

# industry almanac

NEWS YOU CAN USE

## Ell acquires Fullbach

**CALABASAS, CA** — Environmental Industries, Inc. acquired Fullbach Landscape Services, Inc., a \$10 million landscape maintenance company headquartered in Louisville, KY with branches in Illinois, Missouri and Michigan. Fullbach will operate under Ell's landscape maintenance umbrella as Fullbach/Environmental Care.

## Bayer acquires Compass

**KANSAS CITY, MO** — Bayer Professional Care acquired Compass fungicide (trifloxystrobin) from Novartis. The Bayer group now holds all patents, marketing authorizations, trademarks worldwide, and production and formulation expertise for the strobilurin-based fungicide line.

## Profile acquires Wood Recycling

**BUFFALO GROVE, IL** — Profile Products LLC acquired the hydraulic mulch business of Wood Recycling, Inc., manufacturer of Re-Fiber and Hydroblanket brand products.

## Toro nabs Disney

**LAKE BUENA VISTA, FL** — The Toro Company became the official turf and irrigation company of Walt Disney World Resort. The agreement is an extension and expansion of a previous pact with Disney, and applies to most Walt Disney World properties.

[CLIPPINGS]

## Time to raise the H-2B cap?

**WASHINGTON D.C.** — If your company relies on the H-2B temporary worker program, here's a tip — always get your workers certified as early as possible. Here's why.

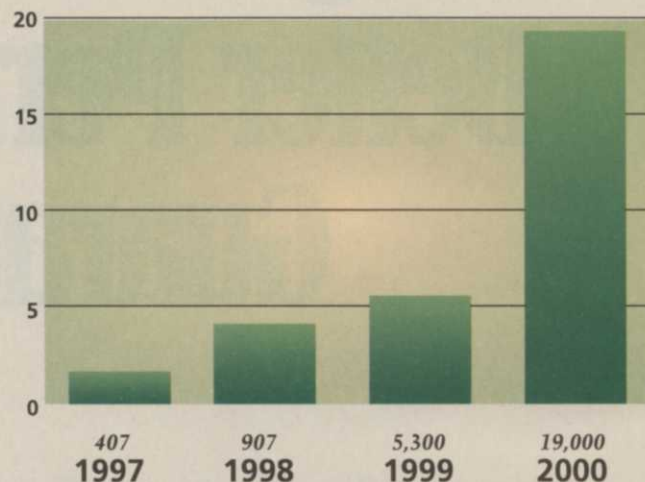
Last year, U.S. demand for H-2B workers exceeded the cap. The program allows for the entry of 66,000 unskilled seasonal foreign workers, but the U.S. Department of Labor (DOL) certified 75,300 H-2B workers, reported the American Nursery & Landscape Association (ANLA). A lot of this extra demand came from the landscape industry.

"In 2001, the H-2B cap could be a problem by mid-year," reports the ANLA. "In 1999-2000, INS (U.S. Immigration and Nat-

uralization Service) did not keep an accurate count of the number of temporary H-2B visas granted. But DOL did certify 75,300 applications for a maximum of 66,000 visas. Once this cap is reached in 2001, the program will be shut down for the year." ANLA said the solution is to raise the cap.

### U.S. LANDSCAPERS DISCOVER H-2B

*In thousands*



■ Number of H-2B class workers certified by landscape contractors

SOURCE: U.S. DEPARTMENT OF LABOR

### HOW MANY YEARS HAS YOUR ORGANIZATION BEEN IN OPERATION?

	Total	<\$100K*	\$100-500K	>\$500K
< 5 years	11.3%	18.6%	5.6%	6.3%
5-10 years	30.4%	41.9%	33.3%	15.6%
11-20 years	32.2%	18.6%	36.1%	43.8%
>20 years	26.1%	20.9%	25.0%	34.4%

\* = revenue

SOURCE: LM READER SURVEY 2000, PENN & ASSOCIATES

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# What an awful way to go

## Fire ants lose their heads over new bio-treatment

**AUSTIN, TX** — A tiny imported fly no larger than the head of a pin may be the key to controlling the imported fire ant, a serious turf pest in the South.

