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Networking at ASIC

Nancy Dirienzo and David Teed, of Paige Wire, chat with Tom Barrett, (rt.) Ewing Irrigation. More American Society of Irrigation Consultants news at www.landscapemanagement.net.

» Readers respond

Water. Some parts of the country have too much and others just never seem to have enough. The availability and growing cost of water for irrigation is a pressing issue and we wonder if it might, sooner rather than later, dictate the growth of the industry from grower to mower. This month we asked online readers, **how concerned are you about local and regional watering restrictions and water price hikes?** Here's what you said

- 30% We have restrictions but we're still doing fine.
- 26% Things are cool now but I'm concerned.
- 24% Restrictions are definitely harming our business.
- 20% No problem. We have all we need.

Want to weigh in? Our survey question changes every month and we publish the results here. Visit www.landscapemanagement.net to voice your opinion.

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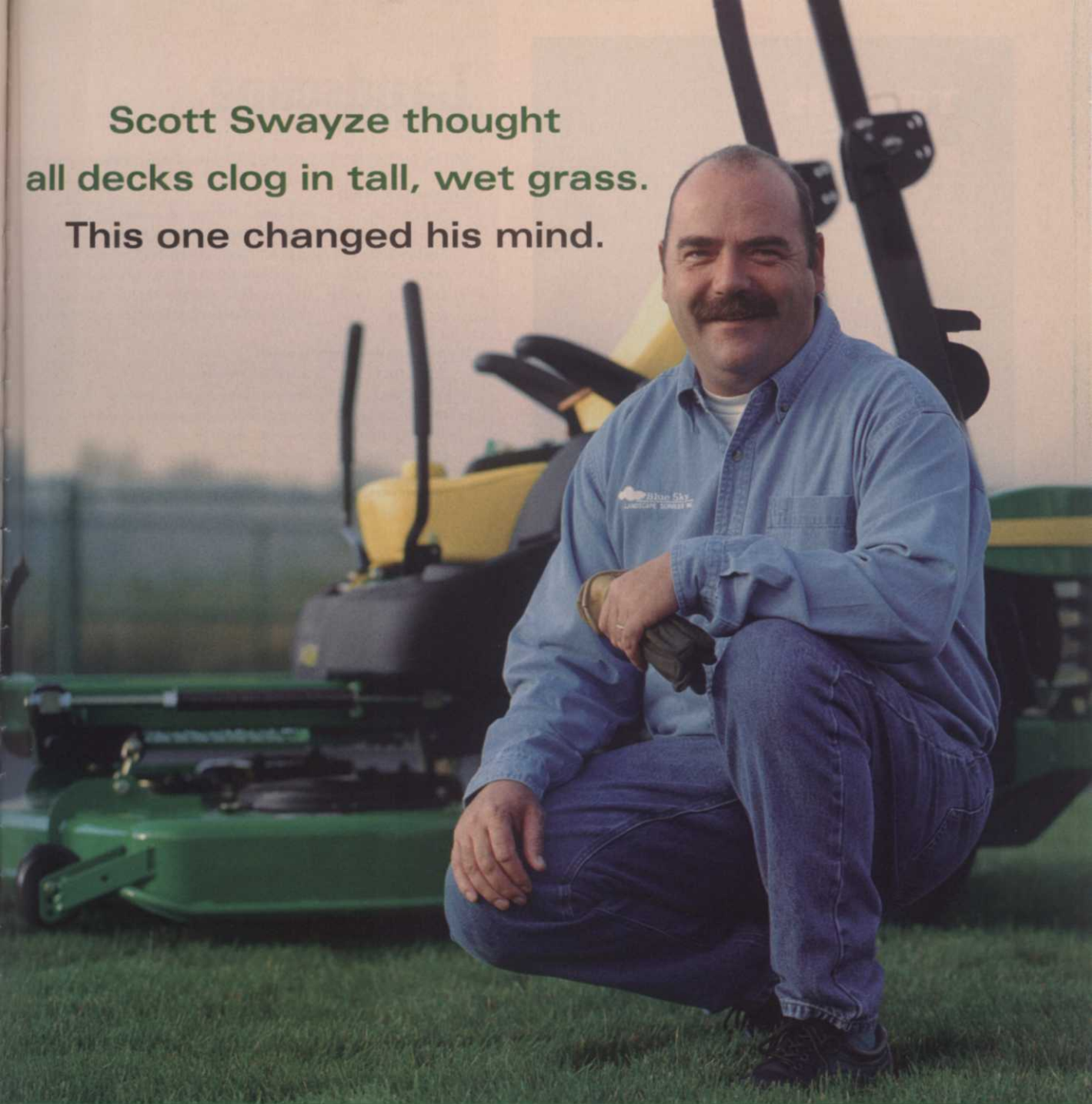


» Overheard

"This combined show is not doing away with the GIE. It's allowing it, in a sense, to expand and offer more industry building opportunities and more for GIE's exhibitors too." — Tanya Tolpegin, COO of the Professional Landcare

Network, on the recent merger of the industry's two largest fall trade shows: the Green Industry Expo and the Outdoor Power Equipment EXPO. Wonder what the new name will be? Our guess is that the word "expo" will show up somewhere.

