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Hot. Hot. Hot. How hot was it in Louisville for the Outdoor Power Equipment Expo 99?

Let me tell you.

It was so hot that the Kohler Engine folks had to grill those delicious Wisconsin brats a little longer than usual just to get them up to temperature on the top of our heads. (Free food! And lots of us enjoyed the shade of the Kohler tent.)

It was so hot that those insane checkered pants that Dane Scag wore to his company’s Friday night reception seemed...well, almost “cool” by comparison.

It was so hot that we saw some of the young maintenance guys trying out new mowers and driving them slowly.

Making waves

OK, so I’m no Carson, and enough about the heat. Here are some of what we saw at Expo 99, starting with Dane.

Opinionated. Feisty. Perceptive. At 80-plus years old, Dane makes as many waves in the mowing industry as ever, building his 2½-year-old company. (How many times has he done this before?) While some manufacturers are building mowers with ever-bigger decks powered by ever-bigger engines, he announced that his company is focusing on machines that are simple, affordable and efficient. His reasoning—there’s a lot bigger market out there for mowers that cost $3,000 than for machines selling for $25,000.

While price is always a consideration with mowers and other landscape equipment, so is the work they let you and your crews do each day. This was the number-one message of several manufacturers at Expo 99. We saw lots of productive new ideas like:

► Even more compact construction equipment, purple and teal mini-excavators and motorized installation gadgets to make work easier and more productive. Everybody’s searching for equipment that can reduce their dependence on labor which, as we all know, has been pretty darn scare.

► Riding mowers with a radical new independent suspension; others with larger, more comfortable seats; several convenient tow-behind cutter attachments; and of course, plenty of cup holders for those riders.

► “Designer” looks sporting sleek, rounded, plastic components; high-end operating indicators, even more sound and vibration deadening.

► Great new specialty products like mowers for everything from steep hills to dams, inventive new hydroseeders, plenty of built-like-a-tank walk-behind mid-mount mowers, quick-as-a-wink topdressers, double leaf collector bins that ride on mowers, even extendible hand-held trimmers that articulate in several directions.

► And, talking about mowers, we saw a new generation of automated robot mowers, units powered by both battery and the sun. These little mowers looked like something from the Jetsons. The battery-powered mower that we saw demonstrated cut a small patch of grass (almost without a sound), then returned by itself to the recharging station when it started running low on power. Commercial applications? Certainly, but they’ll be specialized.

Look for the new stuff

Not everything at the Expo was steel and iron. There were plenty of great ideas too, like the rollout of a nighttime landscape franchise, as well as some interesting fertilizing, marketing and equipment transporting ideas.

Look for upcoming issues of LM—and particularly our New Products section—for more great ideas from Expo 99. LM
12 New Journalism/Design Awards

For the third consecutive year, Landscape Management has been recognized as the editorial spearhead of America's lawn care industry. Two national professional journalism societies recently recognized that publication's editorial and design superiority with 12 new writing and design awards, including four First Place or Gold Awards, two Silver Awards, and five Merit Awards. In separate ceremonies, TOCA (Turf and Ornamental Communicators Assn.) made eight of the awards, while the ASBPE (American Society of Business Press Editors, Central Region), represented another three. Susan Gibson, executive editor, Ron Hall, managing editor, and Lisa Bodnar, senior graphic designer are the individual award winners.

Landscape Management is now celebrating 37 years of editorial leadership in America's multibillion dollar landscape and lawn care industry. So its award-winning editorial and design performances, while most welcome, come as no surprise. They underscore our commitment to providing high-quality coverage of your industry and your businesses. Your successes and challenges.

It is our mission to provide the most informative, useful and easy-to-read magazine in the industry. It shows year after year because, as the industry judges keep changing, they continue to recognize the excellence of Landscape Management. From excellent writing and design to articles that cut right to meat of the topic, Landscape Management is a fun and interesting read.

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* Front Cover Design/Buyer's Guide, Lisa Bodnar

SILVER
* Feature Article Writing, "Disney's Grand Green Experiment", Ron Hall
* Opening Editorial Page or Spread Design, "Disney's Grand Green Experiment", Lisa Bodnar
WASHINGTON D.C.—Public service. That's what about 70 landscape and lawn care professionals did here on the Monday morning of July 20. The lawn pros will remember this particular Renewal & Remembrance project—PLCAA's third—at Arlington National Cemetery for some time.

On the sultry morning that the landscape pros applied lime and fertilizer, felled a big tree and laid sod at Arlington, a Navy honor guard solemnly escorted the horse-drawn wagon that transported the flag-covered casket of former astronaut Pete Conrad to its final resting place. The cemetery fell silent and LCOs looked skyward as Navy pilots streaked low over Arlington, one peeling his aircraft away from the formation to signify the loss of a fallen comrade.

Elsewhere in Arlington, hundreds—and then thousands—of tourists passed by the laboring LCOs with both curious looks and smiles. Many of these visitors made their way up the winding shaded roads toward the grave site of former president John F. Kennedy. They were making the trek because of JFK Jr.'s tragic disappearance off Martha's Vineyard just three days previously.

These events gave a special poignancy to a morning that, in many respects, showed the green industry in its finest colors.

Just after 9 a.m., before the day's heat sapped workers' energy, the landscape pros rededicated a garden site in the cemetery with comments by both the Honorable Togo D. West, Jr., Secretary of Veterans Affairs, and a short but moving address by 16-year-old Jackie Hague, the daughter of Douglas and Pam Hague, Lawn Classics Inc., Findlay, OH.

The garden area, ablaze with bright red "Veterans Honor Roses" from Jackson & Perkins, was designed and landscaped by Environmental Care Inc. and U.S. Lawns, Calabasas, CA. Donations of products and services were made by: Village Turf Inc., Mount Vernon, VA; Chantilly Turf Farms Inc., Chantilly, VA; Shemin Nurseries, Burtonsville, MD; Pine Hall Brick Co. Inc., Winston-Salem, NC; and Georgia Marble Co., Kennesaw, GA.

The only hitch of the morning—a well-deserved but very late-arriving lunch. —Ron Hall
LCOs urge Congress to guide U.S. EPA

WASHINGTON, DC — Don't expect anything earth shaking from the 106th Congress. In fact, don't expect much at all until after the 2000 general elections, predicted Charles Cook, a popular political pundit here and the dinner speaker at PLCAA’s Day on the Hill in July.

A do-little Congress is not good news for the pesticide-using segments of the green industry. Indeed, most industries that rely upon pesticides, including agriculture, are urging Congress to pass legislation that would, in effect, put a leash on the U.S. Environmental Protection Agency's enforcement of the 1996 Food Quality Protection Act (FQPA). They want legislation that "directs" how the U.S. EPA enforces the FQPA.

To date, the EPA's interpretations of FQPA indicate that it favors eliminating classes of chemical products (organophosphates are high on the list) to reduce the public's cumulative exposure. But, the Agency is not basing these interpretations on sound science, many in the green industry contend.

Getting this message to individual legislators was the top issue of the 70 or so professionals attending this year's Day on the Hill.

Allen James, executive director of Responsible Industry for Sound Science (RISE), briefed industry members on H.R. 1592, the House's version of The Regulatory Fairness & Openness Act of 1999. By month's end it had attracted about 170 cosponsors. On July 29 Senators Chuck Hagel (R-NE) and Blanche Lincoln (D-AR) introduced a companion bill in the U.S. Senate.

The legislation would:
- Prevent unnecessary loss of pesticides.
- Provide for a smooth transition to accommodate evolving changes in science policy and allow for the development of newly needed data.
- And, most important, require the EPA to regulate pesticides based on reliable data and sound science.

"We're not asking Congress to change the law," James told the lawn pros. "We're asking Congress to enter a set of amendments . . . to tell the EPA how to implement the law."

How likely is it that Congress will pass the legislation that RISE and its members are seeking?

There is strong support for it Capitol Hill where much of July was spent squabbling on how large (or small) of a tax break legislators will give taxpayers.

"Don't count on a heck of a lot happening with this Congress," Cook told the lawn pros several hours after James briefed them, and the evening before they hustled to Capitol Hill to petition their legislators.

Cook pointed out that the Republicans have a scant majority in the Senate and are hugging the middle of the road with elections approaching.

"This could be one of the least productive Congresses in modern history," he added.

The green industry, along with agriculture, is working the Hill to make sure that, at least, it passes legislation clarifying the U.S. EPA's interpretation of the FQPA.

—Ron Hall

U.S. EPA meets deadline; bans uses of products

WASHINGTON, DC —

The U.S. EPA on Aug. 3 banned most uses for two organophosphate pesticides used almost exclusively in agriculture.

"This was the first big deadline the EPA had to meet with the FQPA," Elizabeth Lawder of Responsible Industry for a Sound Environment (RISE), told Landscape Management. Under the 1996 law, the agency faced a deadline to finish reviewing the first third of hundreds of chemicals by early August.

Starting next year, the pesticide methyl parathion may not be used on a variety of crops from apples to turnips. Uses on some other crops will continue. Also banned was azinphos methyl, again mostly used in agriculture (but also with some uses for nursery crops and mosquito control).

While pesticide-using industries complain that the agency isn't using sound science in its FQPA decisions, the National Resources Defense Fund threatened a lawsuit against the EPA because it doesn't think the U.S. EPA is moving fast enough to remove chemical pesticides from the marketplace.

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—Ron Hall
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Internet sites match contractors with clients

Two new Internet services might make it easier for landscape managers to connect with potential clients. The sites, www.imandi.com and www.improvenet.com allow consumers to seek bids for landscape design, build, installation and lawn care/maintenance services.

The cofounder of Imandi, Raghav Kher, says the idea stemmed from his own difficulties in finding an appropriate landscape contractor. When he retired from Microsoft, his wife gave him a long to-do list. Frustrated with finding a landscaping or lawn care company for his property, he established imandi.com so other homeowners would have an easier time finding such companies.

"It was such an inefficient process," says Kher. "I wasted so much time tracking down lawn care companies, leaving messages and playing phone tag. Then, it occurred to me—I could change this process myself."

Improvenet.com will research your company's legal and financial status, which it rates for online users. It also allows you displays photographs of finished projects.

After a consumer completes the online forms at either site specifying his or her needs, the sites list several local firms in their database.

