Editors note: This head-lining article is written by John Davidson, the son of APGA Board member Harry Davidson. Many thanks to John for taking the time to share his Holland experience with us!

This May, I visited the Aalsmeer Flower Auction in Holland, the world’s largest flower auction housed in the world’s largest commercial building — 10.6 million square-feet of cold storage, warehouses, loading docks, and auction rooms, where 20 million flowers are sold every day, beginning at 6 a.m.

It was 6:45 a.m. when I arrived with my two Dutch guides, cousins Martien and Ko Klaver, each a veteran of the cut flower industry. We were already running late, they said, and would have to hurry if we wanted to see everything before it was all over for the day. Martien took us straight to one of the main auction rooms, a steep amphitheatre facing four large projection clocks.
Dutch Flower Market (cont’d)

The clocks are part of the Dutch Auction system, where the price starts high and decreases as the clock winds down. The first bid wins at the price shown. The clocks at Aalsmeer — there are thirteen — are digitally projected onto twenty-foot-high screens and provide buyers with detailed information about the flowers being sold at any given moment, including the grower and the volume available to buy that day, as well as what's coming next in the auction. Each clock corresponds to an unending train of flower carts that slowly roll through the room on a conveyor belt.

The largest auction room at Aalsmeer has two levels with two conveyor belts on either side, so buyers can bid on four different sets of flowers at any given time. Attendants give commentary on the quality and condition of the flowers, holding up a single bucket or tray from the cart as they come by.

Facing the conveyor belts and the clocks are hundreds of buyers and brokers on headphones and laptops making split-second decisions on bulk purchases, which are immediately labeled and shipped off to their destination. In addition to the buyers in the auction room, there are hundreds more bidding remotely via the internet. Remote buying is relatively new in the global flower trade, and has sharply increased the pace of business. There were more than 43,000 daily purchases, or "clock transactions," last year at Aalsmeer.

The buying goes on unabated until about eight or nine a.m., and the rest of the day is spent shipping the orders out to markets all over the world and receiving shipments of flowers for the next day’s auction. Because of the huge volume of flowers
sold every morning, a sophisticated, unified logistics and transport system is needed to get everything out the door. That's why the building is so big.

In fact, the building doesn't seem like it could be a single structure at first glance; you can't see from one end to the other. Only once you're looking down from one of the catwalks over the warehouse, watching thousands of carts roll out of cold storage, into the auction rooms, and out to staging areas by the loading docks, that you begin to grasp the scope of the operation.

To make all this actually work, floriculture transport companies are contracted to move flowers from the grower to the auction and then to the buyer. Some of the flowers sold at Aalsmeer are grown as far away as Africa, Israel and South America, so the logistics have to be seamless, first to get them to Aalsmeer, and then to get them where they're going in good condition.

A host of smaller companies handle this work, and Martien runs one of them — a multi-million dollar firm that only does one thing: lease flower carts. Every grower and buyer needs a way to get flowers from point A to point B, and his company provides a crucial step in the process. The design and dimensions of the flower carts have been standardized across the network of growers and buyers in order to increased efficiency. The entire mind-boggling process, given its scale, only works because of this kind of logistical unity.

But the most fascinating thing to me about Aalsmeer is not that millions of flowers are bought and sold there in a single day, it's...
that the entire operation is owned by a growers co-operative called FloraHolland.

With roughly 5,000 members, FloraHolland is one of the largest co-ops in the world of any kind, with a turnover last year of more than €4 billion (about $5 billion). Every day, its five auction sites in Holland and Germany are supplied by nearly 8,000 growers from all over the world serving more than 2,300 customers worldwide.

At first, I admit that I had a hard time understanding what, exactly, FloraHolland is — until I found out that Ocean Spray, Sunkist, Sun-Maid, and Tillamook are all farming co-ops like FloraHolland. I can’t name a single individual farm that's a member of any of those co-ops, but like most people, I recognize the name and logo.

That's why Dutch flower farms, ranging from very large to relatively small, organized themselves this way; no one grower would ever be able to sell their flowers the way they're able to sell them at Aalsmeer, where prices are set based on the supply of flowers and the market demand for them on any given day or week. By streamlining logistics and creating economies of scale, FloraHolland is large enough to set market trends and influence prices on a global scale.

However, despite it's size and scope, the co-op is merely a service-provider; its sole purpose is to serve its members, which it does by lowering costs, creating brand recognition, and getting the best prices possible via the auction system.

