to help you get command of what to look for, and what it is called. If you can learn just a few attributes of koi, and point them out to your customers, you will be well on your way to making your koi sales department a lot more profitable. Once you can identify the better quality koi in your inventory, and explain why they are better to your customers; they will pay you more for them.

These traits are not arbitrary standards created in a vacuum. They are details that put words to what it is that makes one koi more beautiful than another.

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To illustrate, let’s start with the king of koi, the Kohaku. When looking at a Kohaku, you are looking at a white koi with red patches or plates as they are often called. These red plates should be spread attractively across the upper back and sides of the koi, with red on top of the head, leaving a white face to achieve the most attractive look.

Since most customers focus on the patterns of koi when they start shopping, you have an opportunity to point out features they most likely have missed, to move them into better quality koi.

With Kohaku, start with the red. If a koi has the same even color red on all its plates that is worth noting. If it fades towards the back or on the shoulder, that is a negative.

Editors Note: This koi has solid *hi* from head to tail. Any difference you see here is the lighting in the photo.

Second is the white, often called the ground. The Japanese term for the white ground is *shiroji*. The key is for it to be snow white, particularly on the nose. If the white is bright and clean, the *bi* will pop as well.
Sheen and luster is key as well. If a koi has a good sheen or lustrous look, point it out. That is often a sign of both a good blood line and a healthy vigorous koi.

*Kiwa* describes the edges of the red plates. When the edges of the pattern is crisp and sharp, that is known as good *kiwa*. If the edges are blurred or soft, the kiwa is not good, and this detracts from the clean overall appearance of the koi.

The only exception to this definition is on the leading edge of the red where a row or two of white scales overlap the red scales. In younger koi, the white scales can be translucent, and you can see the red of the scale below it, showing through. This is called *sashi* (saw-she). As long as it is evenly distributed and not more than two rows of scales, this is not a problem for the koi.
So far we have talked about the terms used to describe a koi's strengths. There are also terms that describe problem areas or weaknesses. Red extending from the tail into the fin is very unattractive, and seen in lesser quality koi.

Odome describes the area of the body between the rear end of the dorsal fin and the beginning of the tail. A Kohaku should have white on the body where it connects to the tail. Optimally it will balance evenly with the white on the nose.

If you see a small black spot, usually smaller than a single scale, this is called a shimi. Shimi’s can appear seemingly out of nowhere on a Kohaku. This small scale does not make the Kohaku a Sanke unless it becomes substantially larger, and preferably you would want more than just one black spot on a Sanke.

As the name notes, the bi on a good Kohaku should be the same color from head to tail. It is not uncommon for the hi towards the tail or across the shoulders to get a bit thin looking, like it only got one coat of paint instead of many. This detracts from appearance and thus koi with solid bi are more valuable.

The white of a Kohaku is surprisingly important. You might think quality is all about the pattern and the red, but if you look at two Kohaku side by side, one with bright snowy white scales and skin, the other with a yellow head or body, the difference is dramatic. The clean white skin makes the red really pop out at you. The koi looks healthy and vibrant.
Now that you have identified these visual elements of the Kohaku, the next step is to sort your koi with this in mind. Find the koi that have these qualities and group them together and observe how that tank of koi compares in overall appearance to the tank of the lesser quality koi. If you have enough of each, it should be obvious to you that the tank with the better koi is a more attractive display. Whenever you group good quality koi together they seem to enhance each other. You should have no problem putting a higher price tag on the koi in the tank with the select koi.

When a customer asks you why some koi are more expensive than others, you now can show them exactly why. They are clearly of better quality, and intrinsically more beautiful. Higher quality koi (dare I say “Show Quality”) koi are much more difficult to produce, and there are far fewer available, which also makes them more valuable - but they are certainly worth the cost.

Learn the language of koi, and your bottom line with thank you.

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Editors’s Note

This review is intended to be an introduction to valuing and pricing Kohaku. There are many other elements that can be considered also, but they are beyond scope of this story such as conformation, skin quality, type of hi and growth capacity. Look to future issues of Pond Biz Magazine as we explore these quality traits in greater detail.
Thoughts of wind power may conjure up mental pictures of centuries old windmills of the past. True, such devices were way ahead of their time with respect to harnessing the elements to provide a desired result. Homes of yesteryear were not burdened with high demand light fixtures and waterfall pumps. Today’s modern home has refrigerators, lights, air conditioners and water feature pumps. With rising energy cost spiraling out of sight, potentially doubling within the next five years, what can homeowners do to combat the high cost of energy?

If you could make your own electricity day and night for less per kilowatt-hour than you are currently paying, would you consider it? Suppose doing so also helped the environment? What if you could lock in that low rate for the next 10 to 20 years?

Wind power technology has improved significantly over the past several years. Modern Turbines are much smaller, quieter, and more efficient than ever before. The cost per kilowatt-hour of energy produced is also lower than with photovoltaic, and turbines do not require the cleaning and maintenance of solar panels. Some new turbines have a power inverter built right in, allowing you to easily connect to the utility grid.