It's up to the contractors to contact consumers directly with competitive bids (Imandi) or appointments (Improvenet). — Jim Guyette
The 1999 Emerald Awards are the chance for you, the readers, to sound off about the products that you believe are the best in the green industry. You were encouraged to fill out entry forms, noting your favorite products in many categories, which included riding mowers, walk-behind mowers, turf fertilizers and turf insecticide. We then counted the votes and the product with the most votes ended up winning the award.

This year, many LANDSCAPE MANAGEMENT readers named perennial favorites in categories such as compact tractors, turf aerators, leaf blowers and line trimmers.

**New king of the riding mower hill**

Unlike the past years, a new face emerged in the riding mower lineup. Walker managed to edge out Toro as the favorite among this year's voters.

Bob Walker, owner of Walker Manufacturing Company in Ft. Collins, CO, said he was very excited about winning the award for the first time. One of his more popular models is the MTGHS mower, a 20-hp unit with a 48-in. deck.

“*It fits in nicely with the work contractors are doing,*” he says. “*It has a nice balance in terms of size and capacity. The overall job time is favorable.*”

Dale Beard, owner of Botanica Services Inc. in Hagerstown, MD, says that he likes the “quality of the cut,” which is why he selected Walker mowers. “*They’re also built like a tank.*”

The walk-behind mower category proved to be favorable for Toro in Bloomington, MN, a perennial winner in this particular category.

Brian Masterson, senior marketing manager for Toro's landscape contractor equipment division, says the reaction to winning the award is “positive,” especially when the customers have input on their favorite products. Masterson mentioned some of the features that are unique to a Toro mid-size mower.

“There is the T-Bar single-control system, which offers speed and direction at the same time,” he says.
There’s also the operator presence switch, which disengages the blade without killing the engine.

Masterson also mentioned the super-flow system (where the cutting chambers cut and discharge grass separately, enabling each blade to work individually), as well as a floating deck, which pivots on four points and enables the mower to adjust to various types of terrain.

Judy Stoltenberg, landscape designer for Freelance Landscaping in East Moline, IL, says that easy maintenance was the first thing that she noticed about Toro walk-behind mowers, as well as their light weight and durability.

**Lesco and Echo win big**

Lesco, of Rocky River, OH, was no lightweight in this year’s awards, receiving most of the readers’ votes in four categories: turf fertilizer, pre-emergence herbicide, perennial ryegrass and turfgrass mix or blend.

Ken Sekley, vice president of marketing for Lesco, says that he’s not really surprised at the outcome, given Lesco’s rapid growth. “We’re pleased that Lesco’s presence in the industry continues to grow,” he says. “We realize that we’re serving professionals, so the quality of our products is a key thing.”

Another familiar name heads the leaf blower and line trimmer lists, as Echo managed to take home awards for the fourth consecutive year.

Robin Pendergrast, public relations consultant for Echo, says while Echo is pleased about winning the award, the results do not really surprise them.

“(The results) are indicative of the market dominance we have as a manufacturer,” he says. “It’s kind of an international phenomenon.”

Pendergrast cited the PB-46LN “Quiet 1” blower, which produces only 65 decibels when at full throttle. Pendergrast touts it as “the quietest leaf blower ever made.”

Budd Perlman, owner of Tex-Scape in Plano, TX, apparently speaks for other voters when he says that his landscape crew members prefer Echo leaf blowers because of their toughness.

“From a durability and maintenance standpoint, they are far superior to anything else we’ve used,” he says.

Pendergrast also credits the evolution of the SRM-2601 line trimmer for its Emerald Award success this year.

“(The SRM-2601) has a great power-to-weight ratio,” he explains. “It also doesn’t weigh as much as all of the other competing products, which means longer use for the owners.”

**Chain saws that lead the pack**

Stihl in Virginia Beach, VA, cut right through the competition by taking the biggest slice of the votes in the chainsaw category.

Jim Hampton, product manager for Stihl’s chainsaws, seemed flattered to learn that Stihl was chosen by LM’s readers.

“It’s an honor to know that the readers recognize Stihl as a quality product with quality features,” he says.
Hampton says that one of Stihl's most popular models is the 029 chainsaw, which features a side access chain adjuster, and well as “ease of service.”

One of Stihl's newest products, the O18C chainsaw, will feature a quick chain adjuster, or QCA, says Hampton. This will allow users to find the proper chain tension without the use of a tool.

Mike English, owner of Perfect Image Lawn Care in Danville, LA., listed some of the advantages he sees in a Stihl chainsaw. "They're light, powerful and quiet," he says. "They're also the most comfortable to work with, and they have good resale value."

Compact tractors for versatility

The compact tractor category remains unchanged from last year, as Torrance, CA-based Kubota managed to win again. Pat Carroll, national advertising and public relations manager for Kubota, says that the company is proud to have won the award. "Kubota is committed to innovating quality products that are environmentally friendly and built to last," she says.

Tom Jones, budget director of Country-side Lawn and Landscape in Newark, DE, can attest to the durability of a Kubota tractor. "They're very reliable," he says. "We have one that we've used for 15 years that still runs as well as the day we got it."

Favorite trucks and aerators

Pick-up trucks from Ford in Bloomfield, MI, picked up another award from landscape readers, and added to the collection. John Zabel, president of Greenworks, Inc., Conway, AR., says that his Ford allows him more room to operate. "I've got a lot of stuff back there," he says. "The club cab doors open on both sides, which makes it more accessible."

Landscape managers again named the Ryan turf aerator from Textron in Racine, WI, as their favorite product, snagging an award once again this year. According to Peter Whurr, vice president of Textron turf care and specialty products, the results speak for themselves. "It just goes to show you that the product the people have been voting for does the job," he says. "It shows that we listen to the customer."

Whurr also noted the longevity of a Ryan turf aerator as one of its advantages.

"The machine will just keep going and going," he says.

Marty LeBeau, a technician for Spring-Green Lawn and Tree Care in Bradley, IL., likes the way the Ryan aerator is designed. "It's unique because the wheel is in the front and the aerator is in the back," he says. "It uses the weight of the whole machine to put more pressure in the ground. There's also a lever there to lift up the back wheels, so it's more maneuverable."

Chemicals, PGRs & bluegrass

Moving from hard equipment to chemicals, Bayer's Merit insecticide came out on top in the turf insecticide category.

Neal Cleveland, turf and ornamental manager for Bayer in Kansas City, MO, sees the victory for the six-year-old insecticide as a confirmation of the landscape professionals' trust.

"I think that by choosing Merit for this honor two years in a row, our customers are communicating that they still trust its long-residual, broad-spectrum control," he says.

LeBeau says that Merit's long-lasting nature can eliminate some worries. "Since it's longer lasting, you don't have to worry
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Branch manager wins $500 big ones

Congratulations to Daniel Wood, branch manager of the Orlando, FL office of TruGreen-ChemLawn. He won the drawing for $500 in our 1999 Emerald Awards contest where lawn/landscape/grounds professionals tell us about their favorite green industry products.

Wood, who started in the landscape business 17 years ago, submitted his entry while he was a grounds manager for Sea World in Orlando, and it took us a while to track him down to let him know of his good fortune. Upon receiving word that he'd won the dough, Wood remarked that he's known from his first days in the green industry that the landscape business was for him.

Wood’s TG-CL branch numbers 120 employees, and he says one of his biggest challenges is showing the Orlando market that TG-CL does considerable work for commercial clients. "When people see the TruGreen name, they sometimes think that we're just residential," said Wood.

Our second place winner, Marc Clement, is the owner of Clement Landscaping, Georges Mills, NH. Marc has been in the landscaping business three years. His doubled in size last year, he pointed out. "I don't want to grow too big, too fast. I don't want to lose touch with my customers," he said. Clement Landscaping is about 70% maintenance/30% design, Marc added. He receives $300 from LM.

Our third winner ($200) is Marty LeBeau, Bourbonnais, IL, a lawn technician with the big lawn care company, Spring Green. Marty has been involved with landscaping for six years.

Look for LM's 2000 Emerald Awards contest entry forms in future issues of the magazine. Fill them out and tell us which products you like so that you can be in the running for some cool cash, compliments of Landscape Management.

Our Readers' Picks

TURF FUNGICIDE
Daconil (by Zeneca)

PLANT GROWTH REGULATOR
Primo (by Novartis)

TURF TYPE TALL FESCUE
Rebel II (ABT/Lofts)

KENTUCKY BLUEGRASS
Midnight (Turf-Seed)

cont. from page 16

about the timing of your spray or precision," he says.

Round-Up, by Monsanto Co., St. Louis, MO, won in the post-emergence herbicide category.

"The great thing about Round-Up is that you can spray it all over ivy, and the ivy won't be affected," says Rich Buchanan, area manager of Contra Costa Landscape in Martinez, Ca.

The readers named Daconil as the turf fungicide of choice. Tony Rademaker, turf marketing manager for Zeneca Professional Products in Wilmington, DE, says that Daconil has been a leading product in the turf industry for more than 30 years.

"It has a broad spectrum, meaning that it handles many diseases," he says. "There also hasn't been a documented resistance to it in 30 years of service, and it is a very versatile and economical product."

Primo from Novartis in Greensboro, NC, dominated the plant growth regulator category.

The Kentucky Bluegrass category of seed was won by Midnight of Turf-Seed, Inc. in Hubbard, OR.

Tom Stanley, marketing manager for Turf-Seed, says that Midnight has been at the top since its arrival in the early 1980s. Midnight also has some unique features that set it apart from other bluegrass products.

"It has a very dark, green color," he says. "It's darker than anything else out there. It also ranked at the top in both the high and low maintenance NTEP trials, and it's a low-growing, dense variety, lending itself to sod production, golf fairways, home lawns and athletic turf.

"In the early years, the supply could not meet the demand," he continues. "But today, we have a lot of both blue-tag certified and gold-tag sod quality."

Rebel II from AgriBioTech/Lofts Seed Inc., Winston-Salem, NC, finished in first place in the turf-type tall fescue category.

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Seed supplies will be ample

Turfgrass seed production is up in 1999, supplies are adequate and prices are stable with only spot shortages forecast.

By RON HALL/Managing Editor

Commercial buyers of seed should be smiling this season, particularly those who do a lot of overseeding. Production is up, supply is up and prices are stable for most seed species and varieties—particularly perennial ryegrass. Demand should remain strong too.

Several factors affect demand for seed, including the level of new construction. New commercial properties, new homes, new golf course construction/renovation boost seed usage. Most experts feel that new construction will remain robust, but beware: interest rates started creeping up this summer and this could slow building.

