



Southeast Texas Nursery Growers' Association

"Dedicated to the Highest Professional Standards of the Nursery Industry"

NEWSLETTER SEPTEMBER 2008

Board Of Directors

President
Chaeles Glueck

Vice President
Glenn Middleton

Past President
Peter Wakefield

Treasurer
Linda Prince

Secretary
Verl Cash

Members at Large
Jack Fitzgerald
John Lammers
Steve Johnson

Advisory Board
Isaac Smuin
Richaed Wyatt
J.B. Duncan

Administrative Assistant
Randi Nichter

S.T.N.G.A.
4747 Research Forest Drive
Suite 180, #219
The Woodlands, TX. 77381

Phone or Fax:
1-866-88STNGA
E-mail:
randi@iapc.net

Newsletter Editors:
Randi Nichter
Joe Davenport

A Word from President... *Charles Glueck*

As I was working outside this morning, the temperatures were cooler and the feeling of Fall was abundant. I'm sure the dog days of summer will return for the month, but a cooler day here and there is a nice reminder that Fall is right around the corner!

I hope everyone who attended the TNLA Show was pleased with the results. We enjoyed ourselves very much! It's quite nice to be surrounded by people in the business.

There are numerous items I want to address this month:

*Website: The website is up and running! By the time this newsletter reaches you, we should be busily passing out usernames and passwords. Every STNGA member will have a username and password to enter the "members only" area. Inside, you will find a message board to chat with other growers and affiliates. If you haven't already done so, go to www.stnga.org and poke around. Add your availability and personalize your page! Have fun! This is OUR website... Let's use it!!

*General Meeting: I want to remind everyone that there will be a general meeting this month. There is more information inside the newsletter. Please make a point to attend at least one general meeting before the end of the year. These meetings are wonderful opportunities to acquaint yourself with fellow growers.

*Directories: Now that September is here, you need to start thinking about your ad for the 2009 Directory. Amanda Abetz will be sending out information this month, so be on the lookout. We also want to ensure that all members' information is current and up-to-date. When you get your packet from Amanda, please look it over and make any necessary corrections.

*Scholarships: The Board is putting together the John and Shirley Mauney Scholarship and placing the applications in the surrounding schools. As we finalize the details, we will continue to update you. This is a very exciting opportunity for a graduating senior!

*Board Members: Over the past couple of months, we've experienced some vacancies on our Board of Directors. This has gotten us thinking about the fact that Board nominations will be happening very soon. The end of the year is very near, and with it comes a new Board. Please consider serving a position on the Board of Directors. If you are interested, or know of somebody who would be an asset, please contact myself or Glenn. As you can see, we've been very busy, and continue to be! We look forward to seeing your activity on the website! We also hope to see you at the general meeting

September 17th.

Personals

Robert Skinner:

Friends of Just Trees' **Robert Skinner** were thrilled to see Robert, critically injured in an aircraft accident earlier this year, out and about at the TNLA EXPO in August. Though his mobility is still curtailed, Robert has made exceptional progress in his recovery and rehabilitation. We look forward to seeing him fully back in action at the Just Trees, Inc. farm in the near future, and of course wish the best as he continues in his recovery.

Event Scheduling Alert:

October Farm/Nursery Tour is still pending. Look for news of the opportunity to visit one of our Grower member's operation on Saturday, October 18 or Saturday, October 25 in the October Newsletter; potential site/dates are still incomplete, as your program committee continues to work out potential conflicts in timing. Watch the October issue for details, and/or postponement until a later date in Spring 2009.

Joseph D. Davenport, CLU, ChFC

A graduate of the University of Nebraska at Kearney, with a BFA in Education, Joe Davenport also earned an MBA in Taxation and Finance from New York University and an MS in Financial Services from the American College in Bryn Mawr, Pennsylvania.

Following active service in the US Navy as a pilot and flight officer, he began his business career in New York City in 1959 with a well known mutual life insurance company. In 1966, he accepted an assignment as Director of Field Training for the New England Mutual in Boston, Mass, resigning in 1970 to establish himself in business in Houston, Texas.

Retired as owner of a life insurance/financial services agency in Houston since 1990, he has since devoted his energies to serving the needs of business owners and professionals in Texas, the Southwest and, indeed, throughout the United States. He is a recognized authority in the area of business, estate and retirement planning, having written and spoken extensively on these subjects.

Active in community, alumni and civic affairs, he has served as President of the Space Center Chapter, Naval Reserve Association, founding President of the University of Nebraska at Kearney Alumni Association of Texas, National President of the Alumni Association of the University of Nebraska at Kearney, and Regional Vice President of the American Society of Chartered Life Underwriters. He has also chaired numerous local and national committees of professional and civic associations. A deeply engaged Affiliated Member of the Southeast Texas Nursery Growers' Association since 1993, he was presented the Mark Longbotham Award for Outstanding Service to the Association in December 2000.