It works like this: members ship their product to the auction the afternoon or evening before. The flowers arrive in buckets of water designed to stack neatly and securely on FloraHolland's standardized flower carts (the flowers are only put in shipping boxes after they're sold at auction). The products are then inspected and assigned a grade based on quality and presentation. The rating sets the flowers in a specific group, which will influence the overall price determined by buyers the next day. The average sell price in each group is what's paid to each grower that supplied products to that group, minus the percentage held back to cover the co-op's operating costs.

FloraHolland handles sales, marketing, and logistics on the members' behalf so that members can focus on growing quality
Last month, a diverse group of 161 Alaskan producers received $294,348 to help offset the high cost of farming in Alaska by participating in FSA’s newest program, the Reimbursement Transportation Cost Payment Program for Geographically Disadvantaged Farmers and Ranchers (RTCP). Farmers, ranchers and growers from all across the state; from Craig, to Bethel, to Kodiak and Manley Hot Springs received payments ranging from $38 to $5,348. These farmers produced a wide range of crops, including hay, vegetables, oysters, dairy products, grain, livestock, and peonies.

Sign-up for fiscal year 2012 will begin on July 23, 2012, and end on Sept. 10, 2012. Applicants must file their RTCP application for benefits, in their administrative county FSA office no later than Sept. 10, 2012. Applicants will have until Nov. 5, 2012, to provide supporting documentation of actual costs of transporting agricultural inputs and commodities in fiscal year 2012 to the FSA county office. Easy to fill application forms and information will be available on our website, www.fsa.usda.gov/ak at FSA offices in Palmer and Delta, or at other USDA offices around the state.

~John Davidson

Dutch Flower Market (cont’d)

Cut flowers — not selling them. Each farm that ships its product through the auction is required to do so exclusively, so growers are either members of the co-op and run all their product under the licensed-brand, or they are not members and have to do everything on their own.

If a grower decides to leave the co-op, they can’t rejoin unless the members approve it by a vote. The reason for this is that in the past, a member might leave the co-op to make an exclusive deal with a retail chain only to lose the contract a few years later, putting them back to square one and in need of the support and infrastructure of the co-op.

We left Aalsmeer before 10 a.m. that morning, the buying and selling nearly finished for the day, and as we drove down from a parking area on the roof I saw a huge construction site in an adjacent field. I asked Martien about it and he told me they’re building a new auction center. The one they have now isn’t big enough.

~John Davidson

Transportation Cost Program Update
The Prez Sez. . .

Summer is here with a vengeance! As I write this, our daytime temperatures (in Fairbanks) have been running in the high 70s and low 80s and it has been almost two weeks since the last rain. After a very wet Spring, it is now irrigation time. By the time you read this, peony cutting in the interior and possibly in the Mat-Su area will be underway and cutting on the Kenai will begin.

Later this month you should expect to receive our annual survey. Please complete it and return it to the address you will see on the document. All data will be kept confidential and only summary data will be released. It is important for us to collect this data from all our members. We use this information to track the growth of our industry, both for ourselves and for grants and publicity as we deal with legislators and the media.

~Ron Illingworth, APGA President

Fertility Study Reminder

If you are registered in APGA’s fertility study and have not yet collected your “disbudding” round of samples, this is a reminder to not forget that you need to collect a leaf and soil sample when you’re disbudding. Contact Sue at sue@midnightsunpeonies.com if you have lost your sampling kit or need help collecting your samples.

~Sue Kent, Committee Chair

ASCFG Conference

The Association of Specialty Cut Flower Growers is holding their annual conference in Tacoma Washington this upcoming November! Check out the Last Page of the Newsletter for a special deal ASCFG is extending to APGA members!

APGA Summer Conference News

Don’t forget to register early for APGA’s summer conference to be held August 9, 10, and 11 at the Palmer Train Depot. Registration forms are included at the end of the newsletter and on APGA’s web site, and the agenda is included on the next page and is also posted on our web site. Plan to bring some of your peonies for display and judging.
# 2012 APGA Summer Conference Agenda