Weather is a determining factor in the seed industry too—for both seed production and demand, as Wayne Horman, of The Scotts Company, Marysville, OH, pointed out.

For instance, a severe summer drought in the Northeast and Mid-Atlantic will unquestionably create greater seed demand—particularly in Maryland, Delaware, New Jersey and eastern Pennsylvania which has suffered one its worst droughts ever. Lawn/landscape pros are going to be busy with renovations on unirrigated residential and commercial properties in these areas this fall.

Off to a cool start

Weather affects production too. Week after week of 50°F to 60°F weather this past spring and early summer in the Willamette Valley in Oregon slowed maturity of both tall

story cont. on page 26
seed chart begins on page 24

Above, Dr. Joe Duich (right, center) explains the latest findings at the 1999 Turf-Seed, Inc./Pure Seed Testing, Inc. Field Day. Test plots, like these in Rolesville, NC, allow breeders to compare varieties.
Burn ban fuels cottage hay industry

Grass seed growers in Oregon's fertile Willamette Valley this year are exporting about $40 million in straw to Asia for use as roughage in cattle feed. Oregon produces 60% of the U.S. grass seed crop, and 93% of that comes from the Willamette Valley.

It's estimated that almost 100 million tons of straw result each year from the over 400,000 acres planted for turfgrass seed production in the Willamette Valley.

For years, grass seed producers had resisted pressure from groups opposed to field burning—and later government regulators—over field burning, in which acres of the leftover straw would be set afire to sanitize the fields of pests and plant disease. In June of 1991, however, Oregon legislators placed restrictions on field burning. Today, turfgrass seed growers are allowed to burn a maximum of 45,000 acres in the valley, down from about 230,000 acres in 1980.

Because of tax incentives, many farmers have replaced burning with baling as the straw is cut and compressed for shipment to Japan, Taiwan and South Korea.

"At one time straw was viewed as a waste product—now it's viewed as a commodity," says Dr. Tom Chastain, a crop physiologist at Oregon State University. This season the overseas demand rose because of typhoons that damaged rice crops in several Pacific Rim countries.

"This is a great environmental success story," says Chastain. "There were people predicting the end of the (grass seed) industry without field burning, but the opposite has occurred; the markets have skyrocketed and demand has gone up."

Growers didn't make the change overnight, but they did adapt, says Dr. Craig Edminster with International Seeds, Halsey, OR. "Actually, it's a testimony to the resourcefulness of the growers here in the valley," says Edminster. "They had to make a change and they did."

Seed industry in transition

AgriBioTech, Inc. (ABT) is closing 33 facilities and eliminating over 300 positions, and expects to achieve profitability in FY 2000, said Richard Budd, chairman of the board and CEO of ABT. He made the announcement on July 1 (the start of the company's fiscal year) after the company's board approved a restructuring plan that should save ABT over $14 million annually.

ABT had been on a buying spree the past several years, acquiring 34 turf and forage seed companies. Earlier this year, the company revamped its management with a focus on integrating these acquisitions.

"This board action is important for ABT because we can now put the integration behind us," said Budd. "We are excited about the new organization that has emerged from the integration effort."

Also:

- The three seed companies acquired by AgriBioTech, Fine Lawn Research, Burlington and Zajac, are now under one name: Independent Seeds. Independent Seeds can be contacted at 3420 Cherry Ave. NE, Salem, OR, 97303; 800/221-7333.

- Seed Research of Oregon, Corvallis, OR, acquired the North America turfgrass marketing program of Advanta Seeds Inc., both companies announced in June. Both firms will participate in a cooperative research program to develop new and improved turfgrass varieties. SRO will also take over Advanta's turf and forage seed production. "We are pleased to have a research partner with the sales and marketing capabilities of SRO," said Dave Holman, general manager of Advanta Seeds Pacific, Inc. Advanta will continue to market forage grasses in North America.

- Barenbrug North America, Tangent, OR, has acquired two seed companies: Pro Seed Turf Supply Inc., Chantilly, VA and Lloyd Seekamp Seed Company, Gilcrest, CO. Pro Seed will continue to operate as Pro Seed and bring new products to the MD/VA market. Special custom mixes will be the specialty of Barenbrug/Pro Seed. The Lloyd Seekamp Seed Company name will eventually be changed to Barenbrug-Colorado.
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ARID 3 (J-98) 5.9
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Turf Merchants, Inc.
cont. from page 22

fescues and, particularly, perennial ryegrass. Farms in and around the fertile Willamette, which supply much of the nation’s seed, didn’t begin cutting perennial ryegrass in most areas until about the third week of July. This is 10 days to two weeks later than they’ve cut the past decade.

“But, it turned hot pretty suddenly and, although we’re late, I think we’re going to have a good harvest with good supplies and quality,” said Dave Nelson of the Oregon Fine Fescue Commission, Salem, OR.

“For us, we do 50% of our business in the four months starting in July,” said Steve Tubbs, Turf Merchants Inc., Tangent, OR. “Now we’re basically compressing everything into three months, meaning we have to clean seed faster, test it faster and ship it faster. The crop being late is really throwing a monkey wrench into logistics.”

While this puts pressure on the seed processors, it probably won’t be felt by landscapers and other quantity seed buyers.

“We’re going to push it again this year,” said Brad Dozler, vice president of sales International Seeds, Halsey, OR. “But, the consumer still wants his seed at a certain date, and we have to meet that.”

Tom Stanley, marketing director for Turf-Seed Inc., added: “Some varieties will be tight but, on the whole, the Oregon crop will be ample for fall 1999 and spring 2000 needs.”

Also, there was carryover from the 1998 harvest, said Horman from Scotts, particularly with perennial ryegrass, meaning seed will remain in the pipeline until the 1999 seed is shipped. How much? Some marketers said a lot; others said “enough.”

Steve Tubbs in July said, “We figured we might be able to count 20 million lbs. of carryover on a 200 million lb. crop, but our crop is late this year and I’m practically out of perennial because of the carryover I’ve already shipped.”

As sunny as this year’s harvest appears, there are some clouds.

“The traditional northern turfgrass varieties of (Kentucky) bluegrass and fine fescues will be in tight supply this year,” said Mike Baker, senior vice president for Pennington’s Oregon division.

“The market has responded accordingly to small harvests across the seed industry of Kentucky bluegrass and creeping red fescue with significant price increases in these varieties.”

Ronnie Stapp, executive vice president of Pennington’s seed division, blamed hot,
Field burning, restricted in recent years, can affect seed yields in the Pacific Northwest.

Dry weather in eastern Washington, and reduced yields due to the burning ban for the less-than-stellar bluegrass crops.

As for the creeping red fescues, Stapp said that farmers over-produced these varieties several years ago, driving down the price. Many of the farmers diverted their fields to other crops as a result, but last season there was “huge usage” of creeping reds, therefore the shortages.

Similar market forces—but on a much larger scale—played into this year’s mostly favorable seed harvest.

More farmers in the Willamette Valley grew grass seed this season because of depressed prices in commodities like corn and wheat and, surprisingly, some of the unique specialty crops like hops and mints.

“Agriculture is generally in the tank,” said International Seeds’ Dozler. “Consequently, a number of farmers jumped into grass seed production.” Dozler sees a buyer’s market, particularly for varieties used in overseeding.

“From the species standpoint, the total seed supply should be okay. But, what is more important to to buyers is the availability of certain varieties,” added John Zajac, of AgriBioTech/Zajac Seeds. “In general, I think we’re looking at a reasonably good supply of perennial ryegrass and tall fescue. Customers will have seeds to meet their needs, and I don’t foresee any shortages,” he added. LM

### Cultivar Marketer Availability Price

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Abbott Park

The 1998 Honor Award Winner of the Professional Grounds Management Society for the Industrial or Office Park category.

Abbott Park, located on 481 acres in northeastern Illinois, is the corporate headquarters for Abbott Laboratories. The in-house staff maintains the K-Complex (45 acres) and Abbott Park East (89 acres). Gardeners are assigned to one of seven zones and are responsible for day-to-day maintenance. An “Area of the Year” competition, judged by the staff and management, encourages pride and ownership by the landscaping staff.

The staff maintains 153 acres of turf, 62,400 sq. ft. of perennial beds and 24,500 sq. ft. of annual flower beds. Abbott Park also has 89 acres of parking lot, over eight miles of roadway and nine miles of sidewalk, for which the staff is responsible for during the winter months.

Abbott Park Grounds is committed to the preservation and repopulation of the Eastern prairie white-fringed orchid, once common throughout the North American grassland system east of the Mississippi River.

Purple wave petunia, ivy-leaf geranium, red pennisetum grass, ginger ale plant and vinca vines provide the outstanding appearance of these exposed aggregate flower pots. This brick paver walkway, leading to building AP-31, is one of the most beautiful scenes at Abbott Park.
A prioritized turf fertilization program is responsible for the lush green turf in this picture. Priority 1 areas (20.5 acres) receive 3 lbs. slow-release Nitroform nitrogen per year. Priority 2 areas (123 acres) receive 2 lbs. of sulfur-coated urea. Priority 3 areas (10 acres) receive no fertilization. This system allows Abbott Park to maintain very high quality turf while staying within the budget.

The southmost entrance of Abbott Park uses fast release 13-13-13 fertilizer and composted materials, which are incorporated into the soil of all annual flower beds prior to planting in mid-May. Another fertilizer application is made in early July.

Maintenance challenges
- Prairie maintenance/restoration
- Snow/ice removal
- Control of aquatic weeds/algae

Project checklist
(Completed in last two years):
- three acres of prairie restoration
- installation of quick-coupler irrigation lines by staff
- spring start-up of irrigation systems by staff

On the job
- 12 full-time staff, 6 seasonal staff, 1 contract person, 13 licensed pesticide applicators

Editors' note: Landscape Management is the exclusive sponsor of the Green Star Professional Achievement Awards for outstanding management of residential, commercial and institutional landscapes. For more information on the 1999 Awards, contact PGMS at 120 Cockeysville Road, Suite 104, Hunt Valley, MD; 410/584-9754.
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Nothing Runs Like a Deere®
Bamboo may be for you

Don’t be bamboozled. Bamboo is a lot more versatile than you think. Read on for the lowdown on its growing popularity and landscape uses.