The first consideration in adopting wind power is answering a very important question, namely, “How might a wind turbine affect my neighbors?” Perception is reality and some neighbor concerns are noise and visual impact. A residential-size wind generation system typically blends in with most outdoor sound, such as noise generated from airplanes, traffic, and the wind blowing through trees. A home wind system will produce around 40 to 50 decibels of sound, about the equivalent of a washing machine. With tower height and setback requirements, the turbine is installed a distance from neighbors, making them seem even quieter. Bob Hayes, President of California based Prevailing Wind Power says “Wind power is the perfect solution if you have a relatively large lot, good wind and are paying more than 11 cents per kilowatt hour at your highest rate.”

Small wind generators are typically installed on a monopole tower of 30 to 40 feet in height, and look similar to a flagpole. The smooth surface and lack of climbing apparatus keeps them safe from would-be climbers. The color of the tower and turbine are designed to virtually disappear against the sky. The newer designs are quite elegant, and many owners view them as a form of art or sculpture.

Some micro wind turbines generate DC power, which could be used to power a waterfall pump and low voltage lighting. If you purchase a battery pack, you can store energy and recharge as necessary.

Unlike large wind farms located in natural wind canyons or migratory routes, the residential-size wind turbine has been shown not to be a significant hazard to birds. The blades on these turbines are just 3’ to 12’ in diameter, as opposed to 300’ or more on wind farms. Birds are far more likely to be killed by the neighborhood cat or by flying into a window or traffic, than from a collision with a wind turbine.

Each county and city has different zoning rules for height, swept area, and the number of turbines allowed on a particular parcel. Many cities are only now getting requests for permits and are establishing permit processes as they are submitted. A phone call to your local planning department should be your first step in pursuing a wind power installation. A planner can tell you whether a wind system is allowed, the minimum lot size (typically 0.5 to 1 acre), setbacks, and permit process. City planners understand the need of their constituents to reduce their reliance on utility power and to reduce their monthly electricity costs; so many cities are reducing the permit barriers and lowering for renewable energy sources. Sometimes the planners do not have any experience with wind power, but
welcome the opportunity to learn more about it, and how the permit process works elsewhere.

Adding renewable energy to your home has also been shown to increase property value. A survey of California homeowners found that 50% would be willing to pay more for a home equipped with solar and wind technology. The same survey found that 60% of homeowners would be more interested in a home that has a renewable energy system installed versus a home that does not.

Net metering is what allows the homeowner to see the immediate benefits of making their own electricity. The system is connected through the utility meter, and essentially slows down or runs the meter backwards as the turbine produces energy. If you have ever studied your utility bill, you may have noticed that you are charged on a tiered scale, with a small charge per kilowatt-hour at the baseline amount, and higher charges as your usage exceeds each level. At the higher usage levels, you pay much higher rates! The benefit of net metering is that the most expensive portion of your bill is removed first, in essence taking the cream off the top, and getting you back into the lower rate levels. Even if the turbine doesn’t produce 100% of the energy your household uses, you will save significantly by reducing your usage in the top tiers. If your turbine creates energy in excess of your usage (such as when you go on vacation), the utility will give you a credit that can be net over the next 12 months.

Wind power that is grid connected will not help you as a backup system. If you need power when there is an outage, or if you are off the grid, you would need a battery storage device. The unfortunate thing about battery storage is that, whether they are used or not, batteries wear out over time and battery disposal has a negative impact on the environment. There are energy management systems available that include a battery backup, and these show you the energy produced by your wind and/or solar power generators. The system can also time your grid usage to non-peak times, while using battery power during peak demand, when energy is most expensive. Most utilities are installing new meters that will allow them to charge customers on a time-of-use basis, and charge more per kilowatt-hour at peak demand times.

Wind power can be structured for many different circumstances, with respect to power needs, location, wind speed and local zoning. Some wind turbines are small enough to take along as a DC power generator on a boat or an RV. They can be put up upon arrival and are much quieter than a diesel generator. Residential-size turbines can be horizontal or mounted on a vertical axis, or even mounted on a rooftop. For public settings, turbines are being installed on top of existing towers, such as light posts in a parking lot. Schools are looking to wind power to help reduce costs of power and to educate children about the benefits of renewable energy. Whatever your situation, there may be a wind power solution to fit your needs. You can get started by Googling the words “residential wind power.” One of the very first web sites you will see is the American Wind Energy Association. This web site gives valuable information regarding wind power and it has a list of companies, which sell wind turbines. Wind power is here to stay. Wind power saves money, helps the environment and helps us to fulfill our stewardship toward our planet Earth.
Fail or Flourish

With drought and a sluggish economy, it’s time for water feature contractors to diversify.

by Sarah Ellis

It’s the end of summer of 2008.

Gas prices have spilled over $4 per gallon across the country. The housing market has taken a fall and is still waiting to get back up. Businesses across the country are posting quarterly deficits, and trying to ‘trim the fat’ as much as possible.

Coupled with economic woes, drought is plaguing communities across the country—from Georgia to Nevada and officials are imposing unprecedented restrictions, and even outright bans, on water features.

In Nevada, customers of the Southern Nevada Water Authority are only allowed to enjoy ponds or water features that do not exceed a 25-square-foot surface area.