## THURSDAY, AUG 9

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00 – 1:10</td>
<td>Welcome &amp; Announcements&lt;br&gt;<strong>Rachel Christy</strong>, Owner, Alaska Blooms Peony Farm.</td>
</tr>
<tr>
<td>1:10 – 1:20</td>
<td>Message from the President.&lt;br&gt;<strong>Ron Illingworth</strong>, President APGA.</td>
</tr>
<tr>
<td>1:20 – 2:00</td>
<td>Flower to Market, How Transaction are Made. Who buys from who, who sells to who, and how do you know if profits are truly realized?&lt;br&gt;<strong>Ko Klaver</strong>, Oregon Perennials / Zabo Plant USA.</td>
</tr>
<tr>
<td>2:00 - 2:40</td>
<td>Pest Identification and Management Options – Part 1 Weeds.&lt;br&gt;<strong>Todd Burkdoll</strong>, BASF.</td>
</tr>
<tr>
<td>2:40 – 3:00</td>
<td>Break</td>
</tr>
<tr>
<td>3:00 – 3:40</td>
<td>Pest Identification and Management Options – Part 2 Fungus.&lt;br&gt;<strong>Todd Burkdoll</strong>, BASF.</td>
</tr>
<tr>
<td>4:20 – 5:00</td>
<td>Agronomic Practices to Increase Peony Production&lt;br&gt;<strong>Todd Burkdoll</strong>, BASF.</td>
</tr>
<tr>
<td>6:00 – 9:00</td>
<td>Farm Tour, Reception, and BBQ at Gray Owl Farm</td>
</tr>
</tbody>
</table>

## FRIDAY, Aug 10

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 – 8:05</td>
<td>Announcements&lt;br&gt;<strong>Rachel Christy</strong>, Owner, Alaska Blooms Peony Farm.</td>
</tr>
<tr>
<td>8:05 – 8:40</td>
<td>Cut-Flower Cultivar Recommendations.&lt;br&gt;<strong>Lucas Hudson</strong>, Operations Manager, Hollingsworth Nursery.</td>
</tr>
<tr>
<td>8:40 – 9:20</td>
<td>Steps for Setting up Local and Statewide Cooperatives.&lt;br&gt;<strong>Andrew Crow</strong>, UAA Cooperative Development Program.</td>
</tr>
<tr>
<td>9:20 – 9:40</td>
<td>Funding Options for Growers to Form or Join a Cooperative.&lt;br&gt;<strong>Danny Consenstein</strong>, USDA Farm Service Agency.</td>
</tr>
<tr>
<td>9:40 – 10:00</td>
<td>Break</td>
</tr>
<tr>
<td>10:00 – 10:40</td>
<td>The Significance of the Peony&lt;br&gt;<strong>Joost Bongaerts</strong>, Owner/President, Florabundance</td>
</tr>
<tr>
<td>10:40 – 11:00</td>
<td>Options for Shipping and Long-Term Cool Storage&lt;br&gt;<strong>FedEx</strong></td>
</tr>
<tr>
<td>11:00 – 11:40</td>
<td>Peony Herbicide Trials: Update&lt;br&gt;<strong>Phil Kaspari</strong>, CES, Delta Junction</td>
</tr>
<tr>
<td>11:40 – 1:00</td>
<td>Lunch</td>
</tr>
<tr>
<td>1:00 – 1:40</td>
<td>Promotion, Marketing, Branding: Methods to Increase Market Share&lt;br&gt;<strong>Karen Deerlove</strong>, USDA Natural Resources Conservation Service.</td>
</tr>
<tr>
<td>1:40 - 2:20</td>
<td>Selling Cooperatively in the Wild West of Floriculture. Why Alaska growers should navigate the floral market together&lt;br&gt;<strong>Ko Klaver</strong>, Oregon Perennials / Zabo Plant USA.</td>
</tr>
<tr>
<td>2:20 – 3:00</td>
<td>Break (visit vendors, silent auction closes at 3:00)</td>
</tr>
<tr>
<td>3:00 – 5:00</td>
<td>Rotating Demonstrations&lt;br&gt;Arranging peonies with Alaska wild flowers&lt;br&gt;Building your own watering manifold&lt;br&gt;Calculating spray rates for your backpack sprayer</td>
</tr>
</tbody>
</table>

## SATURDAY, Aug 11

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 – 12:00</td>
<td>Farm Tours&lt;br&gt;Alaska Blooms Peony Farm&lt;br&gt;Pioneer Peonies&lt;br&gt;North Star Peonies</td>
</tr>
<tr>
<td>12:00 – 1:30</td>
<td>LUNCH at North Star Peonies</td>
</tr>
</tbody>
</table>
July 4, 2012! Is everyone feeling a little ‘dumb’ just like me or am I the lone stranger out there? I certainly wish I had 30 years more experience so I knew exactly when my buds were really going to be ready; how much of the magic ingredients I really needed to add to my soils for just the exact health, production and continued growth; if all the buds really make sellable stems; and finally, what new varieties I should try this fall. I’m a bit old to be flying by the seat of my pants again!