By NANCY STAIRS

Bamboo may not be on your list of landscape plants to use or to recommend, either because it isn’t supposed to grow in your area or, if it does, it spreads rapidly and can become a nuisance. But there are many different types of this evergreen plant, including those that grow well in temperate zones and those that do not spread:

- Tropical bamboo grow outdoors in frost-free areas, such as southern Florida, southern California and Hawaii.
- Subtropical bamboo are somewhat tolerant to frost. They grow well in USDA Zones 9 and 10 with marginal performance of some species in Zone 8. These hardier selections are suitable for areas like much of coastal California, the Gulf States and the tropical areas.
- The temperate bamboo are quite frost hardy. Some withstand temperatures to -20 F or USDA Zones 4 and 5.

Generally, tropical bamboos tend to be dumpers and the temperate tend to be runners. But there are some exceptions that add options to your landscaping palette. Bamboo can be used for erosion control, privacy or wind screens, as well as for its form and come up where you don’t want them, cut them down deep in the ground with a narrow hoe-type tool. This will minimize regrowth and the sharp stubs that would result from using a lawn mower on shoots (which will not stop the spread of running bamboo).

Rules of bamboo

1) Don’t crowd bamboo too close to a house, valuable plants, rock garden, etc. Keep a space around it that can be dug in; wide enough for you to walk through.
2) Thin bamboo regularly — take out all canes 4 years old and any that don’t look good. Give new growth space to grow.
3) If using running bamboo and shoots come up where you don’t want them, cut them down deep in the ground with a narrow hoe-type tool. This will minimize regrowth and the sharp stubs that would result from using a lawn mower on shoots (which will not stop the spread of running bamboo).
4) Remember, running bamboo will infiltrate throughout, under and around, coming up where it can, so don’t plant it into a rock garden, next to a low deck or next to a patio.
5) In humid climates, bamboos planted next to rivers can be spread downstream by floods tearing off clumps. If you are introducing a species, choose wisely.

Source: From Northern Groves, Corvallis, OR; (541) 929-7152; www.teleport.com/~dbrooks/bamboo.html
The Genus indicates whether a bamboo species is a runner or a clumper

<table>
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<tr>
<th>CLUMPER</th>
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<td>Thammocalamus</td>
<td>Shibatea</td>
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</table>

**CLUMPER**

- **Drepanostachyum hookerianum** (Striped Himalayan bamboo) — 30 ft.; 2 in. canes at maturity; 15°F; less hardy; best in milder climates; beautiful in gardens
- **Fargesia dracocephala** (Dragon’s head bamboo) — to 16 ft., but generally less; to 0.75 in. canes at maturity; -10°F; almost weeping habit; forms dense clump, good for screening
- **Fargesia jungosa** (Cottonflower bamboo) — 20 ft.; 1 in. canes at maturity; 15°F; less hardy; best in milder climates
- **Fargesia muriele** (Umbrella bamboo) — 12-15 ft.; 0.5 in. canes at maturity; -20°F; also called Thammocalamus spathaceus or Sinarundinaria muriele; weeping habit; delicate appearance; looks best out of direct sun
- **Fargesia nitida** (Fountain bamboo) — 12 ft.; 0.5 in. canes at maturity; -20°F; less robust than F. muriele or F. utilis, but hardier and more drought tolerant and most available; best in partial shade; many other varieties
- **Fargesia utilis** — 13 ft. estimated; 0.75 in. canes at maturity; 0°F; fastest Fargesia to get large; good in cool, moist microclimate

The subtropical clumping bamboo, which are hardy enough to grow in unheated atriums in the Pacific Northwest and to mild Zone 8 for outdoor planting:

- **Bambusa multiplex rivierorum** — 6 ft.; 0.25 in. canes at maturity; 15°F; also good for indoors
- **Bambusa multiplex “Silverstripe”** — 45 ft.; 1.5 in. canes at maturity; 15°F; a fullsized form of the preceding species. **LM**
Develop a working relationship with your banker and you’ll have the leverage you need to expand, when the time is right.

By ROBERT REAVES

Do you know who your broker is? Many banks have merged, leaving you to deal with the "manager of the month." How can you develop a good working relationship under these circumstances? Your "personal" banker will want to see several items before he or she will facilitate a loan. What is the primary thing your banker will look for when you meet? The answers may surprise you, but they start with a solid plan.

Steady date

The basic thing a bank looks for is a long-term relationship with its customers, says Kevin Fowler, consumer banking manager for Norwest Bank Texas, N.A. in Austin. "Surprisingly, the most important thing is not how much money a customer has. Our banks goal is to get all the business of a credit worthy customer.

"It’s to the bank’s advantage to lend money to credit worthy people. There is no incentive for us not to lend money," remarks Fowler. "It is admittedly harder for a small business to get money, and that’s why we ask for a business plan and financial information. A contractor may think his business is just to cut grass, but it’s far more. He must have a grasp of his market and financial situation."
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Dark green color / Dwarf growth habit / Contains endophyte / Disease resistant

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How do you build a strong relationship with a bank? Fowler says relationship building first entails showing the banker how your business cycle works. A prime example is a venetian blind manufacturer.

"Until I met with this customer, I would have guessed his business would be busier during the summer months when houses are under construction." Fowler says it's just the opposite. His busy time is during the fall and winter when houses are decorated.

**Talk slowly, explain carefully**

What about the landscape contractor business cycle? "Recently, I spoke with a landscape contractor who helped me better understand his business.

---

**Credit crunch!**

5 signs you have a financing crisis — whether you know it or not

1. **You purchase equipment well in advance of anticipated need.** "In our industry, we see something like an impulse buy at the checkout counter in the supermarket," says Brian Burley, vice president of Sheffield Financial Corp., Clemmons, NC. Contractors will go into a dealer to get a chainsaw, and they'll buy a $10,000 mower. And they don't have the business for it yet! If you have work coming for sure and buy the equipment first, that's smart business. But a lot of people think, 'I'm doing pretty well right now — why don't I go ahead and buy a new mower?'

2. **Your monthly debt payment load becomes more than 50% of your gross income.** "This is a pretty liberal standard," says Burley. "Most banks would say 35% to 40% is a problem; when you get up higher than 50%, you're stretching it. You may get into a vicious cycle of borrowing just to keep up with your monthly bills.

While you might be able to get away with it for a couple of months, a snag like a spell of bad weather, for example, could put you out of business."

3. **Your accounts receivable delinquency is steadily increasing.** Burley explains: "We often call someone who hasn't made their payment in 45 days and they say, 'I've got customers who aren't paying ME.' Now, a customer who pays late on a consistent basis is not necessarily a bad customer. But when it comes to the point where you as a landscape contractor have $30,000 in receivables a month and $15,000 of it are consistently late, you need to look at paying someone to start collecting on those people."

4. **You pay your creditors 30 days or more past the due date for more than three consecutive months.** "There are a lot of people who consistently pay 45 days late — and that's not necessarily a bad customer for Sheffield," he says. The problem is when you go out to buy a house or a car, it shows on your credit report that you're paying two or three different companies more than 30 days late every month. That's not going to help you."

5. **You are denied credit when applying for a loan.** "If this happens to you, find out why — immediately — and correct it!" he recommends. "Sometimes the credit report is in error — I see it all the time. In some cases you have a real credit problem, but it's easy to fix. For example, you've been denied because you were late 30 times on your truck loan. The loan is due on the 10th, you mailed your checks on the 10th, and you were two days late, 30 times. Moving up your mailing date to the 5th could make all the difference."

"If you do have several of these bad signs and can't correct them reasonably soon, you may think about bankruptcy," he explains. "Many landscapers do. We've seen bankruptcies go from 10 per year in 1995 to probably 150 a year now. Most of them are making a mistake."

"I recommend you reassess the need for bankruptcy — and talk to someone who's actually filed for it. A bankruptcy stays on your credit report for seven to 10 years, meaning you won't be able to get credit unless you're willing to pay 25 to 30 percent interest. In many cases, the businesses go under soon after filing because they've got to operate strictly on cash. You'd be better off trimming back the business and working with your creditors."

"The best thing to do is keep your creditors informed," he adds. "Call them and say, 'I've got a problem, I need to make some reduced payments for a couple of months. Can you work out a schedule for me?' Most creditors will work with that customer. They don't want you to go bankrupt, either!"

— George Witterschein
cycle," he adds. "The winter months are the slow time of the year, which means a slower cash flow."

Fowler says every contractor's business will be a little different. That's why you need to explain your specific business cycle. Fowler's list of items will maximize your visit to the bank to get financing:

"Provide a business plan. This is essential for contractors who are asking for loans. It does not need to be elaborate, possibly a few paragraphs. The business plan should:

► List the objectives of the business.
► Provide a summary of the management team (experience and talent).
► Describe products/services. What do you sell?
► Explain distinguishing characteristics of the business. What sets you apart from your competition?
► Tell the banker how much money you need.
► He or she can't read your mind.
► Explain how the loan money will be used.
Purchase of equipment? Salaries?
► Give a history of the business. When did it start? Who are the current owners? Was it purchased from somebody else?
► Provide a brief market analysis. What is the market demand for your business? How will you sell your service and make a profit? Who are your customers? Upscale residential, middle income residential, commercial or a combination? Discuss your marketing strategy and explain why customers should buy from you.
► Provide an organizational description of your business. How is the management team organized? This tells the banker who he needs to talk to. If there are key managers in your company, who are they?

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The point is to make it possible for you to close those frustrating deals you used to lose because your customers couldn't afford to buy your proposed services. If they're short of cash, loan them some — or rather, have someone else loan them some! The products offered by ALCA and Transamerica include financing for both commercial and residential customers. And in the case of commercial customers, the services can expand to cover management of the billing, collection and payment process.

For more information, contact: ALCA, 150 Elden Street Suite 270, Herndon, VA 20170; phone 800/395-2522; http://www.alca.org; or Transamerica Distribution Finance at 800/421-3204. •

Disclose financial information. This is important even if you are not asking for credit, because it allows the banker to see your financial status. Bring cash flow records, balance sheets, income statements and tax returns from the last three years.

That 'bad credit' thing

What if a contractor has a less-than-perfect credit history? Although this does make credit more difficult, it does depend on the bank, notes Fowler. Some banks are more conservative than others. Therefore, don't be discouraged if one bank turns you down. Keep trying at other banks.

Where should you bank? It is important to find a bank where you feel comfortable, says Fowler. If you don't like the atmosphere or the people, seek out another bank to do business.