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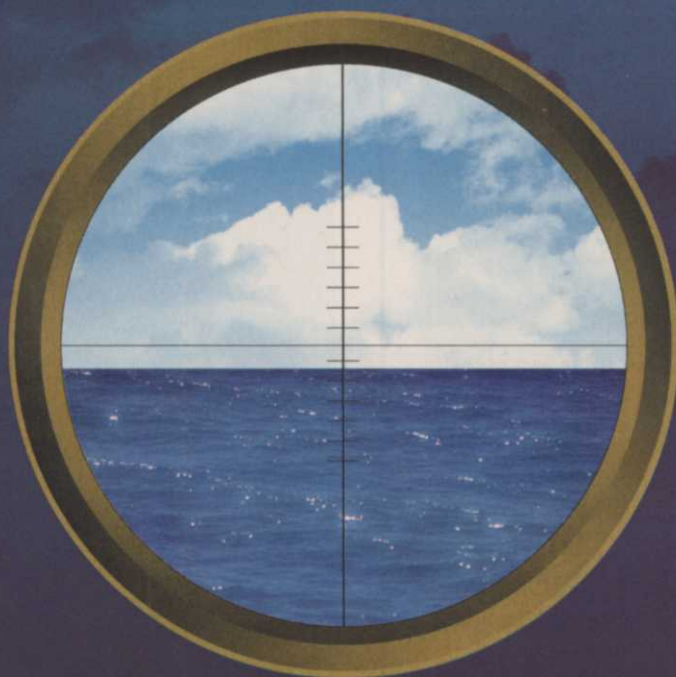
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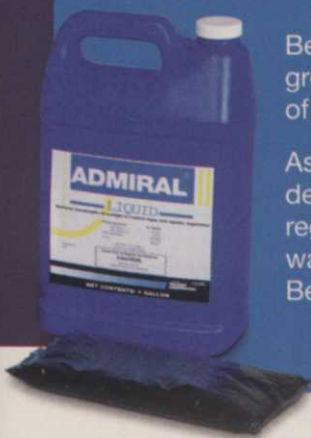


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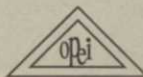
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An unsettling transition

BY RON HALL / Editor in Chief

Keeping track of the recent twists and bends at Symbiot Business Group, Inc. (SBG) in the past eight months has been a job in itself. During that time it downsized and is now dissolving its Snow Management Network (SML); it shut the doors on its eastern outpost in Lexington, KY, and bid adieu to former officers John Allin and Drew St. John.

Allin almost immediately joined Cleveland, OH-based Snow Dragon as its president and is traveling the globe, with stops in Russia and China, to promote its snow melters. St. John hooked up with business consultant Bruce Wilson, former director of the Symbiot Landscape Network.

Symbiot's reorganization includes drastically cutting administrative costs, getting rid of two of its LLC entities, under which contractors provided services, and forming a new subsidiary, Symbiot Property Services America, LLC. The moves are the kind brought on by too much overhead, too little cash and too many acquired promises.

The company's most recent actions are being felt by many contractors that did work under the two operations that it's shedding.

They received notice on May 31 that the 6-year-old company, based in Draper, UT, was dissolving SML, successor to the snow operation it acquired along with Allin in 2004, and Symbiot Management Group, LLC, both operating under its umbrella.

The notifications came from the Salt Lake City-based law firm of Jones, Waldo, Holbrook & McDonough, which alerted contractors to the liquidation of the assets of the two entities. It also informed them

that they had until Oct. 13 to file written notices of claim for money owed.

How much can the contractors expect to receive for the services they performed under the two entities? Several contractors we contacted claimed they were owed amounts ranging from \$8,000 to more than \$20,000. Curiously, they were reluctant to discuss what they planned to do.

Michael Edwards, completing his first full year as Symbiot's CEO, points to the '04 acquisition of the John Allin's Erie, PA, snow operation, specifically its debt, as one cause of its recent actions.

"Knowing what we know now, the deal would have been done differently and the execution from the time of the acquisition to now could have been accelerated and made less painful," he said.

Even so, he claimed SBG is now in a better position to offer an integrated approach to property services, everything from landscape maintenance to custodial under the Property Services America name.

Approximately 100 contractors, snow and landscape, are reportedly affected by the dissolutions. The total obligation is reported to be about \$5 million. Restitution will begin once all claims have been received and certified.

Assets of the two dissolved organizations are being liquidated (cash, equipment and receivables) to help pay creditors.

Contact Ron at 216/
706-3739 or e-mail
rhall@questex.com.

About 100 contractors are affected and the total obligation is about \$5 million.



Get out your calendar and block out a 4-hour time period without appointments or calls. Use this time to prioritize.



We all need planning time

BY BRUCE WILSON

I am sure you have heard the expression, "Are you working hard or hardly working?"

In this industry few would answer, "hardly working." Most would answer, "working hard, maybe as hard as I ever have worked." A much more pertinent question would be, "are you working smart?" Unfortunately many would still answer, "working hard."

In the spring and early summer, most people in this industry work extremely hard, so hard in fact that too often we do not have time to figure out how to work smarter. In spite of our best intentions, most of us fall into a totally reactive mode.

Organize, prioritize, delegate

How can we shift out of a reactive mode when there is so much to do and so little time to do it?

In a word — plan.

We have to set aside time to organize, prioritize and delegate. Do it regardless of all of the urgent things on your plate. Let's get out our calendars for next week and block out a 4-hour period without appointments or calls. We need to prioritize and put a huge dent in

the important things we need to do to build our businesses.

Another common expression in the small business world is this one: "Business owners must start to work *on* their businesses rather than *in* their businesses." Of course we all know that but we get caught up in the urgency of the day and do the opposite.

Make time count

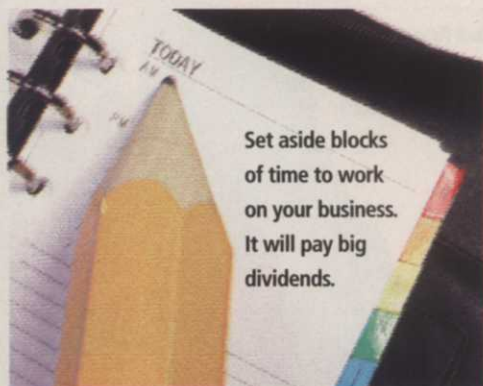
Disciplined time management is the solution. One of our most important roles as owners is to coach and mentor our key employees. This means blocking out time with the key people that report to us so that we have quality time for communication, coaching and mentoring. How much time should this be? It can be as little as an hour each week. Or even a half-day meeting every two or three weeks. We start seeing positive results when we do this consistently.

