features

**32. Don't let lowballers bite into your profits**
A guide to keep you from playing the “we'll beat any price” game in your marketplace
*By Steve Greenwald*

**38. Lighting it up**
Contractors pool talents to give big GE property in NY ecologically sound landscape
*By George Witterschein*

**43. Perfecting a park**
The City of Portland has its own set of unique challenges in keeping Tom McCall Park shining
*By Curt Harler / Contributing Editor*

**50. Audit now, save later**
Spring is a great time to check your systems
*By Ron Hall*

**53. Keep on truckin’**
Successful contractors reveal the trucks that work for them, and their dream trucks, too
*By Vicky Poulsen*

**58. Hot wheels**
Features that turn your truck into a lean, mean working machine

**74. Mobile and agile**
Mobile accessories for trucks

**76. Roche of Colorado Corporation**
Keeping the bluegrass lush and green in Boulder, CO

*Cover Illustration: Dan Beedy*
9. On the Record
Always listen to your mom
By Jason Stahl

10. Inside the Owner's Head
Your computer a vital tool
By Jason Stahl

12. Let's Hear It

14. Industry Almanac
El Niño, new herbicides, Scotts makes another buy, leadership changes at Simplot

110. Events
Who, what and when

82. LM Reports: Aerate to the core
By Curt Harler

87. Solutions Center
Hire to grow, Homework overcomes objections

90. New insecticide options
These new target-selective insecticides give turf managers new hope in pest management

94. Products

ending notes

108. Best Practices
Payday for the owner