The author is with Irricom, a public relations and communications firm based in Austin, TX.

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Bookmark some of these horticultural sites. They contain information that can increase your knowledge.

By DAVID WEINSTOCK AND CURT HARLER

HortWorld
http://www.hortworld.com

There are sites on the World Wide Web serving as hubs that consist of large collections of links, usually related in subject matter. These sites are called launch sites. One of the more attractively designed and larger horticultural launch sites is HortWorld. Sponsored by Betrock International Horticultural Network, this site features information of interest to both landscape and turf management professionals.

Turfworld features links to associations, turfgrass Web sites, institutions and a trade shows calendar. It also features an extensive library of research and reference materials on turfgrass disease and management topics from 15 major commercial and educational research institutions.

Another interesting HortWorld feature is PlantSearch Online, a search engine designed to locate sources of plants for wholesalers. We entered “Japanese yew” into PlantSearch and it generated a list of 35 sources. Each source had a name, address, telephone number, a letter-coded description of the requested stock and a dated listing of its entire inventory. If the source has a Web site, their name was published as a link.

HortWorld also features a linked list of addresses and homepages of botanical gardens in the United States — required reading for vacationing landscape and turf professionals who just can’t get enough green!

Florida Plants Online
http://www.floridaplants.com

What is it about Florida and Web sites?! Last time we went turf surfing, we unearthed the delightful and informative floridaturf.com. This time, we found Florida Plants Online.

This site is GIGANTIC…and did we mention, beautifully designed (not that we’re gushing, or anything)? For Florida landscapers, this is the must-see site, just as floridaturf.com is the required stop for all surfing Florida turfgrass professionals.

Florida Plants Online covers just about every facet of botany within the geographical confines of the state of Florida. Landscaping, design, agriculture, horticulture, mangroves, aquascaping, nurseries, tree canopies…and that is just a little more than half the subject matter available here.

Each page is tastefully laid out with linked subjects on the left and a beautiful close-up photograph of a Florida plant or animal on the right. Backgrounds are white framed in green.

In addition to all the professional material, this site also has an informative section designed for children called the “Young Naturalist.” It features some pages for coloring as well as a number of Web links to sites featuring photographs of Florida plants and animals and their habitats.

Leigh M. Fulghum, site editor, is a professional botanist who has worked in south Florida as a landscape designer for 23 years. He grows red mangroves for aquarium supply and coastal restoration plantings. A “silent partner,” Dan Remy, is owner of a landscape contracting/maintenance/arborist company. Two years ago, Fulghum convinced Remy that they should do some sort of Internet promotion concerned with plant and landscape sales. “For the most part, I just dove in to the net, amazed at how much scientific, horticultural and botanical material was published by research institutions in particular,” he says. “It was clear to me that the wealth of information that is available would doubtless overwhelm the typical Florida homeowner with landscape questions. Accordingly, I embarked on organizing pointers to the most sought after information about Florida native and exotic plants, and every aspect of their presence in this state, to help citizens empower themselves with good plant information.”
The Toro Company
http://www.toro.com

An engineer we once knew remarked that the early Volkswagen Beetles were machines that were beautiful in their simplicity. The dashboard instruments consisted of nothing more than a speedometer, a radio and a single button to turn the headlights off and on.

Similar spartan elegance earned The Toro Company’s Web site its place in this month’s Surf n Turf column.

The Toro Company has created the kind of site Web denizens have come to expect from a commercial firm. It is slick and full of professional-grade photography of people sitting atop Toro lawnmowers or working with other assorted pieces of red equipment. And like many corporate sites, the designers opted for the conservative approach.

But what is working on this site is its organization. Turf surfers will waste no time here because its designers opted to use a straightforward menu system on the site’s front page. The opening page features five links to take visitors to view specific and distinct product lines: home machines, golf course management, grounds management, landscaping and recycling and debris management. There is a sixth link for company information. Links take visitors to still more tastefully done pages that feature short text descriptions accompanied by more professional photography that depicts various Toro products.

In short, it is Web advertising done right — even if a bit conservative.

Texas Turfgrass Association
www.texasturf.com

If you’re a Texan, this site should be one of your bookmarks.

The Texas Turfgrass Association has a page where prospective members can sign up. But more important is the questions-and-answers section. Looking for information about a particular seed variety? Got red rust on ryegrass? Have a vexing problem with insects? Post a question to the bulletin board and look for a practical, helpful answer from another member or someone in the industry within a couple of hours.

University of Florida
edis.ifas.ufl.edu

If Bahia, Bermuda, St. Augustine or zoysia grass are part of your daily work schedule, check out the Florida Agricultural Information Retrieval System. Get to the opening page at www.edis.ifas.ufl.edu and there is a variety of quick links to insect, seed, fertilization, safety and other agronomic information.

Want to know how to manage nematodes? How to establish a Florida lawn? Or looking for weed management tips for Florida turfgrass pros? They all are on the University of Florida site.

There are several “extras” at this site, including a scrolling update of activities and news, a trivia slot (did you know the Florida Lubber grasshopper can reach three inches in length?) and easy links. But best of all is the true search engine on the home page that allows you to type in keyword searches just as one would on Yahoo! or Alta Vista.

University of Illinois
Turfgrass Program
http://www.turf.uiuc.edu

Forget, for a minute, that this site is dedicated to promoting a university program. Forget, too, that it is one of the better-designed sites we reviewed for this article.

What makes this site great is its dedication to the Internet tradition of passing visitors along to the next best site. It has the best collection of links we’ve seen thus far (bar none!) to help lawn care and turfgrass professionals navigate this worldwide network of computer networks.

It is also worth mentioning here that the only other site that came close to the Illinois site’s links collection is the Sydney Cricket and Football Stadium links page. But that site was slightly less discriminating than this one.

That’s a key point. Illinois’ Web site isn’t listed because of the sheer volume of its links. Rather, it seems its webmasters cast their discriminating eyes over the hundreds of turfgrass links available on the Web and chose the ones they thought were the most information-rich.

The opening menu of its links collection has 13 category listings, ranging from commercial links, to education, to instructional sites on pests, diseases, chemicals and management topics. Each category, depicted as a file folder, contains either subdirectories or direct links, some containing more than others do.

—The authors are freelance writers who peruse the Web regularly for new and fascinating green industry sites.
Discover the secret to installing irrigation—using the proper horsepower for the job.

By RICHARD YACH

Using the right trenching equipment to install irrigation can make or break the successful completion of the job — and even your profitability.

Choosing a machine that’s too small to handle the ground conditions and the task may mean you finish late. This results in higher labor costs and added machine repair. Choose a machine that’s too large and the outsized muscle may cut a trench larger than what you want and escalate your backfill and compaction costs.

Mike Hubbard, rubber tire trenching specialist for Vermeer Manufacturing, Pella, IA, outlines the five criteria to consider when choosing the right-sized trencher for irrigation installations:

- depth of service,
- width of the service line,
- project deadlines,
- size of the project and
- ground conditions.

"If you have an 8-in. water line feeding off a main supply source, and you have to put a bed of pea gravel backfill around it, the trench cut needs to be a full foot wide. This will put you in the 50-hp trencher class right away, especially if the service will be laid four to eight feet down," he explains.

"The depth at which you want to lay the line matters. You can get a smaller horsepower unit to cut a fairly narrow
Davis Landscaping, Harrisburg, PA, uses a LM-42 to plow in the laterals.

Trench — say four to six inches at shallow depths — but at deeper depths, only a larger horsepower trencher will get you the desired productivity.

The next step, he continues, is to inspect and respect the ground conditions. "You can always go with a smaller horsepower unit if the ground conditions are good. But if the ground conditions will be tough, you need more weight and horsepower — a trencher that's built to take the abuse that tough ground conditions will deliver.

**Hard Rock, Hard Work**

To illustrate, Hubbard points to the Raleigh-Durham Airport, where 77,000 feet of irrigation piping were planted and connected in the rocky ground surrounding it. Crews were from Davis Landscaping Inc., Harrisburg, PA.

For years before the international airport was built, this area between the twin cities was a dumping ground for granite shard blasted away when nearby I-40, the Raleigh-Durham Parkway and other construction projects were excavated. That meant Davis had to plan for rough conditions going in.

Scott Maherg, irrigation manager for Davis Landscaping, describes the conditions that his crews had to contend with.

"North Carolina may be thought of having a lot of red clay, but this airport is the highest elevated area in the center of North Carolina. There is bedrock at the 30-ft. depth mark. In addition, when they built the roads, the NCDOT left tons of fractured stone backfill at depths up to a foot around the entire airport. That's exactly where we're working," he says.

"All of the contractors that have worked in this area, from fiber optic to the gas-line pipeliners, know that if you bid a job at the airport, you bid it for working in rock."

The entire irrigation system is run by two different water supplies, one from the drinking water and the other from a 400-gpm pump station that provides water from a lake sitting next to the project.

The pipeline diameters that Davis Landscaping installed ranged from 12-in. mains at the source of the water supplies down to a 3/4-in. diameter for the laterals. In all, there were about 2,000 sprinkler heads installed throughout the 14-mile-long system looped around the airport grounds.

To successfully work the piping into the ground required careful planning and the right equipment. Davis Landscaping brought their 40-hp mechanical trencher up from a Charleston, SC, golf course.

"The specs called for the 8-in. line to be surrounded by two inches of crushed gravel backfill, so we needed to make a 12-in.-wide trench up to four feet deep for these main lines," explains Maherg.

"As the lines progressively decreased in size, we strategically used other rubber tire trenchers in our fleet. The riding trenchers were used to put in the 2 1/2- to 3 1/2-in. diameter PVC lines, and the lawn plow was used to plow in the laterals."

"The benefits of using the 40- or 50-hp trenchers in these conditions became evident to us," he says. "If we were trenching and ran into a boulder, we could turn the machines around and use the backhoe bucket to remove the rock and keep our productivity up. But the rock trenching took its toll, as we expected. We wore out chains and buckets of shark teeth getting the rough job of trenching done."

**Lawn Plow to the Rescue**

The innovative use of the lawn plow in these conditions was perhaps the most surprising construction development. When it came to laying in the 3/4-in. PVC laterals, rather than cut a trench 18 inches deep, they used the vibratory plow to pull the pipe in.

"This vibratory plow was capable of pulling in glued 20-ft. lengths of PVC up to 120 feet. This greatly improved our productivity for the thousands of feet of lateral we had to install," explains Maherg.

