Cover story: Know your strengths before bidding
In Part I of a series, the author stresses the importance of realizing which jobs your company can and can't handle.

Sylvia Hollman Fee

LM reports: String trimmers
Since their inception less than two decades ago, string trimmers have become a labor-saving device and a staple in the landscape manager's equipment arsenal.

Jerry Roche

Tank-mixing pesticides, fertilizers
Watch for foaming and gel formation when mixing pesticides and fertilizers in tanks, says an agronomic consultant.

Jerry Roche

Costs merit close tracking
Direct and indirect costs must be passed on if you want to stay profitable. If you don't track increasing costs carefully each year, profits will shrink before you know it, says Bill Hoopes of Barefoot Grass.

Terry McLver

Finding new profit centers
If it's not a nursery, it's a community composting facility that's making new money for Kansas City entrepreneur John Cazzell.

Why wildflowers?...Why not?
Wildflowers are economical and need little maintenance and irrigation. But most of all, people love them. Nowhere are they more beautiful than on Kiawah Island.

The rec facility 'Catch 22'
Half of the word 'budget' is 'get.' Here are some suggestions on how to 'get' enough money to make your recreational facility safe, yet economical.

Jerry Roche

Investing in your image
Improving your company's image is an intangible investment that can reap very tangible rewards.

E.T. Wandtke

Golf greens: Speed kills (turf)

Early application reduces lyme

Key to irrigation: uniform coverage

Fabrics minimize weeds

Post-emergence weed control...in cool-season grasses
For best results, control product applications must be made during the plant's most susceptible growth stage.

Prasanta C. Bhoomik, Ph.D.

...in warm-season grasses
Post-emergence herbicides control many problem annual and perennial weeds not controlled by the pre-emergents.

Tim R. Murphy, Ph.D.

Soil testing 'lazy turf'
Has your turf lost its 'zing?' Does it have that lackluster, 'not-as-bright-as-it-used-to-be' shade of green? You might need a soil nutrient analysis.

Terry McLver

Where buffalograss roams
Continued development of buffalograss varieties is making the species at home in more regions.
76  Aeration still undersold
When lawn care professionals educate their customers to the benefits of aeration, a third or more will pay for it.
Ron Hall

80  A 'menu' of lawn services
Partners Dan Henneberg and Bern Bonifant say it would be nice to be 'all natural,' but you've got to make a living, too.
Ron Hall

82  Dr. Beard views future
Dr. James Beard of Texas A&M University returned to Lansing, Mich., to tell turf managers where he thought their industry was going.
Ron Hall

82  High vs. low volume: still sparks controversy
DowElanco's Bruce Jacobs suggests adding a separate company within your present company, just for low volume spraying, or for granular applications, too.

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