



## Tom Saunders

Thinking Outside the Box (wood)

### ***International Plant Propagators' Society newly elected Chair and Treasurer***

The family business has been a tradition since 1915, when five brothers formed a partnership. The brothers stood for integrity, morality, and honesty.

At present, the business is owned primarily by four brothers, Tom, Bennet, Jim and Robert and three 4<sup>th</sup> generation grandchildren.

The business has earned numerous awards for their environmental policies, the most recent being: 2022 Sunbelt Expo Southeastern Farm of the Year Award.







# 60,000 Apple tree bench grafts



Saunders Brothers has 66 full-time and 13 part-time employees, as well as 108 H2A workers.



# Job Description



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Piney River, VA 22964  
Phone: (434) 277-5455  
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## **Packing House Logistics and Food Safety Coordinator**

February 8, 2023

**Job Description:** Saunders Brothers is a wholesale nursery and orchard operation in central Virginia. Saunders Brothers is looking for a Packing House Logistics and Food Safety Coordinator in our wholesale fruit and benchgrafts department. If you've dreamed of working in a family atmosphere where hard work, integrity, honesty, and passion are core values, come join our team!

### **Requirements and duties would include the following:**

- Packing Shed Facility Management
  - Manage packaging inventory - bags, boxes, bins, etc.
  - Assist in oversight of quality control of fruit for sale.
  - Manage loading for fruit sales.
  - Coordinate with both the shipping and CSR offices for proper paperwork processing for both fruit shipments and pick-ups.
- Manage the Food Safety Program –
  - Maintain Logs and develop standard operating procedures. Be prepared for and coordinate audits.
  - Maintain facility cleanliness standards (including aprons, cloths, SaniDate use, etc.).
  - Manage packing shed facilities – Packing room, sorting room, box barn and cold storage.
- Manage the Post-Harvest Application of IMCP at Saunders Brothers and off-site storage.
- Manage inventory/inventory process at off-site storage.
- Assist in management of grafting process: grafting supplies, scionwood collection and inventory, labeling and tags.
- Manage Benchgraft tree inventory and logistics: storage management, bin labels, combo tags.
- Receive and distribute incoming deliveries for Saunders Brothers.
- May be required to work extra hours (including some Saturday shifts) in fruit packing season (July-September) with flexibility in “off season” hours.
- Willing to assist in other tasks as needed.

### **Qualifications:**

- Willingness to learn and communicate with Spanish speaking employees.
- Must have good organizational skills, be able to prioritize workload, and have flexibility as work demands change.
- Must have excellent communication skills and be able to effectively work with other staff members. Also, must be able to work independently with structured deadlines as dictated by supervisor.
- Must be physically capable of performing the responsibilities and requirements of this position.

**Supervisor:** This position will answer directly to the Fruit, Retail, and Benchgraft Sales Manager.

**Pay and Benefits:** We offer a competitive salary (commensurate with qualifications), health insurance, vacation package, short-term disability insurance, 401k package (eligible after 1 year of employment), and employee





Hold their hand











Sandwich = Positive/reason for meeting/Positive





# Longer Leash







Leave the gate  
open



# Seek & Share





8516

88  
8509  
1001

12/5/23  
7:53-5

8631 8208  
8311  
8273  
8310

8242 3187  
8240

Color

Inside Box  
Mask

WOODY

SAUNERS  
BROTHERS  
2011

## Procedure for Measuring Leaching Fractions

1. Select the crop and location to be measured.
2. Select three representative plants in the location. The plants should be spread out throughout the location and ideally should include a corner or edge as well as the middle of the house. This will ensure that both the areas receiving the most and least water are represented.
3. Place each containerized plant in a sleeve (snug fitting pot without holes) with a 1" PVC ring in the bottom as a spacer.
4. At sunset, weigh each unit (unit = plant + sleeve + PVC ring) and record the weight. This is "Plant weight before irrigation." It is necessary to wait until sunset because plants must not be transpiring. If they are, they will continue to lose water and the weight of the unit may change.
5. Repeat procedure for all crops and locations.
6. The following morning, at sunrise (if plants were irrigated very early AM) or approximately 1 hour after irrigation has finished, return to the locations from the previous evening.
7. First, weigh each unit and record the weight. This is "Plant weight after irrigation." Be sure to match numbers 1, 2, 3 with the same plants from the previous evening.
8. Second, remove the containerized plant and PVC ring from the sleeve and weigh ONLY the sleeve (and whatever water is in it). This is "Weight of leachate."
9. Make sure you also record irrigation duration or obtain this number from the irrigation schedule.