"Since the specs called for the PVC pipe rather than flexible polyethylene, we had to use the best method and the right machine to get the smaller diameter PVC in. What allowed us to pull PVC with the lawn plow was the fact that we had many 120-ft. straight runs. And with the runs straight, pulling in glued sticks of PVC was no different than pulling in poly pipe. What we did to lessen ground friction and reduce the chance of the PVC pipe scoring on the trench wall was to place an 1 1/2-in. diameter bullet on the plow blade that gave the pipe added clearance as it was pulled in."

According to Hubbard, the desired width and depth of trench will always determine what machine is needed. Taking into account the ground conditions — plus a large dose of contractor innovation — also makes a big difference.

*The author is a technical writer in Des Moines, Iowa.*
Motivating moss

Many of my residential landscape clients live in shady old neighborhoods. These shady lawns are becoming mostly moss, which looks better than the grass, so we would rather have all moss and no grass. How do I plant more moss and where can I purchase it?

— OHIO

Encouraging moss growth is relatively simple: rake, sweep, pack and wait. Mosses prefer shade and most prefer acid soils, but if you have mosses growing already, you have mosses which like the site as it is.

To establish moss in a new site, a soil test at a shallow root depth should have a pH around 5.5. You increase the acidity of the soil with aluminum sulfate or ferrous sulfate, which takes about two to three weeks to become effective and must be applied after the soil warms up (late May). Scrape away the grass to apply the chemical, as it can take up to six months to take effect when applied with the turf in place.

To encourage moss growth, pull out the grasses. Sweep clean and roll the surface (if needed), as moss grows best on a smooth, firm, clay soil surface. You do not need to be aggressive in compacting—a firm tamping should be sufficient. Keep the site moist (not wet) until you see a green film. A light daily sprinkling should be sufficient, but not so heavy that the soil erodes.

Moss is easy to transplant. Simply take a piece and press it into the new location. Site preparation is easy too—just scratch the soil to loosen lightly, before you place the moss. Pat the moss down firmly and keep it watered for a week. Take small pieces of moss and place them where you desire the moss to grow.

Another technique is to take some moss, crumble it and place the fragments on moist soil or peat. Cover the moss with cheesecloth and keep moist. Within a few weeks you should have a carpet of moss. The moss can then be cut into pieces and placed in the desired location (the cheesecloth disintegrates).

Moss benefits from follow-up care. Protect it from heavy leaf fall and leaf collection. One method is to lay plastic mesh netting on the ground (prior to leaf fall) and use it to lift the leaves off the moss. Leave the mesh on through the winter and use it to remove any debris from the moss in the spring.

Locations for purchasing moss are limited, and if you have mosses already on-site you may be better off encouraging them. However, Bernie Margolis grows mosses in West Bloomfield, MI and can be reached at his business, China Center, at 248/788-7790. Margolis also recommends fertilization a couple of times a season with an organic, high N liquid fertilizer, such as Rapid Grow, for an extra boost.

Not apple scab

We are seeing some red to tan leaf spots on a number of crabapple trees in our city streets. Any idea of what this might be? It is not apple scab. It is more prevalent on older trees. How can we control this?

— OHIO

Based on your description of the leaf spot symptom, it appears to be a fungal disease caused by Physalospora malorum. This disease is also called “Frog eye” leaf spot. This disease is reportedly severe, particularly on older trees. When this disease is severe, extensive defoliation can occur as the season progresses. As you mentioned, the leaf spots would be tan with a well defined purple border.

I have also noticed some leaves with purple discoloration without any distinct border. I don’t think that these are related to “Frog eye” leaf spot. These are probably associated with nutrient deficiency and need further research.

To manage the problem consider using fungicides labeled for apple scab such as Cleary’s 3333, Banner, Rubigan, etc. Also purchase disease-resistant crabapple trees for further plantings. LM
Communication is a tangled web of problems for most landscape and lawn care contractors, at least the busy ones. You're serving customers over a wide geographic area, so costs for cellular phones with roaming and long distance charges can be prohibitive. On any given day, you might have to reach several work crews who are out in the field or you might have to reach from several different locations to coordinate their activities. Work schedules during the day are a fluid, moving target, so your supervisors need to be able to find you with progress reports in order to stay close to schedule. With the wide variety of communications technology available today, where do you turn for solutions to these problems?

If you are like many contractors, you have tried to solve your communications needs by using a two-way radio system, even though you know all too well the many limitations of this method.

**Two-way complications**

Consider the experience of Yardmaster, a TruGreen-LandCare landscape contracting firm headquartered in Painesville, OH, which found its analog two-way radio system was unable to provide communications over the extended regional area the company serves. Yardmaster communicates through between its branches in Cleveland and Columbus, OH.

"We have an average of 55 field crews spread across the entire northeastern Ohio area on any given work day," explains Anthony Vitari, area manager for Yardmaster's maintenance division. "We were forced to abandon the two-way radio system due to its seriously inadequate coverage."

**Crowded airwaves**

Another landscaping company in the same market faced similar problems with two-way radios. Nair Landscaping, which has 15 to 18 crews out of offices in both Medina and Hudson, OH, continuously experienced extensive interference from outside sources over its radio system, which hampered communication between crew workers, field supervisors and managers back in the office. And since two-way radio technology required all the company's units to use the same channel for communication, backups and delays in disseminating information were commonplace.

"Only one person could be on the system at a time," says Sue Russo, director of marketing for Nair Landscaping. "Analog two-way radio was not a very feasible solution" for them. For the 70-employee company, the system's lack of portability was another major obstacle that stood in the way of complete productivity.
As Russo explained, "The radio units had to be mounted inside our work trucks, so someone had to be inside or very close by the truck in order to receive incoming calls; otherwise, we couldn’t make contact."

As an alternative to the analog two-way radio system, Yardmaster and Nair began using a wireless system provided by Nextel Communications. There, they found a system that had the benefits of digital two-way radio communication, a cellular phone service without the high cost of other carriers and a variety of other features that have given them the ability to run more efficiently and productively. The system is based on Motorola handsets that combine four communications technologies into one device:

- digital cellular,
- digital two-way radio,
- text/numeric paging,
- voice mail.

The digital two-way radio feature, Nextel Direct ConnectSM, allows a user to instantly contact one or up to 100 coworkers at the same time, much like using a traditional two-way radio. Digital’s coverage minimizes problems with coverage range, interference or channel backup.

"We get reception everywhere we need it," says Russo. The portability of the phone gives instant communication with everyone in the field, instead of keeping workers next to their truck-mounted two-way radios or playing the game of pager tag. "It cuts out so much time and effort," she says. "You can get in touch with anyone, anywhere, when you need to."

Vitari agrees. "We’re as close to seamless communication as we can get."

**Extend your range**

For both companies, the extended range of the digital two-way radio, along with its clarity, is an improvement over the older analog systems they previously used. Russo and Vitari both report that they’re able to keep in touch with crews over hundreds of square miles using the inexpensive radio air time, a capability that just wasn’t available with their previous systems.

"From my office in Cleveland," says Russo, "I’m able to use it to reach someone in Columbus and even Cincinnati, which is four hours away from here, as easy as if they were in the next block."

The new system was especially cost-efficient for Yardmaster. When Nextel evaluated Yardmaster’s cell phone use, it found that approximately 65% of the calls were made to the office or to a few other frequently dialed numbers. These calls could be handled through direct connection. Even though Yardmaster has increased its communications with workers by nearly 40% in the two years since switching to the service, it has not had a corresponding increase in communications costs.

**24/7 communications**

The digital cellular service also allows Yardmaster’s and Nair Landscaping’s sales representatives and managers to remain in constant contact with customers and the office, improving each company’s level of customer service and opening up opportunities for more business.

“Our sales reps are directly accessible," says Vitari of the system. "There’s no need to leave messages and wait around for a return call. We have direct contact."

The integrated wireless communication service eliminates roaming charges and per-second rounding on all digital cellular calls flat rate pricing for long distance. This saved both companies additional costs. The messaging service allows field employees to receive voice, text or numeric messages 24 hours a day, even when their phones are off, which eliminates the need for an after-hours answering service.

Nextel, which provides integrated all-digital wireless service, has offices throughout the country. Or visit www.nextel.com on the Web.
The Bil-Jax Escalate Equipment trailer has a load capacity of 4,000 lbs. The trailer’s entire bed lowers to the ground.

By CURT HARLER/ Contributing Editor

Whether the duty sheet calls for mowing, seeding, snow plowing or spraying, one piece of equipment is sure to be involved — a truck. In fact, typical landscapers spend almost as much time in or around the company truck as they do in their offices.

One of the key accessories for any truck is the trailer. The right trailer can make the day’s work go a lot easier. The wrong one can turn every unloading or loading operation into a drag — it even can make highway transport a drag, quite literally.

This month we look at a number of quality trailers designed to make a landscaper’s working life easy. But there are other accessories which can make truckin’ around on the job more profitable and more controllable. These range from on-board computers to safety equipment to systems that make handling big loads safer.

All of these truck accessories are designed with the landscaping or lawn care business professional in mind. Check out the products available and send for information on the ones best suited to your needs. Be sure to tell the vendors you saw their products in LANDSCAPE MANAGEMENT.

ITEMS THAT KEEP YOU TRUCKIN’

Hook-All Hooklift trucks from Automated Waste Equipment have a single rotation point and dual-lift cylinders rated at 2400 psi hydraulics.

The Sweeping System, from AA-Tach, installs on a pickup truck in five minutes, making it a great sweeper for any area. Priced under $14,000, it is powered by a 20-hp, Wisconsin Robin EY21 engine. It is rust-free and slides onto most domestic or foreign trucks. Unit stores on four stands.

Go high-tech. On-board computer system gives a detailed record of date, start-time, service/delivery time, total miles driven and peak speed. AutoMate, from Abbott, stores data on a memory card which downloads into a computer. Software allows owner to create custom reports to meet particular needs.

Circle No. 250

ABBOTT ENTERPRISES
800/643-5973
www.abbott-tach.com

The Sweeping System, from AA-Tach, installs on a pickup truck in five minutes, making it a great sweeper for any area. Priced under $14,000, it is powered by a 20-hp, Wisconsin Robin EY21 engine. It is rust-free and slides onto most domestic or foreign trucks. Unit stores on four stands.