Some of the best time spent doing this is during job visits together. That's when we can talk while driving. The time is constructive from a coaching and training standpoint, too.

The main point here is for us to decide the important things that must be done to ensure the ongoing success of our businesses and then make sure we schedule time for them on the calendar. We can't afford to blow them off when an emergency arises unless it is really something critical.

If we wait until we get caught up, you and I both know it will never happen.

— The author is a partner with entrepreneur Tom Oyler in the Wilson-Oyler Group, which offers consulting services. Visit www.wilson-oyler.com.



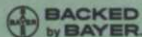
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Heat and humidity can have a significant impact on worker health.



Summer safety training

BY BILL HOOPES

Heat and humidity can have a significant impact on worker health. It's our responsibility to provide appropriate safety training before exposing workers to risk. Here are a few facts about heat stress and tips for minimizing it:

- ▶ Six factors are involved in heat stress — temperature, humidity, air movement, radiant temperature of surroundings, clothing and physical activity.
- ▶ High temps cause an increase in blood flow to the skin, allowing the release of heat. When working, blood flow is necessarily diverted to muscles, reducing our ability to release heat.
- ▶ Heat causes increased sweating, depleting the body's fluids and raising heat intolerance. Fatigue, cramps, heat exhaustion and heat stroke can result.
- ▶ Medically unfit people are more prone to heat stress. Conditions like obesity, chronic illness requiring certain medications, failure to acclimatize the worker to conditions and alcohol abuse all increase the likelihood of stress.

Recognize the danger signs

Heat cramps usually don't result in permanent damage but are painful. Drink electrolytes (like Gatorade) frequently during the day.

Heat exhaustion (headache, dizziness, loss of coordination, rapid pulse, nausea) is more serious than cramps. The body's "air conditioner" is not keeping up. Immediately move the person into the shade. El-

evate the feet above the head, loosen clothing and apply wet cloths and/or fan the person. Provide water or electrolyte drinks. Have the person examined by a medical professional and limit any strenuous activity for the balance of the day.

Heat stroke is life threatening. It happens when the body has depleted its supply of water and salt and body temperature rises to deadly levels (103 degrees). Sweating may cease, skin becomes flushed and dry, rapid pulse and difficulty in breathing may occur. Pupils may constrict and all the signs of heat exhaustion exist. If heat stroke is suspected, lower the victim's body temperature immediately. Do this any way you can, including pouring water on the victim. Call 911 to get an ambulance on the way.

Heat awareness tips

- ▶ Condition any new workers to work in the heat. Don't rush the process.
- ▶ Adjust work schedules to minimize work during the hottest hours.
- ▶ Carry and drink lots of liquid. Don't wait until you are thirsty.
- ▶ Take breaks immediately if symptoms appear.
- ▶ Switch to loose, lightweight, light-colored clothing.
- ▶ Carry fans if air conditioning is not available.
- ▶ Get enough sleep at night. Physical condition is important.

— The author is founder of Grass Roots Training in Delaware, OH. Contact him at hoopes@columbus.rr.com or visit www.grassroots-training.com.



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In the Know

BUSINESS NEWS YOU CAN USE



to merge in '07

Green Industry Expo (GIE) and the Outdoor Power Equipment Institute's (OPEI) International Lawn, Garden & Power Equipment EXPO will become one show in the fall of 2007.

The first combined show will take place in Louisville, KY, and show organizers indicate it will stay there annually. The GIE typically attracts 5,000 to 5,500 attendees, and the EXPO, owned and operated by the Outdoor Power Equipment Institute (OPEI), attracts 20,000 annually.

Officers of the participating associations — the Professional Landcare Network (PLANET), the Professional Grounds Management Society (PGMS) and the OPEI signed the agreement June 23.

"We made this decision on behalf of our members, our exhibitors and the industry because we thought it was the right thing to do," Tanya Tolpegin, PLANET COO, told *Landscape Management*.

"Forming an alliance and combining the shows will result in a wider audience," added PLANET President John E. Gibson.

"This will allow GIC to expand as well, offering more educational opportunities for the industry and increased traffic for the exhibitors."

"Uniting the shows will allow PGMS to focus its energies on enhancing its School of Grounds Management classes, offered as part of the GIC," added PGMS President Ellen Newell.

The key elements of both trade shows will be maintained, each association said.

The 20-acre outside demonstration area, a unique feature of EXPO, will continue providing attendees with a try-before-you-buy opportunity. PLANET and PGMS will continue its lawn care, interior plantscaping, landscape management, and design/build/installation educational sessions, as well as a wide range of Green Industry tracks presented by seasoned industry leaders.

This year's GIE will be in Columbus, OH, the first week of November. OPEI's Expo 2006 takes place Oct. 6-8 in Louisville.

New Holland does biodiesel

NEW HOLLAND, PA — New Holland has fully approved the use of up to B20 blends (20% biodiesel / 80% petroleum-based diesel) on all equipment currently produced with New Holland engines. "We are proud to once again take a leading role in giving support to the biodiesel industry as it rapidly moves toward fulfilling its fundamental role in the future of energy use," said Dennis D. Recker, vice president of New Holland Agricultural Business in North America.

Viridian hangs out shingle

OVERLAND PARK, KS — Viridian Group is the newest company in the Green Industry offering consulting services for business, sales and marketing and human resources. Green Industry veteran Jason Cupp is president, CEO and managing consultant. Eric Hurst is the new company's COO and marketing consultant. Visit www.viridian-group.com.

What a relief

WEST FARGO, ND — Bobcat Co. officials donated nearly \$67,000 to the Minn-Kota Chapter of the American Red Cross in Fargo, ND, for hurricane relief. Bobcat Co. contributed \$100 from each "gold package" option sold on Bobcat machines. The company raised more than \$132,000 and split the money between the Red Cross and 14 individuals within the Bobcat organization affected by Hurricane Katrina.