# Plant recipe

- Plant Week
- Plant
- Liner Source
- Trays Needed
- Liners/Pot
- Soil Mix
- Container
- Goal
- Location
- Rows





			Estimated 2022 Cost/unit/sq ft	2020		Est. 2022									
			\$0.22	1,232,634	units prcd	\$ 267,934.15	Media, Fertilizer, Lime Costs/ Unit produced preceding yr								
			\$0.92	1,232,634	units prcd	\$ 1,138,201.17	Labor Costs/ unit. Labor, Mgt., WC, Labor Hsing, Toilet, IRA, PR taxes								
			\$0.90	1,050,520	sq ft	\$ 946,864.61	Space Costs/ sq ft occupied this dept. Insurance, Gas, Utilit., Chem, Poly, Supp, GH heat, Depr, Equip Rp								
One code to rule them all	GL	Cod	Plant	Container	Liners/P	Source	Liner Si	Royalt	# uni	Yrs to maturity	avg Ft sq occupd over life of plant	Grower extras	Liner/Plants purchased	Contain	Tag
13981	4110	Bux	Buxus sinica var. insularis 'Nana'	1000NS	1	SBI	15c	\$0.00	2.338	1.5	1.67		0.6	0.389	0.151
6146	4115	Bux	Buxus sinica var. insularis 'Nana'	2800NS	1	SBI	1000	\$0.00	5.942	1	4		7.52	0.85	0.151
2333	4110	Bux	Buxus sinica var. insularis 'Nana'	400NS	1	SBI	15c	\$0.00	1	1	0.39		0.6	0.254	0.151
13982	4110	Bux	Buxus x 'Green Gem'	1000NS	1	SBI	400	\$0.00	2.338	1.5	1.67		2.21	0.389	0.151
12856	4110	Bux	Buxus x 'Green Gem'	400NS	1	SBI	36c	\$0.00	1	1	0.39		0.35	0.254	0
12856	4110	Bux	Buxus x 'Green Gem'	400NS	1	SBI	15c	\$0.00	1	1	0.39		0.6	0.254	0.151
13983	4110	Bux	Buxus x 'Green Velvet'	1000NS	1	SBI	400	\$0.00	2.338	1.5	1.67		2.21	0.389	0.151
278	4110	Bux	Buxus x 'Green Velvet'	400NS	1	SBI	36c	\$0.00	1	1	0.39		0.35	0.254	0
278	4110	Bux	Buxus x 'Green Velvet'	400NS	1	SBI	15c	\$0.00	1	1	0.39		0.6	0.254	0.151
14552	4110	Bux	Buxus x 'Green Velvet'	200NS	1	SBI	36c	\$0.00	0.48	1	0.28		0.35	0.625	0
4268	4110	Con	<b>Cephalotaxus harringtonia 'Duke Gardens'</b>	1200NS	1	Patterson	400	\$0.00	3.107	1	1.89		9.36	0.433	0.144
9102	4110	Con	<b>Cephalotaxus harringtonia 'Prostrata'</b>	1200NS	1	Patterson	400	\$0.00	3.107	1	1.89		7.55	0.433	0.144
	4110	Con	<b>Chamaecyparis lawsoniana 'SMNCLBF' Proven Winners® Color Choice® Pinpoint® Blue PP30</b>	1200PW	1	SBI	300	\$1.00	3.107	1	1.89		4.07	0.559	0.15
	4110	Con	<b>Chamaecyparis lawsoniana 'SMNCLBF' Proven Winners® Color Choice® Pinpoint® Blue PP30</b>	300NS	1	SBI	2.25"	\$0.00	0.693	0.5	0.29		3.14	0.124	0
	4110	Con	<b>Chamaecyparis lawsoniana Proven Winners® Color Choice® Pinpoint® Gold</b>	1200PW	1	SBI	300	\$1.00	3.107	1	1.89		4.07	0.559	0.15
	4110	Con	<b>Chamaecyparis lawsoniana Proven Winners® Color Choice® Pinpoint® Gold</b>	300NS	1	SBI	2.25"	\$0.00	0.693	0.5	0.29		3.14	0.124	0
	4110	Con	<b>Chamaecyparis Proven Winners® Color Choice® Haywire™</b>	1200PW	1	SBI	300	\$1.00	3.107	1	1.89		4.07	0.559	0.15
	4110	Con	<b>Chamaecyparis Proven Winners® Color Choice® Haywire™</b>	300NS	1	SBI	2.25"	\$0.00	0.693	0.5	0.29		3.14	0.124	0