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Circle No. 251
AUTOMATED WASTE EQUIPMENT
609/588-5400
Change from a flatbed to a dump body or a container body in minutes. The Hook-All Hooklift trucks from Automated are designed with a single rotation point and dual-lift cylinders rated at 2400 psi. Controls are inside cab. Circle No. 255

BIL-JAX
800/527-5333 www.biljax.com
The Workforce Escalate Equipment Trailer from Bil-Jax has a load capacity of 4,000 lbs. It is designed for safe and simple handling of mowers, trenchers, compactors and other equipment. Trailer’s entire bed lowers to the ground, eliminating need to tilt the trailer and risk operator injury. One person easily can load equipment while trailer remains attached to the towing vehicle. Circle No. 253

CURB-KING 877/YES-CURB
The 1.6-, 3- and 4-cubic yard trailers are available from Curb-King. Trailers have heavy gauge fenders which double as walkways. Swing-up jack prevents dragging and damage. Locking toolbox saves unloading at night. Smallest unit has 3,500-lb. axle. The 3-yard model has 7,000-lb. axle and 18-foot bed; 4-yarder has dual tandem 10,000-lb. axles and 20-foot bed. Circle No. 254

D&D TRAILERS 609/771-0001
The Deande 6000L trailer is a 6,000-lb. gross, 4,500-lb. capacity unit made of 2x4 steel tubing. Main frame is 75 in., with 78 in. between fenders. Length is 96 in. It has 18.5-in. ground-to-deck clearance. There are electric brakes on both Dexter 4-

D&D trailer can haul 4,500 lbs.

in. drop axles with the DOT breakaway pack. Unit can be built to 102 in. wide, or fitted with ramp gates, custom color or capacity upgrade. Circle No. 255

EZN RAMP SOLUTIONS OF TEXAS 281/482-8916 pmdnns@earthlink.net
Turn your truck into a heavy-duty hauler with quick loading capacity on the EZN Ramp from EZN Ramp Solutions. It has a load capacity of 2,000 lbs. Unique design allows it to take only 4 in. of cargo space when stowed. Takes seconds to unfold. Anti-slip surface of baked silicon carbide makes loading safe under all conditions. Circle No. 256

EZN Ramp Solutions of Texas

The Aerway Turf Dump Trailer from Holland Equipment in Norwich, Ontario has a full 4-yard capacity, tubular steel frame, 12-gauge steel hopper, 12-ply high flotation tires on 16-in. wheels, double-adjustable cam-latch tailgate and 12,000-lb. GVW. Options include a 12-volt electric/hydraulic power up/down pump and oversized tires. Circle No. 258

LIFETIME PRODUCTS 800/369-5365
The Lift-A-Load trailer line from Lifetime Products is available in sizes from 3,000 to 15,000 lbs. The new EPT4-715 hauls up to 15,000 lbs at 30 mph or 12,000 lbs at 55 mph. Lifetime Products Lift-A-Load trailer available in many sizes.

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Galbreath's U9 hook hoist don't require a commercial license. It accommodates either a 84- or 120-in. CA chassis and can handle containers from 8- to 12-ft. long. It requires a truck with 6,000-lb. front axle and power steering, and 12,000-lb. rear axle. Circle No. 257

HOLLAND EQUIPMENT, LTD.
800/457-8310 www.aerway.com
The Proline tandem axle PLS16 trailer available in many sizes. Unit is 15 ft. by 6 ft. 2 in. wide. All units include enclosed hydraulics powered by the tow vehicle’s 12-volt DC system. Gooseneck hitch, 30 in. tailgate/ramp and DC-powered winch available as options. Circle No. 259

LANDSCAPE MANAGEMENT August 1999
panded metal tailgate. Optional landscaping box is a 2-ft. square locking box for blowers, trimmers, rakes. Box doubles as a work bench.

SUPERIOR SIGNALS
800/447-3693

Warn 'em or see 'em. Install a back-up alarm on any unit. The Safe-T-Alert 3000 series from Superior Signals comes in decibel ranges from 82 to 107. The STA-30572 can be manually adjusted. The Super-Sight collision avoidance system allows the driver of a vehicle to see objects out of sight of the rear-view mirrors. Camera is mounted on the rear of vehicle, monitor put inside cab.

Circle No. 263

TAYLOR-DUNN CORP.
714/956-4040
www.taylor-dunn.com

Move up to 30 people with the E-Tram unit from Taylor-Dunn. Towing unit carries 8 people and pulls a set of trailers that carry a maximum of 12 passengers each. Towing unit has 36- or 48-volt drive train and moves as fast as 15 mph with a range of 24 miles per charge. It is designed for use in industrial parks, commercial complexes and universities.

Circle No. 264

TIGER LINE
419/628-3388

Woods Equipment Co.
800/385-9798
www.woodsonline.com

Operator comfort and longer time between maintenance are the leading features of the zero-turn mid-mount M-series Mow'n Machines from Woods. The M2250 as 22 hp and a 50-in. deck. The M2560 has 25 hp and a 60-in. deck. Both models have Kohler engines, hydraulic deck height control, extended life spindles and Tusten® carbide-coated blades.

Circle No. 265

Taylor Dunn Corp.
Increase hydroseeding success

Hydropam®, from Stockhausen Inc., is a tackifier which is said to stay in solution better with no dust or lumps. Hydropam is an anionic polymer; the application rates are very low, it sets quickly and adheres well to the soil surface. The ability to water soon after mulching also increases germination. It comes with a measuring device calibrated in square feet to accurately measure the amount of Hydropam required.

For more information call 888/533-7764 or Circle No. 269

Self-propelled stump cutter

The CS505 is a self-propelled, track-mounted stump cutter from Vermeer Manufacturing Co. Designed to go where towable stump cutters can’t, the SC505 is only 51 in. wide. The chip decks can be removed for a narrow 35 in. width. The hydraulically driven two-speed ground drive system can travel at 120 ft./minute. The AutoSweep® system maintains the rated engine speed by automatically adjusting the swing rate of the cutter wheel for maximum horsepower and high productivity. The SC505 cuts 17 in. deep and 69 in. wide and has a 50-hp, Perkins diesel engine.

For more information call Vermeer 888/VERMEER, www.vermeer.com or Circle No. 267

Kawasaki hedge trimmers

Kawasaki has two hedge trimmers to choose from: the 30-in., single-sided KHS750A and the 24-in., double-sided KHD600A. Both are powered by a TF22 two-cycle engine with a one-piece forged clutch drum and rubber mounts. The specially heat-treated, hardened blades feature high-speed reciprocating movement, closely fitted upper and lower cutting edges and a chamfered tip. Both hedge trimmers have 1.1 pt. fuel tanks. The single-sided model weighs 12 lbs. and the double-sided, 11 lbs.

For more information call 616/954-3091 or Circle No. 268

Stump cutter for front mounts

Excel Hustler has introduced a stump cutter to its front-mounted tractors, the StumpCut'R. Combined with the zero-turn maneuverability of the 3000 and 4000 series, the stump cutter can get in and out of position much faster than a self-propelled, trailer or walk-behind type stump cutter. Hustler power plants come in 23, 28, 38 or 54 hp and the 15-in. diameter cutting wheel can cut stumps from 15 in. above ground to 10 in. below ground.

For more information contact Excel Industries at 800/395-4757, www.excelhustler.com or Circle No. 270
## CONTRACTORS/SERVICE COMPANIES

1. My primary business at this location is: (fill in ONE only)

   - Irrigation Contractors
   - Landscape Architects
   - Custom Chemical Applicators
   - Sports Complexes
   - Institutional Facilities
   - Suppliers and Consultants
   - First-Class Mail Permit No 950 Pittsfield MA

2. Which of the following best describes your title? (fill in ONE only)

   - President, Owner, Partner, Director, General Manager.
   - Manager/Superintendent.
   - Superintendent, Foreman, Supervisor.
   - Specialist – Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist.
   - Other Titled and Non-Titled Personnel (please specify).

3. SERVICES PERFORMED (fill in ALL that apply)

   - Mowing
   - Turf Fertilization
   - Irrigation Services
   - Tree Care
   - Turf Insect Control
   - Turf Disease Control
   - Ornamental Care
   - Landscape Design

4. Do you specify, purchase or influence the selection of landscape products?

   - Yes
   - No

5. Do you have Internet Access?

   - Yes
   - No

6. If yes, which products do you buy or specify: (fill in ALL that apply)

   - Aerator
   - Blowers
   - Aerators
   - Aerators
   - Insecticides
   - Herbicides
   - De-icers
   - Fungicides
   - Line Trimmers
   - Sprayers
   - Fertilizers
   - Snow Removal Equipment
   - Insecticides
   - Grass Seeders
   - Frost Thawing Equipment
   - Line Markers
   - Utilities Vehicles
   - Chain Saws
   - Tractors
   - Mowers
   - Sweepers
   - Tree Care
   - Hedge Trimmers
   - Snow Removal
   - Paving, Deck, & Patio Installation
   - Mowers
   - Snow Removal Equipment
   - Utility Vehicles
   - Cutting & Clearing
   - Other (please specify)

8. Do you receive (continue receiving) LANDSCAPE MANAGEMENT free each month?

   - Yes
   - No

9. My primary business at this location is: (fill in ONE only)

10. Which of the following best describes your title? (fill in ONE only)

11. Do you have Internet Access?

12. If yes, how often do you use it?

13. Do you have Internet Access?

14. Did you receive your LANDSCAPE MANAGEMENT free each month?

15. If so, how often do you use it?

16. Do you have Internet Access?

17. If so, how often do you use it?

18. Do you have Internet Access?
Commercial edger from Scag
A durable commercial edger, this product features a 10-in. milled-edge blade for heavy duty edging and a longer life. Constructed of 0.25 by 0.25-in. bar stock, the edger has no movable parts near the drive head, no springs to break and no sliding boom or tilt quadrant to wear out. The blade head is a solid mounted boom, with belt-tensioning idler pulley and sealed ball bearings.

For more information call Scag at 920/387-0100 or Circle No. 271

Ryan aerator features stable design for slopes
The Ryan Lawnaire V features a stable, extra heavy duty design, ideal for sloped or undulating surfaces. It has a 26.5-in. aerating width, 0.75-in. core-type tines and can penetrate up to 2.75 in. at a rate of more than 29,000 sq. ft. per hour. It is available with a 4-hp Honda engine or a 3.5-hp Briggs and Stratton.