[CLIPPINGS]

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WEEKLY TIMECARD

NAME: Bill Owen DATES: 14-18

	START	LUNCH	END	JOB CODES	JOB SITE/PROJECT	HOURS
Mon.	7:00	1/2	3:30		Davis	8
Tues.			3:30			8
Wed.			4:00			8 1/2
Thurs.			4:00			8 1/2
Fri.	∇	∇	4:00		∇	8 1/2

SIGNATURE: Bill Owen TOTAL HOURS: 41 1/2

GIVE THEM THE JOBCLOCK.

Employee Report

Bill Owen

Jobsite Name: Davis Property Date Range: 8/14/2006 through 8/18/2006

Day	Start	End	Activity	Hours
Mon 8/14	7:08 AM	12:05 PM	Irrigation	4:57 hours
	12:41 PM	3:22 PM	Irrigation	2:41 hours 7:38 hours
Tue 8/15	7:12 AM	12:07 PM	Irrigation	4:55 hours
	12:43 PM	3:23 PM	Irrigation	2:40 hours 7:35 hours
Wed 8/16	7:12 AM	12:02 PM	Irrigation	4:50 hours
	12:46 PM	3:49 PM	Irrigation	3:03 hours 7:53 hours
Thu 8/17	7:17 AM	12:19 PM	Planting	5:02 hours
	12:50 PM	3:46 PM	Planting	2:56 hours 7:58 hours
Fri 8/18	7:13 AM	12:07 PM	Planting	4:54 hours
	12:44 PM	3:39 PM	Planting	2:55 hours 7:49 hours

Signature: Bill Owen Bill Owen

Employee total 38:53 hours

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In the Know

Scotts acquires Turf Seed, Inc. and Landmark Seed

MARYSVILLE, OH — The Scotts Miracle-Gro Co. acquired brands and assets from Turf-Seed, Inc. for approximately \$30-\$35 million at the end of May. In early June the company announced its pur-

chase of Albany, OR-based Landmark Seed Co. for an undisclosed price.

Turf-Seed has developed new turf-grasses, including disease resistant and genetically modified varieties.

Scotts will acquire the Hubbard, OR-based Turf-Seed's brands, turfgrass varieties and intellectual property.

"The addition of Turf-Seed's leading brands to the Scotts Miracle-Gro family brings together two market-leading organizations focused on growth and innovation," said Jim Hagedorn, chairman and CEO of Scotts Miracle-Gro.

Mark Schwartz, senior VP and general manager, grass seed, for Scotts Miracle-Gro, will lead the combined seed business. Bill Rose, Turf-Seed's founder, will chair the Scotts Grass Seed Advisory Council, which will direct innovations and marketing initiatives. "This is an exciting union of two companies that maintain the same philosophies on the importance of turfgrass and its role in the health of the environment," said Rose.

Personnel from Landmark Seed's Albany office and the field sales team will stay on with Scotts. "Our new partnership will allow us to focus more on the needs of our customers, while delivering the highest quality turfgrass and seed varieties in the industry," said Ray Brubakken, Landmark president.

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Finding Peace in War

EUGENE, OR — In his new book, *Defiant Gardens: Making Gardens In Wartime*, (Trinity University Press, \$22 at www.amazon.com), author Kenneth Helphand examines gardens built during wartime in the 20th century — gardens built in the trenches of the first World War, gardens built in ghettos during World War II, gardens created by prisoners of war, and gardens constructed in Japanese internment camps in the U.S.

The moving stories in *Defiant Gardens* reveal soldiers and prisoners of war

Circle 117

Spring-Green offers vets a deal

PLAINFIELD, IL — Spring-Green Lawn Care's Military Assistance Program (M.A.P.) will apply up to \$15,000 of the initial franchise fee toward the start-up expense to help military veterans transition into profitable careers.

"We want to make it easier for people returning from the war to get back into the business world," said Tom Hofer, Spring-Green CEO and a retired Navy lieutenant. "We also recognize that many veterans may not want to return to a corporate environment."

Hofer said the strong work ethic that comes with a military background creates excellent candidates for business ownership, adding that "their training ensures they have the discipline to follow a proven formula for performance, willingness to work hard and a strong belief in core values."

The Illinois-based franchise company is also active in VetFran, a subsidy program offered through the International Franchise Association.

Also at Spring-Green, James Young took over as the company president on June 1.

Hofer, former president and CEO, became executive vice president and continues as the company's CEO.

As president, Young will be responsible for all Spring-Green Lawn Care's

franchising activities.

Founded in 1977, Spring-Green Lawn Care has 63 franchises operating in 22 states. For more information call 815/436-8777 or visit www.springgreenfranchise.com.

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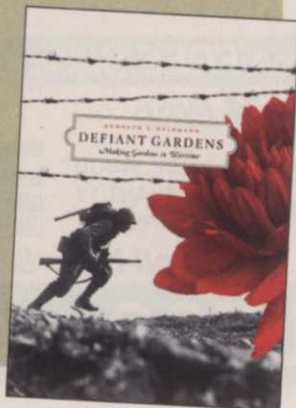
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Circle 118

longing for normalcy. A flower planted in an artillery shell, a patch of grass, a glimpse of something green and growing — even these rudimentary gardens offered beauty in places of horror and life in the face of death.

Kenneth Helphand is a professor of landscape architecture at the University of Oregon.

— Ron Hall



In the Know

People & companies

Becker Underwood, based in Ames, IA, announced several changes to its Landscape Coating Division. **Michele McCammon** will serve as controller. **Rebecca Lister** will head up new product development. **Kenny Van Der Pol** is the new colorant systems coordinator. **Matt Steward** will serve as the new national sales manager.



