

Chat ROOM

Editor's Note: Each month, we send out a survey to our readers on a variety of topics and report the results here. Chat Room is a perfect venue to get to know your peers and where you stand on different issues affecting the industry. Do you have a question you want us to ask? Contact editor, Jasmina Dolce, at jdolce@greatamericanpublish.com.

This month, we asked our readers about automation, supply chain issues, biological pest controls and leucanthemum production. Here's what they had to say.

Does your operation utilize any automated systems for production?

50% SAID **YES!**

The processes that you automate are:



- Irrigation/fertigation** 1
- Climate control** 2
- Seeding/sticking** 3
- pH and EC control** 4
- Pot/tray handling** 5
- Transplanting** 6

MORE THAN 30% of respondents said they plan to **invest in automation** in the next one to three years!

Turn to page 26 to learn about new robotic technology.

Have you experienced disruptions at the supply chain level this year?

Find more information on supply and demand challenges on page 16.

MORE THAN 80% SAID **YES!**

SOME OF YOU SAID:

“Unable to receive seeds and starts in order to have them ready for the sales season.”

“We are buying ahead of immediate need, in somewhat larger quantities, and having to find secondary sources or purchase substitutes for what we actually wanted.”

“Soil is in high demand!”

“Plastic companies are doing their best but any delay on their end hurts us. Same with tags, we have been forced to label after transplant or at shipping.”

“It has become a full-time job securing materials. Nothing is showing up on time. I had to order my poly for winter protection 10 months early. And even then the widths aren't what I want, and the price has gone through the roof.”

“Trays, soil, wood for shipping pallets, fertilizer, etc. have been affected. This has delayed production and caused some crops to be cancelled or moved to the following year, shorting our customers.”

Do you incorporate biologicals into your pest management program?

NEARLY 50% SAID **YES!**



ACCORDING TO RESPONDENTS, TARGETED PESTS INCLUDE:

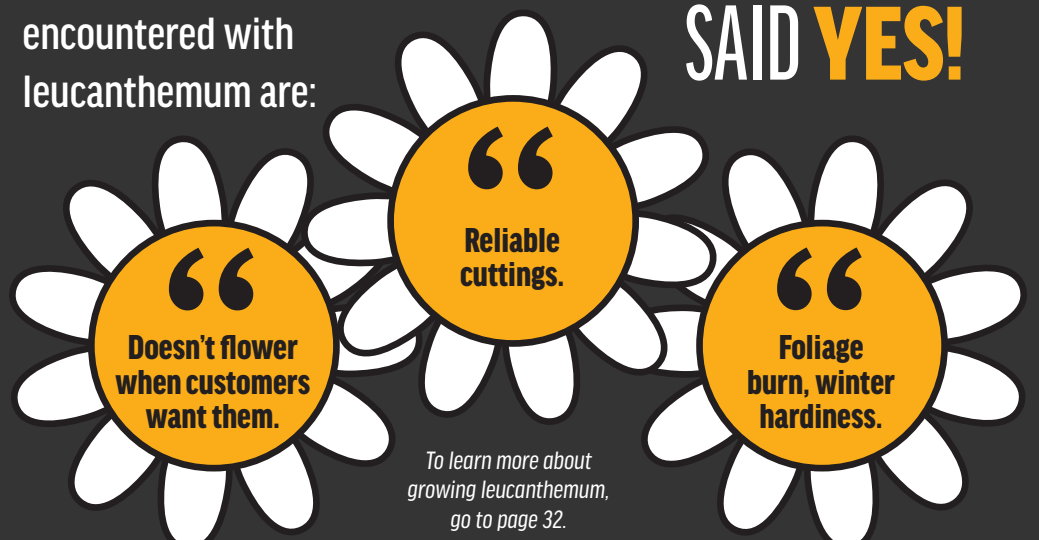
- Thrips
- Aphids
- Mites
- Fungus gnats
- Mealybugs
- Whiteflies

Turn to page 14 for information on insidious flower bug.

Do you grow/sell leucanthemum?

MORE THAN 30% SAID **YES!**

Some challenges you have encountered with leucanthemum are:



“Doesn't flower when customers want them.”

“Reliable cuttings.”

“Foliage burn, winter hardiness.”

To learn more about growing leucanthemum, go to page 32.