In Georgia, where drought conditions and perilously low water levels in reservoirs prompted Governor Sonny Perdue to proclaim a state of emergency last October, some residents were living under a Drought Response Level Four, which banned the use of ornamental fountains and water features.

With a not-so-hot economy and regulations in place to conserve our dwindling water supplies, some water feature contractors will simply wade in the water, feed into the doom and gloom and wait for the storm to pass. But instead of buying an umbrella and galoshes, you can utilize these conditions as a great opportunity and a means to gain an edge over the competition.

D-I-V-E-R-S-I-F-Y.

Go Toward the Light

With any business, the best way to diversify is to sell complementary products or services. If a customer has committed to livening up their backyard with a pond, it is likely they are going to want to enjoy their prize investment when the sun sets, making landscape lighting a fitting upsell.

Paul Holdeman, a Certified Aquascape Contractor (CAC) and founder of Arizona-based The Pond Gnome, has been designing and installing water features for nine years. Having installed over 250 Aquascape ecosystems throughout the state, he recently changed hats to tackle his first landscape lighting job when he accented his latest commercial water feature project a 250 x 75 square-foot retention area adapted with six Aquascape water.
features at Regents Apartments in Scottsdale, Arizona with surrounding luminescence.

“Up until about a year ago, lighting wasn’t really an accessible option,” said Holdeman. “When I switched distributors, I received access to all the tools needed to install lighting, as well as knowledgeable people to show me what to do.”

Assisting him with his segue into the landscape lighting business was Roger Ramsey, specialty products representative for Ewing Irrigation.

“Anyone in the water feature business can figure it out in a day with a qualified lighting guy like Roger,” Holdeman added.

To secure the add-on lighting package, Holdeman and Ramsey collaborated to set up a night demonstration, key component to landing any landscape lighting project or contract, for the property managers of Regents Apartments. The demo proved successful and Paul was officially wired into the lighting business, generating an approximate 30 percent gross margin for the lighting portion of the project.

Some contractors may be intimidated by the technical skills of the trade, but Holdeman believes lighting is easy to pick-up, especially with a high-end voltage meter.

“For about $100, this thing has a brain of its own and decides what voltage to use for you,” Holdeman said.

Another thing he stresses is making sure to keep your lighting and water feature pricing separate.

“If you don’t, the numbers can start looking ugly,” he added.

With his first job behind him, Holdeman said he looks to incorporate lighting packages into the larger commercial jobs he hosts in the future.

“By offering landscape lighting as an option for his customers, Paul is gaining an edge over his competition,” Ramsey noted.

According to Ramsey, diversifying is also an excellent growth strategy, and enables contractors to have multiple streams of income that can offset harsh conditions and increase sales and profit margins. It is also a way to give your customers a consolidated service provider, which is a favorable selling point for clients, who often prefer working with one contractor they trust.

“Both lighting and water features are all about making your backyard livable,” Holdeman said. “During the summer in Phoenix, where temperatures can reach over 100°F during the day, the most opportune time to experience your water feature is at night when its cooler. You have to add the light.”

Hardscaping

The term ‘hardscape’ refers to the stonework areas of a landscaping project, characteristically including flagstone paths, patios and retaining walls.

As drought prompts watering restrictions across the country, and as sustainability-minded customers choose to do away with lawn watering, hardscaping is quickly gaining ground in the green industry, making natural-looking hardscape features, such as rocks, stone and wood elements of choice.

Unlike a traditional landscape laden with grass and shrubbery, hardscaping requires little or no maintenance, which saves time and conserves natural resources like water.

“Margins can usually be 50 percent or more for the contractor,” said Bruce Basehore, product sales manager for Ewing Irrigation’s newly established hardscape division. “If you pay $4 per square foot for pavers, for example, you might charge the customer $15 to $20 per square foot, resulting in a high-dollar ticket.”

A hardscape division could be started with the simplest of tools – shovels, rakes, hand tamper, string line, line level, 42 level, hammer and a broom. It is wise to rent machinery like excavating equipment, vibratory plate compactors and brick saws until you are doing enough work to warrant a large equipment purchase.
But most important tool, Basehor explained, is proper training.

“It is so important to sign up for training and learn to install hardscape properly. Learn the correct tools, processes and the right way to bid a job,” Basehor added. “Hardscaping should be easy for water feature contractors because the two services are intertwined anyway.”

**Look to the Future of Rain Water Harvesting**

Georgia made national news last year when Lake Lanier, a major water source for the Atlanta metropolitan area, sank to record low levels and residents were given the news that, if Mother Nature didn’t lend a hand, they would only have a three-month supply of drinking water left.

“In certain areas of Georgia they weren’t allowing people to install new water features, and officials were only allowing existing water features to run, especially if there was aquatic life,” said Dave Kelly, vice president of product management and development for Aquascape, Inc. “They were talking about banning them completely and in some areas they did. The drought situation in the whole Southeast has hit hard and is threatening our contractors’ ability to make a living putting in water features. They were screaming for help.”