Shindaiwa Inc. of Tualatin, OR, promoted **Melissa Regan** to director of finance and management services. Regan will

be responsible for all financial, accounting, legal, human resources and administrative services at the company.

Wilson-Oyler Group of Thousand Oaks, CA, welcomed **Drew T. St. John** as its new executive consultant. St. John previously served as vice president, business development of **Symbiot Business Group**.

Cleary Chemical of Dayton, NJ, named **Peggy Clanton** and **Jeff Briggs** as technical sales representatives. Clanton will serve turf and ornamental customers in Georgia and the western half of South Car-

olina, while Briggs will handle North Carolina and the central and eastern shores of South Carolina.

Harrell's, of Lakeland, FL, promoted **Richard Helpings-tine** to head of its Lawn Care Operators business division.



Award-winning landscape architect and urban designer **James Hyatt** joined **ValleyCrest Companies** to head Hyatt Studio, a newly established landscape architecture and planning firm in Denver.

Grigg Brothers of Rexburg, ID, appointed **Justin Grigg** to director of Operations.



Onset Computer Corp. appointed **Jack Sample** as president. Sample previously served as the company's director of sales and marketing.

Netafim USA, based in Fresno, CA, appointed **Andy Humphrey** as the new district sales manager for the Landscape & Turf Division. Humphrey will be responsible for sales development activities in the Great Lakes regions.

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► Juan Vila and family with assistant Claudia Fajardo (right) welcomed vets.



Vila & Son Landscaping hosts picnic at the zoo for military families

MIAMI — Vila & Son Landscaping hosted the annual spring picnic for Southcom, the United States Southern Command, at the Miami-Metro Zoo on April 29. The event provided military officers and their families a day to enjoy a day away from their professional responsibilities and to meet and mingle with each other's families.

"My family and I feel very fortunate to have been given the opportunity to live in a free country, and that alone makes me want to show our appreciation to those who devote their lives and careers to this nation," said Juan Carlos Vila, president and CEO of Vila & Son Landscaping.

In addition to sponsoring the spring picnic, company employees have been sending care packages containing books, DVDs and CDs to adopted troops in Iraq and Afghanistan since 2004. "It is challenging to find a single cause to give back to when you have 700 employees spread out throughout the state, but supporting

the troops here and abroad is something that everyone seems to want to be part of," Vila said.

WLS earns industry first in safety

TUALATIN, OR — Willamette Landscape Services (WLS) is the first landscape company in the country to achieve OSHA's highest safety designation.

By passing all of OSHA's 58-point comprehensive assessment of safety practices, WLS earned SHARP certification. SHARP is OSHA's Safety & Health Achievement Recognition Program.

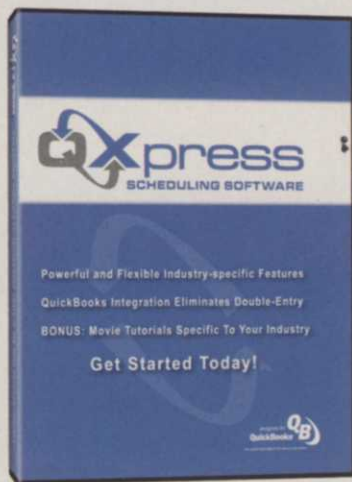
About 1,100 companies nationwide have reached this goal.

Dan Herzing, who joined WLS in Sept. 2004, championed the effort, reports WLS Vice President Matt Triplett. Herzing serves as chair of the company's safety committee.

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Based on R. L. Polk & Co. vehicles in operation statistics CYE 1985–2004. †Class is extended cab, full-size pickups. ‡IntelliChoice.com, 2006.

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Landscape lighting

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BY WILLIAM AND
PATTI FELDMAN

Working on residential projects this season? If a home does not already have outdoor lighting installed past the front door, give your clients the opportunity to enjoy their landscapes after dark with low-voltage outdoor lighting.

Landscape lighting improves the usability and curb appeal of a property and heightens occupant and visitor safety and security. Low-voltage landscape lighting is easy and safe to install, is safe for kids and pets, and it consumes less power than line voltage lighting.

Several types of low-volt-

age lighting are suitable for residential use, including halogen and other incandescents, along with the new kid on the block — LEDs.

Traditionally, low-voltage fixtures use halogen lamps designated by the lighting industry as MR-16s. They come in various wattages from 20 to 75 watts, with 20 watt and 50 watt the most popular.

LEDs (light emitting diodes) are solid-state light sources that offer extreme longevity, excellent energy efficiency and digital color control.

LEDs can run for 50,000 hours before the light intensity dims noticeably. (If the installation were to run 12 hours daily, the LEDs would run for more than 11 years.)

With no filament, LEDs won't burn out and leave dark spots that can compromise safety. This long life reduces lamp maintenance.

Also, LEDs, being solid state, are not sensitive to vibrations (or accidental hard knocks by a lawn mower) and temperature extremes. Unlike some other light sources, they work well in cold weather. And because they draw so little power, an outdoor installation can even work from a small solar cell.

Until now, lighting control has been limited to on/off and dim. With LEDs, end-users have the ability to alter color for mood, effect, season or any other reason. Homeowners with digitally tunable LED landscape lighting can create a variety of lighting effects without changing lamps or using filters.

Lamp manufacturers offer replacement MR-16/LED lamps for existing fixtures. Better yet, fixture manufacturers are providing newly designed landscape fixtures that maximize LED light properties. Also available: low-voltage LED rope lights that come in long rolls and are suitable for

highlighting decks and patios.

Before starting a landscape lighting design, walk the property day and night with the homeowner and jot down the intended function of lighting in each desired area and determine if there is a specific focal point that calls out for light or if there are multiple focal points that can enjoy illumination. At night use a flashlight to get a sense of what nighttime light can do.