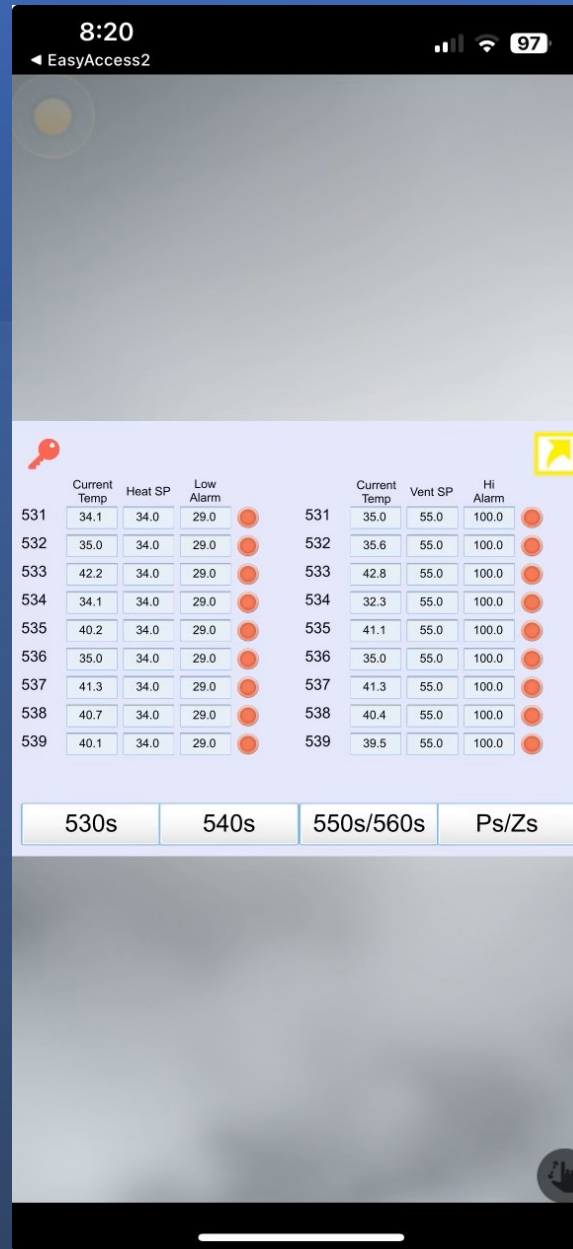




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# Technology

- Web Relays
- VPD
- Automated Greenhouse Controllers
- Bluetooth Temperature Monitoring



Zone Name:   
Plant Name:   
External Reference:

Zone Number:   
Zone Type:

### Irrigation Inputs

Irrigation Schedule:  Daily ([more info](#))  
 Odd Days ([more info](#))  
 Fixed Days ([more info](#))  
 Threshold ([more info](#))  
 None ([more info](#))

Number of Cycles:   
Irrigation application rate:  inch/hr  cm/hr  
Min Run Time (minutes):   
Irrigation system uniformity:  %

### Fixed Inputs

Location:   
Production Area:  Open Field  
 Shadecloth  
 Plastic  
Shade (% light reduction):  %  
Container top diameter:  inch  cm  
Plant irrigation capture ability:   
Leaching fraction (LF):  %





Success!



Not good  
for plants







Manganese (Mn) 0.02% Water Soluble Manganese (Mn) 0.05%  
 Molybdenum (Mo)\* 0.011% Water Soluble Zinc (Zn)  
 Zinc (Zn)\* 0.011% Water Soluble Zinc (Zn)

**WARNING:** This fertilizer contains greater than 0.001% Molybdenum (Mo). The application of fertilizer materials containing Molybdenum may result in forage crops containing levels of Molybdenum which are toxic to ruminant animals. Information regarding the contents and levels of metals in this product is available on the internet at <http://www.aapfco.org/metals.html>  
 For further inquiries regarding the metals content in this product, please call 1-800-492-8255 or 314-983-7500.

**Directions For Use**

**Questions regarding use of this product:** Go to [www.icl-sf.com](http://www.icl-sf.com), contact your local sales person or call customer service 800-492-8255 or 314-983-7500.