Now it appears that Aquascape, Inc. has help on the way and it comes in the form of a rain water harvesting system. The rain water harvesting system will capture storm water runoff from rooftops and use it to supplement existing water features, while also giving the homeowner access to filtered water for watering gardens and lawns without utilizing city or well water.

While the finished product won’t be directly available to the public until January 2009, Aquascape implemented their first-ever Aquascape rain water harvesting system at a residence in drought-stricken Grantville, Georgia, at the end of April. The prototype system was a success and they estimate to have 25 systems installed in various parts of the country by the end of July.

Rain water harvesting systems not only solve water restriction issues and offer environmental options for consumers, but will be a profitable entity that contractors can add to their existing services.

“A rain water harvesting system is like the Trojan Horse of selling water features, meaning it opens up a lot of doors and opportunities for sales,” Kelly said.

As occurrences like the one in Georgia start becoming more commonplace, water feature contractors will need a solution for sales and a solution to the water scarcity problem.

Kelly said there is still heightened awareness in Georgia about water use even though the conditions have subsided slightly with rainfall, but the overall perception of installing a water feature remains questionable.

“With a rain water harvesting system in parallel to a water feature, our contractors can now be a part of the solution and not the problem,” Kelly added.

**New Service, New Spirit**

From landscape lighting and hardscaping to rain water harvesting, there are several available options to consider when looking into diversification. Before you start the process of growing your business, be sure your company is in a good position financially to take advantage of a new opportunity. If finances are secure, start looking into the additional resources—staffing, equipment, vehicles, and so forth, needed to get your expanded business up and running.

One of the most valuable, and most often overlooked, resources is proper education pertaining to the add-on service. Be sure to put yourself and your employees through proper training. Doing a job right the first time will generate referrals down the road.

Lastly, map out goals and revenue projections for the new service offering. Create a marketing plan and decide how you will target customers. Remember the beauty of diversifying is that you already
have a database of past customers at your fingertips that may be ready to rejuvenate their landscape.

Diversifying is essential to bringing your business back to life. Business can bare monotony over time; selling the same service year after year can flatten revenues and weaken your passion and drive. By carefully implementing a new service, you can take your business, and spirit, to a higher level.

Sarah Ellis is an education outreach specialist for Ewing Irrigation Products, a distributor of water features, low-voltage lighting, hardscaping, water management solutions, commercial and residential irrigation supplies, landscape and agronomic products and industrial plastics. She can be reached at: sellis@ewing1.com
Historically, when we speak about the greener side of ponds, we are discussing how to eliminate algae from the pond. However, in this case, as more and more Americans are becoming environmentally conscious and looking for ways to conserve energy around their homes, the greener side of a pond refers to the ecological benefits of owning a pond. Over the past several years, ponds and water gardens have become a common landscaping trend throughout the United States. Most homeowners create a pond to add beauty to their yards or to increase their home’s living space by adding an outdoor living room around the water garden. Ponds create a solace from the world and a haven for prized Koi and other wildlife. However, few realize the countless environmental benefits to maintaining a pond or water garden.

According to the National Gardening Association’s (NGA) 2008 Environmental Lawn and Garden Survey, nine out of 10 households believe it’s important to maintain their landscapes in a way that benefits the environment. However, only half of those are knowledgeable about how to maintain lawns and gardens in an environmentally friendly way. Source: National Gardening Association- www.garden.org.

Many do not realize that by replacing some or all of their lawn with a pond, they can conserve energy, save money, support the environment and reduce personal stress.

TetraPond’s Seven Environmental Benefits to Owning a Pond:

1. Lawns require watering whereas ponds can be re-filled with rainwater.

Maintaining a lush lawn requires regular watering; otherwise, it can quickly lose its luster and become burnt out. Therefore, homeowners spend countless hours and thousands of gallons of water each year watering their lawns. Regular lawn watering uses 750-1,500 gallons of water each month. Source: Water Conservation Tips- www.monolake.org. Conversely, once a pond is initially filled, pond owners will only need to ‘top off’ the pond occasionally, especially if living in a climate that receives regular rainfalls.

2. Ponds are a self-sustaining cycle of hydration that keeps plants alive without having to water them.

For those interested in conserving water, ponds and water gardens are the best landscaping option. Because shrubs, flowers and plants based in soil require constant watering, a household’s water consumption can easily increase dramatically. Alternatively, through rainfall, ponds and water gardens literally water themselves, helping to save water. Additionally, pond water can be used to water other plants in the garden, therefore conserving water by eliminating the use of the garden hose. Simply dip a watering can into the pond to care for other plants and trees throughout the yard.
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3. **Less mowing means less use of gas and carbon monoxide emissions.**

Here are a few more reasons for dad to take some time off from mowing, and instead, build a water garden or pond. According to the U.S. Environmental Protection Agency (EPA), each weekend, about 54 million Americans mow their lawns, using 800 million gallons of gas per year and producing tons of air pollutants.