What I do know, though, is we have boxes here on the Peninsula. Lots of boxes. We were able to obtain another shipment from the same company, Columbia, that our helpful Department of Ag purchased years ago when we first started selling. I’ve also been able to find little Internet Boxes that are just perfect for small bridal shipments. We’re calling it our ‘Bridal’ box. It is a one-piece box that has all the perishable instructions already printed. And it is very attractive.

The regular Columbia boxes have a new and improved addition that allow you identify the variety or just the colors and how many are in the box. All these boxes were purchased by Sue, Irene and Richard Repper, and I personally. Having APGA buy the boxes turned out to be a bit cumbersome and confusing. So if you need a few boxes, contact one of us and we’ll see what we can work out most conveniently. I’m going to try to get some of the Bridal boxes to the summer conference. The prices for the Bridal box are $4.25, and the prices for the other boxes are the same as before even though they are ‘improved’.

Someday when we ship pallets (wouldn’t that be terrific) of peony I obtained the ‘Known Shipper’ status with Alaska Airlines. If you sign up in your own personal name; it is a very easy thing to do. The hardest part was getting to Anchorage and their cargo office to show personal ID. Not sure when we will ship that volume for one customer at one time, but we’re ready.

I was fortunate enough to have three reps from Fed Ex come visit Homer and talk about their services recently. The regional director in charge of the Northwest states, the International rep and the Alaska rep who covers fish and now will cover peony, were there. I was encouraged to receive this type attention for peony growers. Just this past week I filled out the forms to be able to ship to Canada and England. These two countries seem to be the most lenient in their import/customs regulations and also the two countries I receive the most requests for peony.
Alaska Hardy® Peony (cont’d)

I’m having great fun in my new ventures and am looking forward to next year when I won’t be involved with my Garden Center Business and can have unlimited amounts of time to learn a ton more. We’ve sold the business after 16 years. Am a bit melancholy and will miss my wonderful customers, but I’m excited about the possibilities to learn when my buds really will be ready for harvesting and all the other questions I labor with now. With the sale of the greenhouse, we needed to change our peony business name. We now call ourselves Alaska Perfect Peony or APP—we have an APP for your special event is our new tag line.

~ Rita Jo Shoultz

Lazy J Ranch
Fritz Creek

I’m sending in a report on my first spring with emerging peonies. Out of the 300 or so peonies that I have in the ground, I have three different planting times. 50 were spring plantings in May. They leafed out last summer, and of those 50, three were sickly looking and those three I lost over the winter. Not due to freezing but possibly botrytis. The 47 remaining plants are ranging from 4 inches high to 14 inches high at this time. Approximately 220 other peonies came through with flying colors and none were lost to frost. These were planted the last week of September. They were slow to emerge but all appear up about 3 inches. The remaining 30 or so were some I got from Shelly Rainwater in mid-October. At that time the ground that was prepped and covered with Typar had about 12 inches of snow on it. So I just shoveled off the snow, rolled back the fabric, dug a deep trench, buried them carefully, re-covered them with the typar, and reshoveled the snow over the fabric. Then early May when snow receded, I opened up the trench and replanted the roots. They were all wonderful looking with nice buds. At this time, all of these are ahead of the ones that I planted in September. None were lost to freezing.

I am not hilling my rows as at our elevation freezing out has never been a problem. We always have lots of snow cover. In the past with other crops, hilling usually promoted freeze out as they thawed inconsistently with the rest of the ground. So I am chancing that the same results might happen if I hill the peonies. We shall see. Life is a great experiment. We are at an elevation close to Chilly Root farms, about 1,500 feet.

That’s it for here. I am basically keeping very close records on what I have as I have different planting times and am curious to see what evolves from those differences.

~ Ina Jones
The 2012 growing season has been a busy one for sure. We planted 2,900 divisions this spring next to our fall 2011 plantings. This will be a good side-by-side comparison between spring vs. fall plantings. We have a test row that will monitor the weight of each root (as well as eye count) of several peony varieties over the next 3 to 5 years. This might help as a baseline for root stock production in Alaska. I personally like fall planting due to the fact it seems the beds set up nice and firm over the winter as the spring beds are still a bit loose.

Weed control is an ongoing battle as with most other growers I presume. Horsetail is our biggest problem. Control measures thus far have been hand weeding along with manual tillage, and some burning has also been implemented.

Irrigation to this point has been with impact sprinklers, and a drip system has been ordered and will be installed upon its arrival.