You can use LEDs in a variety of fixtures. Applications include path lights that perch a few inches above ground and are generally visible sources of light, shaded fixtures on higher stalks that can blend into the background while lighting up paths, steps or decorative ground cover, recessed (well) lights, and swivel spots that highlight specific landscape or architectural elements.

To maximize energy savings from running LEDs or higher energy consuming lamps, suggest installing automatic controls (timers, motion sensors and light sensors) that can turn lights on and off without homeowner intervention or attendance. **LM**



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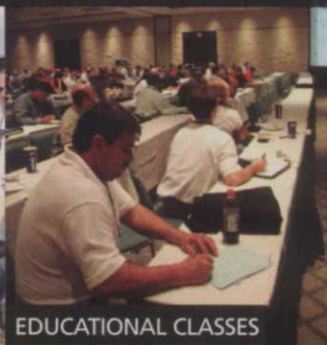
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Landscape Management

is back with our list of the
biggest revenue
generators in the industry



Here it is: Our annual list of the biggest companies by revenue in the industry.

What does this elite group have in common? They're committed to profitable growth, expanding their operations and getting their names known in their service areas. Some companies took generations to reach these revenue levels and others are first-timers on the list. No matter how they got here, they all realize the importance of being market leaders.

We also know that "biggest" isn't the only indicator of "best." For every multi-million dollar company on this list, the industry has many more small companies that are just as committed to exceptional customer service, smart growth and sustained business development. Use this list as a benchmark. See where your company stacks up in terms of your business mix, your revenue, your employee breakdown and your region. Check out the LM 100's Web sites. Say hello to their owners and presidents at the next trade show or state association meeting you attend. Use this list as a resource for your own company's growth, however big or small.

Legend

MN: Maintenance

DB: Design/Build

IR: Irrigation

F: Fertilizer application

SR: Snow removal

OTHER: May include arbor care, landscape construction, retail/nursery, shrub maintenance, wholesale, holiday lighting, interiorscaping, structural pest control, grounds maintenance, golf course maintenance, composting, recycling, erosion control, property management

	Company	Headquarters	Services (by %)
1	The TruGreen Cos.	Memphis, TN	MN 28, F 59, SR 1, Other 12
2	ValleyCrest Cos.	Calabasas, CA	Not reported
3	The Davey Tree Expert Co.	Kent, OH	Not reported
4	Brickman	Gaithersburg, MD	MN 70, DB 15, IR 5, SR 10
5	Scotts Lawn Service	Marysville, OH	F 100
6	Gothic Landscaping	Valencia, CA	MN 12, IR 20, Other 68
7	Initial Tropical Plants	Riverwoods, IL	Not reported
8	Weed Man	Mississauga, ON, Canada	F 100
9	Lawn Doctor	Holmdel, NJ	IR 1, F 90, Other 9
10	OneSource Landscape & Golf Services	Tampa, FL	MN 75, DB 10, IR 2, F 3, SR 1, Other 9
11	Vila & Son Landscaping	Miami, FL	MN 15, DB 5, IR 15, Other 65
12	American Civil Constructors	Littleton, CO	MN 30, SR 5, Other 65
13	Chapel Valley Landscape	Woodbine, MO	MN 35, DB 50, IR 10, SR 5
14	Ruppert Nurseries	Laytonsville, MD	MN 29, DB 65, SR 2, Other 4
15	SavATree	Bredford Hills, NY	Other 100
16	Autumn Landscaping	Englewood, CO	MN 10, DB 30, IR 30, F 5, SR 20, Other 5
17	The Bruce Co. of Wisconsin	Middleton, WI	MN 20, DB 38, IR 2, SR 5, Other 35
18	Acres Group	Wauconda, IL	MN 42.5, DB 4.5, SR 23.5, Other 29.5
19	Grounds Control	San Antonio, TX	MN 50, DB 35, IR 15
20	Landscape Concepts Construction	Richmond, IL	MN 10, DB 83, IR 3, F 1, SR 3
21	Jensen	Cupertino, CA	MN 30, Other 70
22	Lipinski Landscape & Irrigation	Marlton, NJ	MN 25, DB 28, IR 2, SR 45
23	Sun City Landscapes	Las Vegas, NV	DB 100
24	Teufel Landscape	Portland, OR	MN 20, DB 65, IR 15
25	Toll Landscape	Lambertville, NJ	MN 8, DB 92
26	Tropics North	Homestead, FL	MN 50, DB 45, IR 5
27	AAA Landscape	Tucson, AZ	MN 50, Other 50
28	The Groundskeeper	Tucson, AZ	MN 60, DB 40
29	Cagwin & Dorward	Novato, CA	MN 54, DB 26, IR 7, Other 13
30	Nanak's Landscaping	Longwood, FL	MN 100
31	Marina Landscape	Anaheim, CA	MN 10, IR 40, Other 50
32	Clintar Groundskeeping Services	Markham, ON, Canada	MN 32, DB 10, IR 8, SR 50
33	Groundmasters	Loveland, OH	MN 60, DB 8, IR 2, F 5, SR 8, Other 17
34	The Chalet Landscape Division	Wilmette, IL	MN 20, DB 40, IR 2, Other 38
35	The Greenery	Hilton Head, SC	MN 60, DB 22, IR 11, Other 7
36	NaturaLawn of America	Frederick, MD	F 95, Other 5
37	Spring-Green	Plainfield, IL	F 95, Other 5
38	Mainscape	Fishers, IN	MN 57, DB 11, IR 3, F 6, SR 23
39	Odyssey Landscape	Stockton, CA	MN 6, DB 31, IR 30, Other 33
40	Scott Byron & Co.	Lake Bluff, IL	MN 30, DB 70
41	LMI Landscapes	Carrollton, TX	MN 18, IR 25, Other 57
42	Piedmont Landscape	Tucker, GA	MN 40, DB 10, IR 7, F 3, Other 40
43	Ecoscape Solutions Group	Huntersville, NC	MN 12, DB 60, IR 17, F 2, Other 9
44	Realty Landscaping Corp.	Newton, PA	MN 23, DB 66, IR 7, SR 4
45	Dennis' 7 Dees Landscaping & Garden Ctrs	Portland, OR	MN 16, DB 52, IR 14, Other 18
46	Urban Farmer	Thornton, CO	MN 20, DB 10, IR 40, F 5, SR 20, Other 5
47	W.H. Canon Co.	Romulus, MI	MN 25, SR 5, Other 70
48	David J. Frank Landscape Contracting	Germantown, WI	MN 35, DB 40, IR 5, F 5, SR 10, Other 5
49	Benchmark Landscape	Poway, CA	MN 25, Other 75
50	The Highridge Corp.	Issaquah, WA	MN 23, DB 64, IR 13