Garden equipment engines emit high levels of carbon monoxide, volatile organic compounds and nitrogen oxides, producing up to 5% of the nation's air pollution and a good deal more in metropolitan areas. A traditional gas powered lawn mower produces as much air pollution as 43 new cars, each being driven 12,000 miles. Lastly, over 17 million gallons of gas are spilled each year refueling lawn and garden equipment – more oil than was spilled by the Exxon Valdez in the Gulf of Alaska. This adds to groundwater contamination and smog. Source: Environmental Protection Agency

4. **Pesticides and fertilizers for the lawn can be harmful, creating run-off that ends up in our water supply.**

The EPA estimates that only 35 percent of lawn fertilizers applied ever reach the grass plant; the remainder ends up in our air or seeps into groundwater. During a typical year in neighborhoods across the country, over 102 million pounds of toxic pesticides are applied in pursuit of a perfect lawn and garden. Commonly used lawn pesticides can cause illness by entering our drinking water through run-off. Source: The National Coalition for Pesticide-Free Lawns

5. **Sludge collected by your pond filter can be used as a nutrient-rich fertilizer for your lawn and garden.**

Pond sludge can contain nutrients from fish droppings, excess fish food, and decaying leaves. Sludge, a nutrient-rich natural fertilizer, can be placed around the bottom of a tree, plant or shrub to aid in growth.

6. **Ponds attract and create a haven for beautiful fish, dragonflies, frogs and birds, adding to wildlife propagation.**

For years, pond owners have been adding beautiful fish (such as Koi and Goldfish) to their pond for the enjoyment and relaxation of observing. In addition to fish, ponds and water gardens attract other creatures, providing a sanctuary for breeding. Frogs especially gather at the pond as it provides a shelter as they reproduce in the spring and summer. Baby frogs and toads (known as tadpoles) are generally a desirable pond inhabitant for their algae-eating habits. Adult toads are also beneficial to the garden for their aid in controlling insects.

7. **Water gardens influence young people to help create a better future for the planet.**

Including children in the building of a water garden or pond helps them gain an interest in science and environmental issues. Water gardens are complete ecosystems which educate children on how natural systems work and can influence them to help create a better planet. Getting kids involved and thinking about nature early in life encourages them to continue their interest in the environment throughout adulthood. Planning, building and maintaining a pond or water garden also helps children understand the responsibility we all have for caring for our environment.

Building a water garden or pond is enjoyable. Over time, many pond owners become fascinated by their fish and engrossed in a hobby that brings them great pleasure and adds distinct beauty to a home. But don't forget to remind your pond owners and potential pond owners of the ecological benefits that come with owning a pond. Every little bit helps, and improving the environment can begin at home.

Ready to get started...
Visit www.tetrapond.com:
- For easy-to-follow instructions on how to create a water garden
- To sign up for TetraPond's award-winning monthly e-newsletter, Into the Pond. Delivered to your email Inbox, Into the Pond provides seasonal pondkeeping tips and suggestions to help keep your hobby enjoyable.

About TetraPond
TetraPond is an international leader of water gardening products, as demonstrated by consecutive Industry Recognition Awards for product innovation in pet specialty retailing. TetraPond offers a complete line of products for pond enthusiasts, including pumps, filters, clarifiers, water treatments, and the world's most popular fish food. TetraPond's U.S. headquarters is located in Blacksburg, Va. For more information, call your water garden experts at 1-800-423-6458. Or visit www.tetrapond.com and register for TetraCare®, our free online support program, where you can sign up for our award-winning Into the Pond e-newsletter, providing seasonal information for healthy ponds.
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Over the past decade, beetles have taken a major bite out of purple loosestrife, one of the world’s most aggressive weeds.

Featured on “the most noxious weeds” list in 33 states, purple loosestrife (Lythrum salicaria) is especially a problem in the Midwest where it clogs wetlands and waterways. In the early 1990s, researchers in Minnesota were among the first to try a biological-based approach for beating back the weed. They released two types of loosestrife beetles (Galerucella calmariensis and Galerucella pusilla) that love to munch on purple loosestrife foliage.

Just two years later, University of Minnesota weed scientists Drs. Jeanie Katovich and Roger Becker, and Luke Skinner of the Minnesota Department of Natural Resources noted a significant reduction in purple loosestrife biomass and seed production. And by five years after the initial release of the beetles, they were finding a dramatic reduction in loosestrife stands.

The successful trial helped pave the way for beetles to be released across 13 Midwest and Northeast states. Small “starter kits” of caged beetles were provided to agricultural inspectors, department of transportation staffers, wildlife managers, school children and members of 4H and garden clubs, who helped to rear and distribute the insects in weed-infested areas.

To date, more than eight million beetles have been released in Minnesota alone. Similarly, Nebraska has released approximately 500,000 beetles per year since 1997 to tackle loosestrife infestations along the Niobrara and Missouri rivers and in the wetlands surrounding Lewis and Clark Lake.

“We’ve been able to reduce purple loosestrife infestations by about two-thirds in just eight years,” said Dennis Daum, the U.S. Army Corps of Engineers Park Ranger who helped to rear and release 100,000 beetles a year in the fragile backwaters of Nebraska’s Lewis and Clark Lake. “Many of the plants that remain are severely stunted and aren’t vigorous enough to compete with native vegetation.”