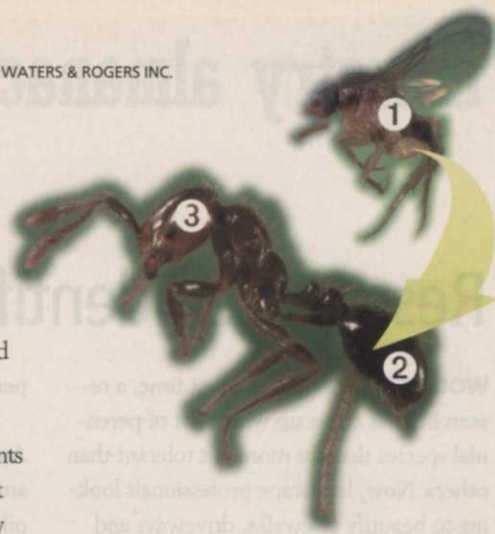
The phorid fly, a natural predator of the fire ant, hovers over its victim and injects an egg into it. The egg hatches several days later, and the miniscule maggot moves into the fire ant's head. As the maggot matures, it releases an enzyme that causes the ant's head to fall off.

Larry Gilbert, an ecologist at the University of Texas, has established a phorid fly breeding farm in Austin, TX. So far, he and his team have released more than 100,000 flies in Texas. Similar trials are underway elsewhere. Researchers in Gainesville, FL, for example, say the flies they released over a

period of several years can now be found over a 1,000-sq.-mi. area.

Sanford Porter, with the USDA in Gainesville, FL, says that the imported fire ants stop their foraging and flee when they detect the presence of the flies. While the flies may not be able to kill great numbers of fire ants, they may cause enough of a disruption to give native ants an advantage to reduce the impact of the imported pest ants, he explained.

The imported fire ant was inadvertently brought to the United States about 80 years ago from Brazil. Although both the federal and state governments have spent hundreds of millions of dollars trying to eradicate the pests, their range keeps extending. Imported fire ants are commonplace in the Southeast, and their range is spreading west and north.



1. Phorid fly injects egg into fire ant.
2. After hatching, the maggot travels to the fire ant's head.
3. After reaching the fire ant's head, the maggot matures, releasing enzymes which cause the head to fall off.

Both Gilbert and Porter cautioned against counting on the phorid flies to have a great impact on fire ants anytime soon. Testing will continue for several years, they said.

# People & companies

**L.R. Nelson Corp.** appointed **Douglas Ramsdale** vice president, international and managing director of its wholly owned European subsidiary, Nelson, BV.

**Exmark Mfg.** promoted **Dan Dorn** to product marketing manager.

**Green2go.com** named **Robert Shoelson** merchandise manager for the web site's green products.

**Otterbine Barebo** appointed **Chris Barebo** president.

**Harmony Products**, Chesapeake, VA, named **Gregory R. Moore** north-east regional sales manager.

**Stens Power Equipment** appointed **Terry Deneau** territory manager and Lee Boehm to oversee management at Stens' seven distribution centers throughout the U.S. **Craig Smith** was promoted to market development manager.

**Environmental Care**, the landscape maintenance company of Environmental Industries, hired **Scott**

**O'Donnell** as a member of its national accounts team.

**Yanmar Diesel America** announced the certification of its compact air-cooled diesel engines by the United States Environmental Protection Agency.

**Cebeco International Seeds** retained the services of **Eric Schmidt**, with Schmidt Services, LLC, as southwest regional representative.

**John Deere's** 4700 compact utility tractor was honored with an AE50 award by Resource Engineering & Technology for a Sustainable World. AE50 awards

are given each year to honor companies that release the best new products engineered for agriculture, food, biological and related systems.

**Tyler Enterprises** expanded its product marketing efforts into municipal and independent athletic fields and grounds. **Brian McGuffin** was hired to head the effort. It also opened a full-service warehouse and delivery operation in Indianapolis, IN that will serve as a distribution center for its custom blended fertilizer products and specialty chemicals and an office for the Indiana sales team.