De-budding is the next order of business as well as field prep for our 2012 Fall plantings.

Comparing notes with several other growers in the area has been helpful for us as well as for them. It is interesting how different growers confront the same issue with different tactics and achieve the same desired result.

See you at the Summer Conference have a great and productive summer.

~ Bryan & Marilyn Hoffmann

What a delight to learn that "Kansas" bloomed at Illingworth's on June 21, and they are at North Pole!

Here at 1400 feet in the Homer hills at Kachemak Seascape, the record snows took a long time to melt. Consequently, all *Paeonia* are much slower than other years.

I do miss the June blossoms of species *Paeonia anomala*. That's the 28 year oldie that Andre divided on the farm tour last August. It will be interesting to see how many years it takes for the divisions to bloom.

~ Daisy Lee Bitter
Drastic times call for drastic measures — that’s the new motto here at Midnight Sun! It feels like our weed and fungicide battles are a little like the war on terror, calling for drastic measures if we hope to be the winners. Hence, we’re going for the big guns — see our new fungicide sprayer at work in this photo. We are spraying fungicide every two weeks now to keep fungus at bay, and with our big “cannon”, it only takes a few hours instead of a few days with the backpack sprayer! So far, so good, although we imagine it will take at least one more year of bi-weekly spraying before we will ease up on the spray schedule. But in the meantime, we’re loving our new weapon!

In other news, we got our new walk-in cooler (American-made!) built and pretty much ready to go, although we’re sort of down to the wire on getting it tested out before its time to start cutting. It sure was a fun project to build. The cooler is made up of pre-insulated panels, so all we had to do was simply lock them into each other using a hex wrench. Easy!

Judging from conversations with the other growers here on the Peninsula, one of our biggest problems this year is estimating our cut times. The buyers apparently want to know when we’ll have product! So I’m hoping everyone remembers, and takes the time, to log your cut times for all your varieties. Its incredibly important!

Looking forward to seeing everyone in August!

~ Sue Kent
Spring is a busy time in the Interior! In addition to the usual early fertilization and pre-emergent application, we also planted a lot of new roots!

We also hosted two planting clinics when the spring root shipment arrived from Oregon Perennials. Attendance was great and since we were in the middle of planting, folks got some hands on experience!

Of course since we are a family operation, everyone pitch(es in, even our 3 ½ yr old grandson! He wanted to wear ear-defenders just like his dad who was running the auger! His big sister learned to drive the 4-wheeler to deliver the compost wagon!

Once the plants were in, we leveled pathways between rows and planted the grass seed and set up irrigation on the new rows. In addition to putting in the irrigation to the new plants, we are revamping our original irrigation system.

Now many plants are up, and we are taking side buds while other plants are still coming up! Peonies are strange plants!

We also finished out first soil and leaf samples for the APGA fertility study.

By the time this goes to press, we will be picking! Time flies in the summer!! We will have picking
North Pole Peonies (cont’d)

demonstrations July 9th at 1 pm and 10th at 7 pm for those who want some first hand experience with picking, sorting, and grading peonies.

I love this time a year when peonies grow and bloom! So, happy Summer and happy picking!! See everyone in August at the Summer Conference!

~ Marji and Ron Illingworth

Verde Consulting
Connecticut

My name is F.J. Trzuskowski, and I became a supporting member of the APGA this past May. I work as a consultant to a number of floral companies who sell to retail shops, event planners, and end consumers. I am a member of ASCFG and have been working in the floral industry for 20+ years. I have had the chance to plant, move and divide plenty of peonies in Pennsylvania on a 15+ acre peony farm for a good friend of mine. (Wait, is he the good friend or am I?)

I had the chance to visit commercial peony production this year in North Carolina, Maryland, and Pennsylvania and have also seen product from Wisconsin, New York and plenty from the Netherlands this year. So what does the market want in a peony? A large bloom on a thick healthy stem with rich green foliage that arrives to the user in good shape. It is so easy to write what we all want, it is a different thing having Mother Nature cooperate.

The East coast US crop was not as strong as in years past. I am just giving you a broad idea of how I perceived the overall crop by state and not getting into specifics here. We did not have a very cold winter which was evident in the North Carolina crop. There was also damage by hail in some areas in North Carolina. Further up the east coast, the mild winter and lack of rain for some extended periods hurt some producers.

Maryland looked very good. Pennsylvania and New York were both ok to very good. I had not seen the Wisconsin crop before and thought it also looked ok. The Dutch growers had a very good crop this year. I have seen some very large blooms on
thick healthy stems from them. I look forward to seeing what all of you have to offer us in the lower 48 in the coming weeks and months.