Dr. Stevan Knezevic of the University of Nebraska says the beetles not only stunt loosestrife, but also cause a delay in the time of the invasive weed’s flowering by stripping away its canopy. That means there is much less time for loosestrife to produce seeds and spread. It also means that less herbicide is needed to control the weed. In Minnesota for example, annual expenditures for herbicide management of loosestrife decreased ten-fold from 1989 to 2003, mostly due to the success of the beetle program.
“Beetles are another weapon in our arsenal for combating loosestrife, especially when used in combination with other weed control methods,” said Lee Van Wychen, Director of Science Policy for the Weed Science Society of America. “As a result, we’ve been able to make great strides in preserving our wetland habitats from one of the world’s most aggressive weeds.”

The Minnesota research that helped to establish the successful beetle biocontrol program was a cooperative effort involving scientists and managers from the University of Minnesota, Minnesota Department of Agriculture, Minnesota Department of Natural Resources, local park lands, Cornell University and CABI Bioscience of Delmont, Switzerland.

For more information about purple loosestrife and other invasive plants, contact Lee Van Wychen, director of science policy for the Weed Science Society of America, at 202-746-4686. Or visit: www.wssa.net.

About the Weed Science Society of America

The Weed Science Society of America, a nonprofit professional society, was founded in 1956 to encourage and promote the development of knowledge concerning weeds and their impact on the environment. The Weed Science Society of America promotes research, education and extension outreach activities related to weeds, provides science-based information to the public and policy makers, and fosters awareness of weeds and their impacts on managed and natural ecosystems. For more information, visit: www.wssa.net.

Editors note: To download photos of purple loosestrife before and after the introduction of beetles, visit: www.wssa.net/WSSA/PressRoom/Photos041408/index.htm

Loosestrife is a serious threat to US waterways

More About Purple Loosestrife

With showy pinkish-purple flowers, loosestrife has been cultivated both as an ornamental flower and as a medicinal herb. It is considered a serious threat to waterways and wetlands in temperate climates across the U.S. and Canada.

A single purple loosestrife plant can produce between 100,000 and 2.5 million seeds that are small, lightweight and easily disbursed. Loosestrife can displace native vegetation, disrupt wildlife habitats, clog irrigation ditches and negatively impact water quality.
Despite being in the era of “Hyper Environmentalism” there is a surprising lack of scientific understanding regarding the need to keep community storm-water ponds functioning as intended. Many people think that their community storm-water retention ponds don’t need to be maintained. That nature takes care of such ponds, whereas grass or lawns must be mowed, fertilized, sprayed with weed killers and treated with tender, loving care. Little do they realize, that ponds quickly degrade, becoming weed infested and thoroughly polluted. These ponds lose their ability to mitigate pollution and become community eyesores.

Of all the communities with which I have worked, one has stood out as an exemplar of forward thinking. It has adopted a comprehensive plan to improve all 6 of its ponds. Why has this community decided to do the job right? First, it’s a lovely community whose residents care about it deeply. Second, it also understood that its ponds were failing their intended purpose of improving the water quality being discharged into the Chesapeake Bay estuary system. This system is in trouble and the community wanted to do its part to improve it. Last, it had a few individuals, one in particular, who had the ability and determination to get the program rolling.

Many residents felt that little could be done, or that it would be too expensive, or that any improvement would be short-lived. After all, didn’t the algae and cattails just keep coming back? They also didn’t necessarily buy the notion that improving the ponds would improve property values. Fortunately, most knew that something needed to be done despite any reservations they had. With the help of a small USDA grant; scientific support from the University of Maryland; funds from the developer, the Pulte Company; and community maintenance funds, the project was approved.

Initially, work was approved to fix up a one-acre pond whose surface was covered with toxic blue-green algae, and as one neighboring resident quipped, “you could hear the methane bubbles pop.” Another, much smaller, pond was selected later that summer for similar improvements, after having observed the favorable results in the first pond. Both of these ponds had bottom aerating diffusers and floating wetlands installed. Another two ponds were approved for cattail removal. Both were rapidly turning into cattail swamps. Both of these ponds were either visible from the sales office and/or the community center.

For the following year, the community increased its expenditure by 100% and elected to expand the improvement plan to the rest of the ponds in the community. Under this plan, all will have bottom diffusers, floating wetlands, shoreline plantings and monthly weed control. While this second phase is not yet complete, the results are obvious. Toxic algae is nowhere to be seen, water quality is noticeably better, and the ponds are beautiful. All this and there was no increase in community fees. Did this community do the right thing? You only need to drive through it to know the answer. It’s truly a Vanguard Community.

I’ve included a few pictures to illustrate the program and its results. We call it “The New American Pond.” If you want to know more, contact either Charleston Aquatic Nursery at 843-559-3151 or me at Maryland Aquatic Nurseries at 410-557-7615.
IPPCA Goes to Washington, D.C.
Press Release: Immediate 8-17-08

IPPCA Legislative Action Team Update
From IPPCA Headquarters
Woodstock, Georgia
IPPCA The Pond and Waterscape Industry’s Trade Association
info@IPPCA.com
866-4U-IPPCA

Representatives of the IPPCA Legislative Action Team (LAT) Executive Director Dave Jones and Director of External Affairs Freddie Combas, were in Washington, DC. August 14th. The purpose of this trip was to meet with other GREEN Industry Coalition (GIC) representatives in an informal face-to-face meeting with the EPA. The meeting was hosted by Andy Smith, External Affairs Officer of the Irrigation Association (IA). The GIC has a multitude of concerns over language in the landscaping section of the newly proposed EPA Water Sense New Home Specifications Program that is poised to be launched before the end of the year.