**Product Trials:** A trial is recommended before adopting a new fertilizer program or making full-scale changes to standard cultural practices. Test several rates on representative plant types.  
**Product Storage:** Store in a clean, cool, dry place. Reseal opened bag by folding top down and securing.  
**Preparation into Growing Media:** Growing media should be used within 2 weeks after incorporating fertilizer for best results.

**Water Management:** Irrigation frequency and volume should be adjusted according to crop type, environmental conditions and desired soluble salt levels.  
**Field Water Application:** Use caution when applying this product to crops being over-wintered under cover. If grower uses water soluble salts and/or adjust irrigation practices, avoid this type of application.

**Container Nursery Stock Suggested Application & Rates**

The following application rates are intended for general container nursery stock growing conditions. Rate selection should be based on individual grower practice and environmental conditions such as; local climate, crop type, growing media, irrigation and rainfall.  
 Rates for greenhouse production are lower; go to [www.icl-sf.us.com](http://www.icl-sf.us.com) or call us for further information.

Volume Volumen	LOW BAJA	MEDIUM MEDIA	HIGH ALTA
Trade 1 Gallon/2.6 litros	13	20	27
1 Gallon/3.8 litros	18	28	39
Trade 2 Gallon/6.0 litros	31	47	65
2 Gallon/7.6 litros	38	58	80
3 Gallon/11.4 litros	55	84	117
5 Gallon/19 litros	74	114	157
7 Gallon/26.6 litros	110	169	233
10 Gallon - 17" diam/38 litros - 43.2 cm diám.	133	204	282
15 Gallon - 17.5"/57 litros - 44.5 cm	143	219	303
20 Gallon - 21"/76 litros - 53.3 cm	219	335	464
25 Gallon - 22.5"/95 litros - 57.1 cm	267	408	565
30 Gallon - 26.5"/114 litros - 67.3 cm	362	554	767
45 Gallon - 30"/171 litros - 76.2 cm	457	699	969

Larger Containers Recipientes más grandes	Surf. Area sq ft Superficie (m2)	LOW BAJA	MEDIUM MEDIA	HIGH ALTA
Use these rates multiplied by actual container surface area in sq. ft.	1.0	95	146	202

\*\* Visit [www.icl-sf.us.com](http://www.icl-sf.us.com) for a more comprehensive container list.  
 Visite [www.icl-sf.us.com](http://www.icl-sf.us.com), donde encontrará una lista más completa de recipientes.

Do not ingest or inhale. Keep away from children or pets. Follow label instructions and use care when handling all fertilizer products.

First Aid: If in eyes, hold eye open and rinse slowly and gently with water for 15-20 minutes. Remove contact lenses, if present after the first 5 minutes, then continue rinsing. Call a poison control center or doctor for treatment advice. If on skin or clothing, take off contaminated clothing. Rinse skin immediately with plenty of water for 15-20 minutes. Call a

0.011% of Zinc (Zn) soluble en agua 0.05% (Mn) revestido para

**ADVERTENCIA:** Este fertilizante contiene más de 0.001% de molibdeno (Mo) revestido para que contengan molibdeno puede producir cultivos forrajeros. Que contienen niveles de molibdeno para los animales rumiantes. La información relacionada con el contenido y los niveles de metales de este producto están disponibles en Internet en <http://www.aapfco.org/metals.html>  
 Para más información con respecto a los metales pesados de este producto, marque a 1-800-492-8255 o 314-983-7500.

**Instrucciones de uso**

**Preguntas acerca del uso de este producto:** Favor de ir a [www.icl-sf.us.com](http://www.icl-sf.us.com), contactar su representante de ventas en su área o llamar a Servicio al Cliente 800-492-8255 o 314-983-7500.

**Pruebas del producto:** Se recomienda realizar ensayos o pruebas del producto antes de adoptar un nuevo programa de fertilización o antes de hacer cambios completos al programa standard de practicas culturales en el área total. Pruebe varias dosis en diferentes tipos de plantas representativas.

**Almacenamiento del producto:** Almacene el producto en un lugar limpio, fresco y seco. Cierre la bolsa abierta doblando la parte superior hacia abajo y asegurándola.

**Incorporación en el medio de crecimiento:** Para mejor resultados, el medio de crecimiento debería ser usado dentro de las siguientes 2 semanas de haber incorporado el fertilizante.

