



To: Whom it may concern  
November 15, 2013  
Re: Paul Zimmerman

I have had the pleasure of working with Paul Zimmerman for over a decade now. Initially we simply purchased rose plants from his nursery, Ashdown Roses, but over the years the relationship has grown to where we retain Paul specifically to consult and advise us on our rose garden as well as to lead our Biltmore International Rose Breeders Trials.

Six years ago, our rose garden display had deteriorated to the point where we regularly received guest complaints. We began working more closely with Paul and he has helped us achieve a significant improvement in the quality of our rose garden. More importantly for the long term, he has led us in developing knowledgeable staff and in creating an enthusiasm for displaying roses to over a million guests a year. Paul regularly leads training sessions for staff and other local rose enthusiasts here in our garden and because of his international contacts, we are able to meet and discuss rose culture with experts from around the world here in our garden.

His associations with breeders, growers and marketers have helped us obtain the best of the new and not so new varieties at very reasonable cost. With Paul's expertise, we have found savings in reduced pesticide applications due to improved variety selection and culture. Paul also shares our passion for the history of the garden. Using old photographs, plant orders and correspondence, he has helped us build a sustainable display that is now much closer to the original design intent of Fredrick Law Olmsted and George Vanderbilt. In short, Paul has worked to help us preserve a rose garden we are proud of and can afford.

In 2010, Paul came to us with the idea of hosting an international rose breeder's trial. His participation in similar trials in Europe led him to believe, and then convince us, that we should conduct a trial here in the Biltmore rose garden. Paul recruited breeders to send stock and advised us on cultural protocols free of traditional pesticides. He led or was involved in most every detail along the way including selecting judges and developing judging criteria that met World Rose Federation and American Rose Society guidelines. We planted the first trial plants in 2011 and completed the last of the judging for that first group, along with a grand reception and awards ceremony, this last spring. We have continued planting another group of plants for trialing each year since. The trials are a very successful addition to the gardens and we have discovered roses in every class that fit well in the garden and do not require extensive maintenance and pesticide spray regimes.

Our association with Paul Zimmerman has been profitable and enjoyable. The gardens, the gardeners and I are better for it. Paul's enthusiasm, knowledge and leadership have been invaluable to us. I recommend his services to anyone looking for a consulting rosarian to assist in building, improving and marketing their garden.

Parker Andes  
Director of Horticulture  
Biltmore