The current EPA language has drastic restrictions on turf, landscape amenities and irrigation, as well as a total ban on Ornamental Water Features, which could have adverse short and long-term effects to the multi-billion dollar GREEN Industry, but more importantly to the environment. The IPPCA LAT led in the formation of a Pond and Waterscape Industry Coalition that includes major businesses, associations, manufacturers and hobbyists involved in the Pond and Waterscape Industry. The IPPCA LAT diligently worked to create new language for the EPA that would be more favorable and acceptable to the Pond and Waterscape Industry. In less than 24 hours the newly proposed language was signed and endorsed by more than 145 concerned entities.

When Jeff Weenhoff, President of Atlantic Water Gardens was asked about the reason for sponsoring the IPPCA’s trip to Washington, D.C. he replied, “When I heard that the IPPCA was attending this meeting, I felt that it was the least we could do as a major manufacturer of Pond and Waterscape equipment to assist those that are out there aggressively protecting our industry and interests.”

The EPA representatives present at the meeting were; Senior Policy Advisor, Infrastructure Finance, Michael Deane; Director of Municipal Support Division, Sheila Frace; Water Efficiency Program Manager, John Flowers; Water Sense Coordinator, Stephanie Tanner and several other staff members. Literally all of the GIC concerns were presented to the EPA, along with a host of scientific test data and possible alternate solutions. One of the main solutions of the many that were presented was the need for proper education on efficient water use as it pertains to the outdoor landscape. Efficient water use by the homeowner and proper water efficient landscape design, amenity choices and qualified installation by the contractor(s) were the primary focus.

The GIC strongly opposed the one-size-fits-all approach taken by the current language in the specifications of the proposed program. Freddie Combas presented the IPPCA and Pond and Waterscape Industry Coalition’s opposition to the total ban of Ornamental Water Features saying, “This action represents a total reversal to past EPA actions, grants, programs and recommendations to the general public promoting ponds, waterfalls, streams, and eco-friendly site practices.” The EPA acknowledged that the language as it pertained to Ornamental Water Features was too broad and that clarification was needed.

The IPPCA LAT had alternate proposed language for the Ornamental Water Features section (4.1.4) that was prepared and ready to be presented to the EPA at this meeting. The GIC determined that the Pond and Waterscape Industry Coalition alternate language would have a more favorable impact if presented with the total package that will be submitted to the EPA by the GIC later this month. Comments and feedback will still be heard by the IPPCA LAT if submitted prior to the September 4, 2008 public comments deadline established by the EPA.

The IPPCA was met with favor when its LAT representatives renewed the IPPCA’s offer of assistance to the EPA in the revision of Ornamental Water Features 4.1.4. IA External Affairs Officer, Andy Smith summarized the importance of the IPPCA LAT members’ attendance at this meeting: “The Ornamental Water Feature is often an integral part of the comprehensive landscape and these water features can be quite water efficient. It is important for the industry and EPA to find ways to reward efficient water use rather than penalize an entire sector of the GREEN Industry for an inaccurate perception. The IPPCA has been highly successful, I feel, in getting that message across loud and clear in a positive fashion to the EPA.”

“All parties present agreed to jointly work towards a revised program that will accomplish the common goal of water use efficiency and conservation. As a result, the IPPCA considers the meeting a major success for the Pond and Waterscape Industry Coalition.” concluded Jones.

The IPPCA would like to take this opportunity to thank ALL of our Manufacturer and Business Sponsors, Affiliate Organization Members, Association Members and Hobbyists for their support throughout the years. It is with this support that the IPPCA has been able to provide the Pond and Waterscape Industry with events like INFO TANZA and Ponditat For Humanity. In addition, the IPPCA LAT has also been able to positively intervene in regulations that could negatively impact our industry. Just a few examples include the court case in California last year, negative action against pond building in Nebraska, the current challenge regarding private fish ponds in Utah (including the lifting of the ban on Koi in that state) and the present EPA Water Sense New Home Specifications Program by providing positive solutions for all parties involved.

The IPPCA needs your continued support to adequately and efficiently address these and other issues that can negatively affect our industry and hobby. One of the many ways you can show your support for the IPPCA and its Legislative Action Team is by becoming a member of the IPPCA today. To find out more on becoming a member, visit www.IPPCA.com, Membership or call the IPPCA at 866-4U-IPPCA (866-484-7722).