For more information call Textron Turf Care and Specialty Products at 414/637-6711 or Circle No. 273

Hi Technology introduces soil additive
DinoSoil (humate) is an all natural organic mineralizer and soil conditioner. It has 35% organic content and NPK, as well as sulfur, magnesium, calcium, iron and trace minerals.

For more information call Hi Technology at 888/208-2281, www.hitechnoproducts.com or Circle No. 272

Five attachments for New Holland skid steers
There are five new attachments to add to the list of the more than 70 skid steer attachments from New Holland. The FFC lift boom is able to lift objects into and out of hard to reach spots.

The EZ Digger™ shovel-style digger can handle a wide range of jobs and is available in widths of 12, 16, 25, 30 and 36 in.

The Sweepster Push Broom can be used just about anywhere and is a low-cost alternative to rotary brooms.

The EZ Grader cuts and grades when going either forward or backward and comes in widths of 66, 72, 78, and 96 in.

The Grouser Soft Tracks reduce ground pressure by up to 50%, providing excellent traction in mud, sand, snow and similar conditions, and the tracks won't damage asphalt and other hard surfaces.

For more information call New Holland at 717/355-1371 or Circle No. 274
PRODUCT REVIEW

Trencher just fits residential uses
The Little Beaver Kwik-Trench Earth Saw is the ideal portable trencher for residential uses. The features include: low purchase and operating costs; light weight yet strong; digs a furrow up to 12 in. deep at 20 to 30 ft. per minute; and digs a narrow 2- to 4-in. slit that is easy to backfill.

For more information call 409/327-3121, www.little-beaver.com or

Circle No. 275

New formulation for Orthene
Orthene Turf, Tree and Ornamental Spray 97 (OTTO 97) is available in a more concentrated, pelleted formulation. This broad-spectrum product kills on contact or systematically as the insects feed. The higher percentage of acephate in OTTO 97 allows applicators to use lower application rates. In the residential and commercial turf markets, OTTO 97 can be used to control mole crickets, cutworms, fall armyworms and chinch bugs.

For more information call

Valent Professional Products at 800/89-VALENT, www.valent.com or

Circle No. 278

Floratine provides agronomic solutions
Floratine's biostimulant product line combines foliar nutrients and phytochemicals, including: Astron for cool-season grasses to encourage root development and stress tolerance, and Per "4" Max for warm-season grasses to encourage density and prolific rooting. Floratine also has a biological solutions product line of products with various microorganisms and enzymes: Floradox, a synergistic biological approach to enhance a plant's natural defense system to pathogens; Terrabact for nutrient cycling and mycorrhizal health; and Grofax for beneficial soil microorganism health and proliferation.

For more information call Floratine at 901/853-2898 or

Circle No. 276

Stick edger with wheels
The guide wheels on the John Deere XT120SE stick edger keeps your line straight. A large, 9-in. blade, angled shaft and wide guide wheels make it easy to use. The 1.2-hp edger features the M-Series engine and has a cutting depth of 2.5 in. Designed to run cooler with less vibration, the unit has features to reduce sound, including a low-tone muffler, intake silencers and lined clutches.

For more information contact 800/537-8233 or

Circle No. 277

Emerald Isle biostimulant boosts root growth
GroWin™ is a granular biostimulant product said to increase foliar and root growth of both cool- and warm-season grasses, whether seeded, sodded or sprigged. GroWin produces an additive response over and above fertilizers and soil amendments. Studies at the University of Rhode Island and the University of Arkansas showed more rapid, robust leaf growth, improved stress tolerance and increased speed of turfgrass establishment. Other products include: Panasea and Panasea Plus, biostimulants from sea plant extracts.

For more information call 800/628-GROW or

Circle No. 280
Todd Perkins joined Van Waters & Rogers Professional Products & Services business unit as a turf and landscape specialist. Lyn Hitt is manager for the South Central district.

**American Cyanamid Company** named Rich Kalik national accounts manager and Joseph Visaggio marketing manager for the professional turf and ornamental products.

**Aquatrols Corp.** promoted Demie Moore to director of marketing/ liaison, Jennifer Wuilfe to customer services representative and Lé Mon Steward to assistant production manager. Newly hired: John Wilson, territory manager for Pacific Northwest and Western Canada; David Neff, corporate information systems manager; and Carolyn Moore, sales/marketing administrative assistant/project coordinator.

**Becker-Underwood Inc.** hired Dr. Larry Butler to research new product developments for seed germination; and plant growth stimulation, and promoted Cozette Hadley-Rosberg to vice president of sales and marketing.

**Rohm & Haas** has received a label expansion for its Eagle® fungicide, now approved for use on pink snow mold.

**Hunter Industries** named Tom de Cavalcanti district sales manager for southeastern FL and the Caribbean; Steve Harrison district sales manager for southeastern FL and Atlanta, GA; David Evers district sales manager for the mid-Atlantic states; and Dave Peters district sales manager for metropolitan NY, Long Island and NJ.

**Great Dane** broke ground in Jeffersonville, IN, for a new factory. The first construction phase, which is expected to be occupied by December, will construct 70,000 sq. ft. for assembly, R&D and warehousing.

**Encore Manufacturing's** third addition to its production facility in 10 years adds another 25% to the facility.

**John Deere** received two awards for innovative design of its 200 series skid steers. The Industrial Designers Society of America awarded a Silver IDEA99 for its "distinctive appearance and obvious attention to performance, safety and efficiency." The American Society of Agricultural Engineers awarded Deere with a 1999 AE50 award for outstanding innovations in product technology.

Jeff Wadhun has joined LasTec Products as regional sales manager for the Midwest.

**Monterey Chemical Co.** received approval for an expanded label for Kaligreen, for control of powdery mildew. The new label now includes ornamentals, roses and turf.

Steve Yoltiz, vice president - marketing at Texton Turf Care and Specialty Products is now responsible for business development while Peter Whurr has been promoted to vice president — product management.

Thomas Bros. Grass, Milberger Turfgrass, Elsberry Greenhouse and C&D Turfgrass have merged into Turfgrass America Inc. The Granbury, TX, firm has 10 farms and nine Southeast wholesale/retail outlets.

**LM**
If you want help growing your lawn maintenance business, you owe it to your future to look at a U.S. Lawns franchise. Our team will provide you with step-by-step systems to grow your business, maximize efficiency, cut costs, and even satisfy the toughest customers. And as part of the U.S. Lawns family, you'll be recognized as a company with a reputation for getting the job done right the first time. Which can mean more quality time for you and your family. For more information on becoming a U.S. Lawns franchisee, call us today at 1-800-US LAWNS. After all, our business is growing, yours should be too.

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Circle No. 113

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AGC Turf and Ornamental Spray Systems, a Raleigh, NC based company is searching for an outside sales person to cover NC, SC, VA, GA. The individual must have past turf experience, high level of integrity and professionalism, excellent communications skills and the desire to make a big difference in a growing company. Fax, e-mail or send resume along with salary history/requirements to: AGC., 8613-B Barefoot Industrial Drive, Raleigh, NC 27613, 1911-787-9106, agc@agc-inc.com.

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LANDSCAPE MAINTENANCE DIVISION MANAGER position available. Candidate would possess related degree, broad experience in commercial landscape maintenance with emphasis on turf and ornamental pest. Interested candidates should submit resume and cover letter with salary expectations to: Growing Image Inc., P.O. Box 34231, Indianapolis, IN 46264. Fax: 317-226-8768. Email: growing_image@compuserve.com.

OPERATIONS/SALES REPRESENTATIVE Well established full service company in Dallas, Texas, seeks energetic, highly motivated, and well-organized person to join our company. We are seeking an individual with a horticulture degree or equivalent experience in landscape (and/or horticulture), with a strong emphasis on sales and customer service. Excellent compensation and benefits, reasonable hours, professional environment. Please mail or fax resume to Turtlecreek Landscape Services, 2607 Manor Way, Dallas, Texas 75235; fax: (214)351-2530.

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Help Wanted (Cont’d)

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LM’s Question of the Month
Keeping your family together

Is your business a family business? Do you work with brothers, sisters, parents, children, cousins? We’d like to know how you do it. How do you share the work, share the rewards and get along together to make your business grow?

Don’t be shy! It’s easy to tell us how you do it. We’d love to feature some of our industry’s best family businesses in an upcoming issue of Landscape Management.

Here’s how to tell your story:
• Call us at 800/225-4569
• Fax “LM Editors” at 800/891-2675
• Write Landscape Management Editors, 7500 Old Oak Blvd., Cleveland, OH 44130
• Email us: Sue Gibson (sgibson@advanstar.com) or Ron Hall (rhall@advanstar.com).

NY fines TruGreen $600,000
The New York State Department of Environmental Conservation (DEC) on July 6 announced that it had fined TruGreen Limited Partnership $600,000 for 60 alleged violations between 1994 and 1999. The alleged violations primarily concerned failure to fully comply with proper notification requirements.

DEC Commissioner John P. Cahill said that $200,000 of the fine was suspended contingent upon TG-CL reducing its use of pesticides throughout the state and studying alternatives to pesticide use.

TG Executive Vice President Bob van Gruben said, “During the nine-year period reviewed by the DEC, TruGreen performed over 7.5 million service visits and reduced pesticide usage by over 50% statewide.”

Come back as an oak or a beech?
Dr. Mac Troung, an attorney in New York, came up with the idea of “recycling” people who have passed away—grow them with trees. The idea earned him a gold medal at INPEX, a trade show for inventors.

“My idea sprung from talking with my children and wife about what sort of way I would be buried when the time came,” said Troung. “I came up with the idea of having my ashes planted with a tree. Then every time they looked or passed the tree they would see a living testament to me.”

Troung has also developed plans for celebrity trees—for people like Elvis and Princess Diane.

The fallen leaves from these trees will bring comfort to the family and fans of people like Elvis and John Lennon, he said.

Yeah, but will we see it in the Rose Bowl Parade?
This Hong Kong junk was made of 20,000 pots of flowers for the ‘99 International Horticultural Exhibition in Kunming, China (May 1 to October 31). The junk is 98 feet long, 26 feet wide and 59 feet high and is sponsored by the Hong Kong Tourist Association. The exposition showcases rare and exotic flowers, plants and horticultural masterpieces from around the world, as well as courtyards, landscapes and advanced technological achievements in horticulture. Some 68 countries and 26 international bodies are taking part in the event, with an expected attendance of 10 million visitors.
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