

- 6) Increased confidence of our staff in their abilities.
- 7) Increased staff knowledge in display work and horticulture generally.
- 8) Closer ties to the commercial side of horticulture in Perth and increased support from the industry.
- 9) Giving Kings Park and Botanic Garden a worldwide view.

Despite all the restrictions and complications of international export and import, if good hygiene and horticultural practices are followed, this exercise proved that container plants can be transported and displayed in good condition. Whether it is commercially viable is another matter.

My Knowledge

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My knowledge has been acquired over many years by practical experience and with some assistance in the early years from special people who were pioneers in their field. Fred Lullfitz and Charles Gardiner were my earliest mentors. Later inspiration in nursery practices was gained from George Gay, Ben Swane, and Jack Pike. I have been associated with the growing and promotion of Western Australian native plants for 35 years and a member of the I.P.P.S. since 1972.

Through my knowledge and experience it has been possible to introduce new plant cultivars into local, national, and international horticulture with application to nurseries, landscaping, and floriculture (cut flowers). Some recognition for my contributions made to the WA flora and horticulture has been the inclusion of the name Lullfitz in the species of some recently named plants. These new selections have come about through:

- Careful observation of plants in nurseries and local and natural environments,
- Having the ability to recognise potential for something out of the ordinary, e.g., mutations, flowering times, hybrids.
- Specialist selection and propagation experience.

Good new cultivars are highly sought after. But in the past the person who had put in years of hard work to get a new cultivar into cultivation was not adequately remunerated. So here is my accumulated knowledge, distilled into four points of advice to those of you investing considerable amounts of time and money to research and develop new plant selections:

- Identify your opportunities, if you have something worthwhile do something with it!
- Be aware of threats, someone else may somehow obtain your idea or product. So use it or, sadly, potentially lose it!
- Capitalise on your knowledge, make sure that you are the one rewarded for your efforts.
- Protect your knowledge, through Plant Breeders Rights, propagation agreements, etc., and you can continue to prosper from your investment.