Locations	Employees (full time / part time)	Revenue (in millions)	Principal	Web site / E-mail
390	20,860 FT / 2,512 PT	1.5 billion	Dennis Sutton, Pres / CEO	www.trugreen.com
100	9,000 FT	750	Burton S. Sperber, CEO	www.valleycrest.com
Not reported	5,500 FT / 600 PT	470	R. Douglas Cowan	www.davey.com
125	1,800 FT / 5,000 PT	450	Scott Brickman, Pres / CEO	www.brickmangroup.com
Not reported	Not reported	245	Tim Portland, Pres	www.scottslawnservice.com
9	1,800 FT	175	Michael Georgio, CEO	www.gothiclandscape.com
40	1,300 FT / 100 PT	109	Jeff Mariola, Pres	www.initialplants.com
320	750 FT / 2,500 PT	94.5 Canadian	Des Rice, Pres / Owner	www.weed-man.com
491	2,400 FT / 600 PT	92	Russell Frith, Pres / CEO	www.lawndocor.com
Not reported	1,200 FT / 200 PT	78	William LeBaron, Mng Dir	www.one-source.com
4	650 FT	62.3	Juan Vila, Pres / CEO	www.vila-n-son.com
6	400 FT	55	Todd Williams, VP	www.aconstructors.com
4	300 FT / 200 PT	49	James D. Reeve, Pres / CEO	www.chapelvalley.com
8	360 FT	46	Craig Ruppert, CEO	www.ruppertnurseries.com
18	500 FT	45	Daniel Van Starrenburg, Pres	www.savatree.com
1	550 FT	44	Marc Robinson, Owner	Not reported
2	200 FT / 425 PT	42.6	Bliss Nicholson, Pres	www.thebrucecompany.com
4	106 FT / 605 PT	42.5	Not reported	www.acresgroup.com
6	280 FT	42	Dale Micetic, Pres	www.groundscontrol.com
3	260 FT	40	Peter DeVore, Pres	www.lcon.com
5	275 FT	37	ESOP	www.jensencorp.com
1	50 FT / 75 PT	36.25	Robert Lipinski, CEO / Chairman	www.lipinskiland.com
1	420 FT	35	Louie Polish Jr, Owner	www.suncityls.com
3	306 FT / 63 PT	35	Larry Teufel, Pres	www.teufel.com
14	74 FT / 173 PT	35	Mark Culichia, Assistant VP / Director	www.tollandscape.com
7	375 FT / 25 PT	35	Charles Gonzalez, Pres	www.tropicsnorth.net
2	500 FT	34	Robert Underwood, Pres	www.aaalandscape.com
6	635 FT	33	Anil Hiremath, CEO	www.groundskeeper.com
13	406 FT / 1 PT	32.79	Dennis Dougherty, Pres / CEO	www.cagwin.com
4	600 FT	31.5	Sampuran Khalsa, Pres	www.nanaks.com
1	250 FT	30	Robert Cowan, Pres	www.marinaco.com
18	175 FT / 275 PT	29 Canadian	Robert Wilton, Pres	www.clintar.com
7	170 FT / 250 PT	27.5	Michael Rorie, Pres	www.groundmasters.com
1	150 FT / 320 PT	27	Larry Thalmann III, Pres	www.chaletnurseries.com
2	350 FT / 25 PT	26.5	Berryman Edwards, Pres	www.thegreeneryinc.com
60	14 FT /	26	Philip Catron, Pres	www.nl-amer.com
65	not reported	25.75	Thomas Hofer, Exec VP	www.spring-green.com
13	100 FT / 200 PT	25	Zig & David Mazanowski, CEOs	www.mainscape.com
2	298 FT / 54 PT	25	Martin Gates, CEO	www.odysseylandscape.com
1	85 FT / 200 PT	25	Scott Byron, Pres	www.scottbyron.com
2	300 FT	24	Jody O'Donnell, Pres	www.lmlandscapes.com
1	200 FT / 50 PT	24	Phil Walters, Principal	www.piedmontlandscape.com
3	265 FT	23.5	Chip Eleazer, Pres / COO; Tony Pope, CEO	www.ecoscape.com
5	70 FT / 180 PT	23	Clifford Greer, Pres	www.realtylandscaping.com
1	275 FT / 25 PT	22	David Snodgrass, Pres	www.dennis7dees.com
1	200 FT / 400 PT	22	Frank Moyer, VP of Business Development	www.urbanfarmerinc.com
1	225 FT	21.6	William H. Canon, Pres	www.whcanon.com
3	250 FT / 100 PT	21.4	David Frank, Pres / CEO	www.davidfrank.com
1	300 FT	20.25	John Mohns, Pres	www.benchmarklandscape.com
1	295 FT / 1 PT	20	Michael Bushmaker, Pres	www.highridge.com