**Manejo de riego:** El volumen y la frecuencia de irrigación deberían ser ajustados de acuerdo al tipo de cultivo, condiciones ambientales y niveles deseables del contenido de sales.  
**Aplicación en otoño e invierno:** Aplicaciones durante Otoño e Invierno: Sea cauteloso al aplicar este producto en cultivos protegidos bajo cobertura durante el invierno. Si el productor no puede supervisar el nivel de las sales solubles y/o ajustar las practicas de irrigación, evite este tipo de aplicación.

**Aplicación y proporciones sugeridas para plantas de vivero en contenedor**

Las siguientes dosis de aplicación son recomendadas para condiciones de crecimiento general en viveros. La selección de dosis debe estar basada en las practicas culturales individuales de cada productor y en condiciones ambientales tales como: Clima local, tipo de cultivo, medio de crecimiento, irrigación y lluvia.

Las dosis para producción en invernaderos son menores; favor de ir a nuestra pagina [www.icl-sf.us.com](http://www.icl-sf.us.com) para mayor información.

Incorporation Rates/Dosis de incorporación	LOW/BAJA	MEDIUM/MEDIA	HIGH/ALTA
Lbs. per Cubic Yard/Libras por yarda <sup>3</sup>	8.5	13.0	18.0
Kg. per Cubic Meter/Kg por metro <sup>3</sup>	5.0	7.7	10.7
Grams per Liter/Gramos por litro	5.0	7.7	10.7
Landscape Rates***/Dosis al suelo***	LOW/BAJA	MEDIUM/MEDIA	HIGH/ALTA
Lbs. per 1000 sq. ft./Libras por 1,000 pies <sup>2</sup>	13.0	23.0	33.0
Kg. per 100 sq. meters/Kg por 100 metros <sup>2</sup>	6.3	11.2	16.1
Lbs. of N per 1000 sq. ft./Libras de N por 1,000 pies <sup>2</sup>	2.0	3.5	5.0

\*\*\*Use low rate on heavy or clay soils, high rate on light or sandy soils depending on soil test./Use una proporción baja en suelos pesados o arcillosos, y una proporción alta en suelos ligeros o arenosos, dependiendo de la prueba del suelo.

**APPROXIMATE VOLUME MEASURES/MEDICIONES APROXIMADAS DEL VOLUMEN**

	#1	#2	#3	#4	#5	#6	#7
Yellow Spoons (level) Cucharadas de amarillas (rasas)							
Approximate Weight (in grams) Peso aproximado (en gramos)	9	14	18	38	49	75	100
Conventional Measures (level) Medidas convencionales (rasas)	1 tsp. 1 cda.	1 tbsp. 1 cda.	1/4 c. 1/4 tz.	1/3 c. 1/3 tz.	1/2 c. 1/2 tz.	1 c. 1 tz.	
Approximate Weight (in grams) Peso aproximado (en gramos)	5	15	63	86	126	252	

28 grams = 1 oz. / 454 grams = 1 lb.  
 teaspoon = tsp. tablespoon = tbsp.  
 cup = c. ounce = oz. pound = lb.  
 28 gramos = 1 oz. / 454 gramos = 1 lb.  
 cucharadita = cda. cucharada = cda.  
 taza = tz. onza = oz. libra = lb.

No inhale ni inhale el producto. Mantenga el producto fuera del alcance de los niños o las mascotas. Siga las instrucciones de la etiqueta y tenga cuidado al manipular todos los productos fertilizantes.

En caso de contacto con los ojos, mantenga el ojo abierto y enjuague lenta y suavemente con agua durante 15 a 20 minutos. Quite las lentes de contacto, si están presentes, después de los primeros 5 minutos, luego continúe enjuagando. En caso de contacto con la piel o la ropa, quite la ropa contaminada. Enjuague la piel inmediatamente con abundante agua durante 15 a 20 minutos. Llame a un centro de control de envenenamiento o a un médico para recibir consejos de tratamiento. Si se inhala, traslade la persona al exterior para que respire aire fresco. Si la persona no respira, llame al 911 o una ambulancia, después administre respiración artificial, preferiblemente boca a boca, si es posible. Llame a un centro de control de envenenamiento o a un médico para recibir

# Minor Details





Buxus microphylla  
vj. "Green Beauty"



One of those  
days



Sustainability, New Farm Market, New Plant  
Genetics, More Mechanization, Modern Gutter-  
Connect Propagation Structure













Thank you

Questions?