Dave A. Jones
Executive Director and Chairman of the Board
IPPCA The Pond and Waterscape Industry’s Trade Association
Dave@IPPCA.com
Our mission: To Promote, Protect and Advance the Pond and Waterscape Industry.
LAGUNA WINTERIZING KITS
Take On Cold Weather for Pond Keepers

MANSFIELD, MA. — When a pond is properly prepared for the winter, a lot of time, money and effort is saved when spring comes. The Laguna Complete Winterizing Kit from Rolf C. Hagen (USA) Corp offers pond hobbyists solutions to many of the common problems that develop when the temperature drops. The kit includes a 315W PowerHeat De-Icer, pond netting, aeration kit, floating thermometer, Premium Spirulina & Wheat Germ Food Sticks, instruction guides, and a Building the Perfect Pond DVD.

Convenient and complete, the Laguna Complete Winterizing Kit features all the necessities to properly winterize a pond. Beginners will find the instruction guides and DVD particularly useful, while intermediate and even professional pond enthusiasts looking to upgrade their equipment will find everything they need. The Power Heat De-Icer features an LED pilot light to indicate when the unit is on. An integrated thermostat prevents overheating. A 15-watt top mounted heating element melts snow on contact, keeping the unit free from build-up. It is safe for all pond applications. The aeration kit maximizes surface area for gasses to travel through when placed under the de-icer.

The floating thermometer makes it easy to monitor the pond’s temperature and decide how much to feed fish. When temperatures drop below 55 degrees, fish do best on a wheat germ diet, like the included Premium Spirulina and Wheat Germ Food Sticks, since it’s easier to digest and require less food all-around.

The Laguna Complete Winterizing Kit carries a suggested retail price of $217.00. For more information about Laguna watergardening products visit: www.lagunaponds.com or call Rolf C. Hagen (USA) Corp. at: 800-353-3444.

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The American Koi Breeders Association is an American trade association of professional koi breeders. The purpose of this association is to promote the development of high quality koi production in America. United as a group, American breeders can benefit in many areas.

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International Waterlily & Water Gardening Society (IWGS)
The International Waterlily and Water Gardening Society promotes knowledge, leadership, and standards of excellence in water gardening and related aquatic plant areas.

The IWGS is a non-profit organization of multinational membership dedicated to the furtherance of all aspects of water gardens and their associated plants. As an organization we support and promote education, research, and conservation in these areas.

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International Pond Professionals and Contractors Association (IPPCA)
Our mission: To Promote, Protect and Advance the Pond and Waterscape Industry.

IPPCA
4045 N. Arnold Mill Road
Woodstock, Georgia  30188
770/592-9790 or 1-866-4 U IPPCA 866/487-7722 • Fax: 770/924-9589
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National Association of Pond Professionals (NAPP)
NAPP, (formerly PPA - Professional Pondbuilders Association) is an organization for professionals involved in the pond and water feature industry. Our purpose is to secure the future of our industry for the common good of its members, the public and the environment.

NAPP is dedicated to the advancement and promotion of the pond and water feature industry through education, communication and cooperative partnerships.

Contact: Sherry Loudermilk
PO Box 369
Epowar, GA  30541
706/258-3534 • Fax: 706/632-0300
www.nationalpondpro.com
Email: sherry@nationalpondpro.com

Shinkokai (All Japan Nishikigoi Promotion Association)
Shinkokai is the short name for the All Japan Nishikigoi Promotion Association - a group consisting of over 500 koi farms and dealers in Japan and from overseas. They hold shows and seminars in order to enlighten and to promote Nishikigoi in Japan and to the world. They also do research into koi health and husbandry, and have an advanced research facility. NPA members are regarded as professionals and they obtain koi keeping skills and discerning eyes for Nishikigoi.

www.echigo.ne.jp/~nishikigoi/english

U.S. Chapter of Shinkokai
The United States Chapter is made up of leading koi dealers, committed to the excellence in koi importation, sales and education.

Contact: Joel Burkard, Pan Intercorp
18615 80th Avenue NE
Kenmore, WA 98028 USA
425/486-8504 • Fax 425/486-9065

Have we missed someone?
If so, please let us know.
Tom Graham
tom@pondbizmag.com

Upcoming Events

November 15–20 - Conference • November 18–20 – Exhibits
International Pool/Spa/Patio Expo
The Backyard Experience
Mandalay Bay Convention Center
Las Vegas, NV
www.poolspapatio.com

May 1-3
Maricopa County Home & Landscape Show
Arizona State Fairgrounds
Phoenix, AZ
www.maricopacountyhomeshows.com

May 5-7
National Hardware Show/Lawn and Garden World
Las Vegas Convention Center
Las Vegas, NV
www.nationalhardwareshow.com

June 16-June 19
National Lawn & Garden Show
Hyatt Regency
Atlanta, GA
www.nlgshow.com

September 18 – 22
American Society of Landscape Architects
McCormick Place Lakeside Center
Chicago, IL
www.asla.org

October 2-4
Koi America 2009
Held at Carroll County Agriculture Center in Westminster, Maryland with Koi, Goldfish, Vendors, and Speakers. Web site • www.makc.com
ADVERTISERS’ DIRECTORY

AKCA (Associated Koi Clubs of America) 2009 Seminar
Koi/Pond Seminar to be held in San Diego, California
Contact – Koi Club of San Diego.
Chairman Galen Hansen 619/440-3930
galen@koisd.info
www.KoiShow.org • www.akca.com

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