## Researcher identifies perennials tolerant to salt

**WOOSTER, OH** — For the first time, a researcher has come up with a list of perennial species that are more salt tolerant than others. Now, landscape professionals looking to beautify sidewalks, driveways and roadways subjected to heavy de-icing during winter don't have to guess as to which

perennials will work best.

Laura Deeter, an Ohio State University Agricultural Technical Institute researcher, analyzed 38 perennial species and compiled a list of 15 plants that performed the best under various levels of soil applied sodium chloride.

Species found to be very tolerant to salt were:

- **Splendens sea thrift**
- **Karl Foerster feather reed grass**
- **Helen Allwood pinks**
- **Blue lyme grass**
- **Perennial fountain grass**

Other species found to be tolerant included Powis Castle wormwood, Silver Mound artemisia, Elijah Blue fescue, variegated hosta, sea lavender, Cherry Cheeks and Stella d'Oro daylilies, Autumn Joy sedum, creeping lilyturf and Palace Purple alumroot.

Deeter discovered that it was each plant's ability to regulate where the sodium went within the cell that determined how salt tolerant they were.

The five-year project started in a greenhouse before ending in a hand-salted field. "I wanted to see if the results of the greenhouse study accurately predicted salt tolerance during dormancy, and they did for those plants studied," Deeter says.

## Info Center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

**FIND A BRIGHT IDEA...** in HADCO's "At a Glance" brochure, which provides an overview of the company's landscape lighting fixtures and allows lighting



specifiers to make easy comparisons for specific illumination requirements. To obtain a copy, call 717/359-7131 or log on to [www.hadcolighting.com](http://www.hadcolighting.com).

**SEE INTO THE FUTURE...**with ALCA's Crystal Ball Report 21 entitled, "Implementing Technological Change in Your Company: Incremental Improvement or Re-engineering." The report tells landscape contractors how technology can help their businesses and what the challenges are in incorporating technology into their every day operations. It costs \$5 for ALCA members and \$25 for non-ALCA members. To receive a copy call 800/395-2522 or log on to [www.alca.org](http://www.alca.org).

**BAYER PRODUCTS, PROGRAMS AND RESOURCES...**can now be found at

[www.BayerProCentral.com](http://www.BayerProCentral.com), a new customized Web site devoted to professional service providers. Whether you want to enroll in the free Bayer Accolades rewards program or look up pest information, the Web site will be there 24 hours a day.

**TREE PRUNING GUIDELINES...** are offered in the International Society of Arboriculture's (ISA) Tree-Pruning Guidelines publication. Written and reviewed by a committee of top arborists and educators, it was developed to accompany the new A300 Pruning Standard set forth by the American National Standard Institute (ANSI) and designed to be used in the field as a handy pocket reference or to assist in training. To order contact ISA at P.O. Box 3129, Champaign, IL, 61826-3129.

**LOTS O' SEED...**can be found in Barenbrug's new catalog entitled, "Grass Seed Mixtures for the Professionals." The catalog profiles more than 35 of Barenbrug's varieties so that its grass seed users can select the correct variety for their needs. To obtain a free copy call 800/435-5296.

## All in the family?

Only 3 in 10 family businesses survive the transition from the first to the second generation.

Only 1 in 10 of these businesses survive the transition to the third generation.



—Steve Naito, AOI  
*Business Viewpoint (January/February 1999),*  
publication of the Associated Oregon  
Industries



# Laws target bio-tech vandals

**RICHMOND, VA** — Two state lawmakers here have proposed harsher penalties for those convicted of vandalizing agricultural research projects, reports the Mid-Atlantic Grower. The legislators are sponsoring the action in the wake of raids on bioengineered crops and animal research laboratories. Animal rights activists and organizations opposed to genetic engineering have claimed responsibility for the mayhem.

Justin White of The American Crop Protection Association (ACPA) says there

have been 40 attacks on ag bio-tech research in the last two years. Last June, for example, the Anarchist Golfing Association caused damaged estimated at \$300,000 to turf plots

at an Oregon seed research facility.

California toughened its penalties for vandalism to ag research, and other states are debating bills that treat vandals as criminals.

## Surfin' Turf

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