To be successful, I think growers need to grow great product and package it so that it ships well and arrives in good shape. Just as important is understanding the needs of the market. You have all chosen to grow peonies in Alaska when there are no other large supply channels available, so the demand for your crop should be strong. I have reached out to a few of you via email and look forward to seeing some of Rita Jo’s crop in mid-July.

Peonies are a personal favorite of mine and a very interesting cut flower because of its quick season and the incredible demand for weddings and special events. Brides typically don’t think, “I wonder if I can get peonies for my wedding?”, they just tell the designers “I need peonies for my wedding!” All of your hard work should make it a little easier to make some more brides (and designers) happy this year in July, August and September.

I look forward to working with some of you this year and purchasing some of your product. Please feel free to reach out to me if you have any questions. I became a part of your group so I could help as needed.

Thanks and good luck to all of you in the coming weeks

I did not have any pictures of me in the peony fields this year, so this one of me planting ranunculus in Ecuador will have to do!

~ F. J. Trzuskowski
FJ@verdeconsultingllc.com
phone – 203.496.1475
APGA Board Members

Ron Illingworth, President
Shelly Rainwater, Vice President
Virginia Young, Treasurer
Sue Kent, Secretary
Jan Hanscom, FBX
Rachel Christy, MATSU
Harry Davidson, MATSU
Richard Repper, SOL
Rita Jo Shoultz, HOM
Daisy Lee Bitter, HOM
Taffina Katkus, Associates’ Rep

Mark your calendars for November 12-14.

Don’t miss the
Association of
Specialty Cut Flower Growers’
National Conference and Trade Show!

This year it will be in Tacoma, Washington, as close to Alaska as it will be for a while.

Members of the Alaska Peony Growers Association are welcome to attend at the ASCFG member rate.

Watch your mailbox for the conference brochure.

See the complete program at www.ascfg.org
2012 Summer Conference in Mat-Su
Alaska Peony Growers Association

REGISTRATION FORM

CONFERENCE LOCATION
Palmer Train Depot
655 S. Valley Way / Palmer
From Glenn Hwy: Go east on Evergreen, then north on Colony Way (see attached map)

CONFERENCE SCHEDULE
Thur, Aug 9 1:00 – 5:00 pm  Talks
6:00 – 8:00 pm  Reception, BBQ dinner provided
Fri, Aug 10 8:00 – 5:00 pm  Talks, lunch provided
Sat, Aug 11 8:00 – Noon  Farm tours, lunch provided

QUESTIONS?
Call Kristi Krueger
907-761-3858
or email
apga.events@gmail.com

Registration

Information

Name(s) ____________________________________________
Company/Farm ______________________________________
Address ____________________________________________
City / State / Zip ____________________________________
eMail ______________________________________________
Contact Phone No. __________________________________

Registration

Fees

<table>
<thead>
<tr>
<th>Fees For:</th>
<th>APGA Member</th>
<th>Non-Member</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Growers School (Thur, 9AM - noon)</td>
<td>$30</td>
<td>$80*</td>
<td>$</td>
</tr>
<tr>
<td>Entire Conference (excluding Grower’s School)</td>
<td>$125</td>
<td>$175</td>
<td>$</td>
</tr>
<tr>
<td>Includes: Thur &amp; Fri sessions, Sat farm tours, Fri &amp; Sat lunches, and Thu night BBQ</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thursday afternoon only</td>
<td>$60</td>
<td>$85</td>
<td>$</td>
</tr>
<tr>
<td>Includes: Thu night BBQ</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Friday Only</td>
<td>$75</td>
<td>$100</td>
<td>$</td>
</tr>
<tr>
<td>Includes: Lunch</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Saturday Only</td>
<td>$50</td>
<td>$75</td>
<td>$</td>
</tr>
<tr>
<td>Includes: Lunch</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Late Registration (after July 31 &amp; at the door)</td>
<td>$25</td>
<td>$25</td>
<td>$</td>
</tr>
</tbody>
</table>

* Includes APGA 2012 Associate Membership

TOTAL PAYMENT: $ _______

Payment

Make checks payable to: ALASKA PEONY GROWERS ASSOCIATION, INC.
MAIL Checks and Registration Form to:
Division of Agriculture
Attn: Kristi Krueger
1800 Glenn Hwy Se 12
Palmer AK 99645

For APGA use:
Check no: __________ Amount: __________
Received on: __________
Received by: __________