A retired Captain in the US Navy Reserve, he has been awarded the Navy Meritorious Service Medal, the Navy Achievement Medal, the Armed Forces Reserve Medal (with "Hour Glass") and the National Defense Service Medal. He continues to be active in Military Affairs on a local, regional and national level. He has also been listed in "Who's Who", "Who's Who in the Southwest" and "Who's Who in Finance and Industry."

Joe and Elizabeth, his wife of more than fifty years, currently reside in The Woodlands, Texas. They have two married daughters, and a grandson and a granddaughter who are, naturally, the apples of "Oma" and "Opa" Davenport's eyes.

STNGA Members Excel at TNLA's 2008 Nursery Landscape EXPO in Houston

Twenty Five Grower Members and **twenty six** Affiliated Members participated in the latest TNLA EXPO in Houston the week-end of August 15-17, displaying with pride the high quality plant materials (and associated hard lines and services) our members offer.

Listen to the more experienced Grower Exhibitors, on why they continue to take the time and effort to participate in a Trade Show:

"It's a great opportunity to pick up some new prospective customers! Even two or three quality new contacts can lead to significant business in the months/years ahead."

"While we don't generate a lot of new leads at the Show, we DO have a great opportunity for our present customers to visit us and to learn more about the quality plant material we offer, especially, if we're offering something new and unique to the market."

Our newer growers as well seemed pleased with the experience, quickly slipping into the role of "Trade Show Marketer" as if they'd been doing it for years; it was especially rewarding to note both new and experienced growers exhibiting for the first time.

As many of our most successful growers will testify, marketing through Trade Shows definitely works. (So, if you've not yet reserved your Booth at STNGA's January 2009 Show at the Lone Star Conference Center in Conroe, better call next year's Show Chair, Glenn Middleton *right now*; his number is **281-489-7179!**)

And Special Thanks...

To Volunteers **Isaac Smuin** and his wife **CarrieBeth Smuin**, of NRG, Inc, as well as **L. A. Prince** of TreeSearch Farms, Inc., who so ably assisted STNGA Booth Chair Joe Davenport and STNGA Administrator Randi Nichter in the STNGA Association Booth at the EXPO. The STNGA Team distributed nearly 500 flyers for the Association's 2009 Show in January, as well as more than 300 STNGA Directories. In addition, they identified a number of prospective new members for the Association. Couldn't have done it without them!

STNGA September 2008 Dinner Meeting

You'll want, for certain sure, to be at STNGA's first Fall Meeting of 2008 at Pappasito's Cantina, 2515 S. West Loop at South Main, Houston, on **Wednesday, September 17, 2008**. Social hour begins at 6:30 with cash bar available (just ask our server), dinner at 7:00 with program to follow.

Remember, we are rotating locations of dinner meetings throughout the year, in order to make it more convenient for members in all parts of our membership area to participate.

And we'll have our own long time Affiliated Member, **Joe Davenport**, as our Speaker. His topic will be "**Seven Keys to Success in Business**", based on his many years as a financial consultant to business. Included in his "Keys to Success" will be first hand observations on success in *Family* Business, so STNGA members who have, or expect to have, family members involved in their Nursery Operations will want to be sure to attend. (Joe's extensive resume appears elsewhere in this issue.)

And, for Dinner:

**Pappasito's Legendary
Sizzling Beef & Chicken Fajita Buffet**
Accompanied by
Rice and Frijoles a la Charra
Guacamole
Pico de Gallo
Sour Cream,
Cheddar Cheese and Fresh Flour Tortillas

Price to members is a modest \$25.00 per person, payable to STNGA when you arrive.

Since the restaurant requests an accurate count three days in advance, please RSVP to Randi at randi@iapc.net, or by phone to 1-866-88STNGA, not later than Monday noon, September 15!

(And put on your calendar RIGHT NOW, Texas A&M's Dr. Charlie Hall will be with us for our **November 19** meeting at "**The County Line**" BBQ on Cuten Road in NW Houston.)

Southeast Texas Nursery
Growers' Association

4747 Research Forest Dr.
Suite 180, #219
The Woodlands, TX. 77381

Phone: 1-866-88STNGA
Fax: 1-866-88STNGA
Email: randi@iapc.net

We're on the Web!
stnga.org

"Dedicated to the Highest Professional
Standards of the Nursery Industry"

*Personality
can open
doors...*

*But only
character can
keep them
open.*

Elmer G. Letterman

COMING EVENTS

September

Watch your newsletters
for future events!

Member Dinner Meeting
Pappassito's