	Company	Headquarters	Services (by %)	Locations	Employees (full time / part time)
51	McHale Landscape Design	Upper Marlboro, MD	MN 10, DB 90	2	200 FT
52	Sierra Landscape Co.	Palm Desert, CA	MN 5, DB 45, IR 35, Other 15	1	168 FT
53	Complete Landscaping Service	Bowie, MD	MN 60, DB 2, IR 10, F 2, SR 5, Other 21	2	136 FT / 425 PT
54	Land-Tech Enterprises	Warrington, PA	MN 20, DB 30, SR 10, Other 40	1	200 FT / 28 PT
55	Outside Unlimited	Hampstead, MD	MN 5, DB 20, IR 15, SR 5, Other 55	2	165 FT
56	Northwestern Landscape Co.	Puyallup, WA	MN 65, Other 35	4	325 FT
57	Swingle Lawn, Tree and Landscape	Denver, CO	IR 5, F 49, SR 2, Other 44	2	180 FT / 40 PT
58	Clarence Davids & Co.	Matteson, IL	MN 39, DB 50, F 5, SR 6	2	75 FT / 200 PT
59	Gachina Landscape Management	Menlo Park, CA	MN 60, DB 34, IR 6	5	281 FT / 3 PT
60	Western DuPage Landscaping	Naperville, IL	MN 30, DB 70	2	180 FT / 4 PT
61	Senske Lawn & Tree Care	Kennewick, WA	MN 20, IR 2, F 65, SR 2, Other 11	6	150 FT / 75 PT
62	Girard Environmental Services	Sanford, FL	MN 24, DB 55, IR 8, F 6, Other 7	1	160 FT /
63	Heads Up Landscape Contractors	Albuquerque, NM	MN 25, DB 55, IR 20	1	165 FT / 70 PT
64	Arazoza Brothers Corp.	Homestead, FL	Not reported	1	115 FT / 2 PT
65	DuBrow's Nurseries	Livingston, NJ	MN 33, DB 33, IR 5, F 4, SR 25	5	75 FT / 150 PT
66	New Garden Landscaping & Nursery	Greensboro, NC	MN 30, DB 30, IR 10, Other 30	1	125 FT / 75 PT
67	Visionscapes	Tucker, GA	MN 15, DB 85	4	92 FT / 60 PT
68	Dora Landscaping Co.	Apopka, FL	MN 30, IR 12, Other 58	1	Not reported
69	Gibbs Landscape Co.	Smyrna, GA	MN 80, DB 18, IR 2	3	200 FT
70	Bio Landscape & Maintenance	Houston, TX	MN 22, DB 39, IR 14, F 2, Other 23	1	300 FT
71	Bozzuto Landscaping Co.	Laurel, MD	MN 75, DB 25	5	100 FT / 150 PT
72	Ocean Woods Landscaping	Hilton Head Island, SC	MN 60, DB 38, IR 2	1	180 FT / 30 PT
73	Bearly Landscaping	Lockport, IL	MN 11, DB 28, IR 2, F 7, SR 4, Other 48	2	23 FT / 140 PT
74	Arteka Cos.	Minneapolis, MN	MN 20, DB 5, IR 20, F 5, SR 5, Other 45	1	25 FT / 100 PT
75	James River Grounds Management	Glen Allen, VA	MN 92, IR 3, SR 5	3	67 FT / 158 PT
76	Lied's Nursery Co.	Sussex, WI	MN 30, DB 62, Other 8	1	167 FT / 33 PT
77	HighGrove Partners	Austell, GA	MN 59, DB 12, Other 29	3	210 FT
78	PROscape	Orlando, FL	MN 51, DB 34, IR 10, F 5	2	210 FT
79	Christy Webber Landscapes	Chicago, IL	MN 40, DB 60	2	35 FT / 110 PT
80	Naturescape dba Alpine Gardens	Greeley, CO	MN 5, DB 50, IR 15, Other 30	2	60 FT / 100 PT
81	Parker Interior Plantscape	Scotch Plains, NJ	MN 80, DB 20	1	200 FT / 20 PT
82	Complete Property Maintenance	Coconut Creek, FL	MN 67, DB 12, IR 3, F 3, Other 15	1	250 FT / 30 PT
83	ILT Vignocchi	Wanconda, IL	MN 30, DB 60, IR 5, SR 2, Other 3	1	33 FT / 150 PT
84	Lambert Landscape Co.	Dallas, TX	MN 25, DB 59, IR 2, Other 14	1	92 FT / 3 PT
85	Yardmaster	Painesville, OH	MN 50, DB 35, IR 3, F 2, SR 10, Other 12	5	125 FT / 150 PT
86	Intermountain Plantings	Bluffdale, UT	MN 2, DB 58, IR 38, SR 2	1	25 FT / 50 PT
87	New Way Landscape & Tree Services	San Diego, CA	MN 75, DB 10, IR 6, Other 9	4	160 FT
88	Gardeners' Guild	San Rafael, CA	MN 51, DB 37, IR 4, Other 8	3	125 FT
89	Plantique	Allentown, PA	MN 16, DB 80, F 2, SR 2	1	70 FT / 25 PT
90	The Byrd's Group	Charlotte, NC	MN 62, DB 30, IR 8	1	100 FT / 65 PT
91	Del Conte's Landscaping	Fremont, CA	MN 37, DB 23, IR 10, Other 30	1	110 FT
92	Kujawa Enterprises	Oak Creek, WI	MN 40, DB 15, SR 25, Other 20	3	40 FT / 100 PT
93	Peabody Landscape Group	Columbus, OH	MN 32, DB 23, IR 5, F 3, SR 2, Other 35	1	55 FT / 90 PT
94	Massey Services	Maitland, FL	IR 3, F 97	54	668 FT / 4 PT
95	Masters Green	Novi, MI	F 85, Other 15	1	130 FT / 5 PT
96	Carol King Landscape Maintenance	Orlando, FL	MN 65, DB 22, IR 5, F 4, Other 4	1	122 FT / 44 PT
97	Cornerstone Tree Farm	Dade City, FL	MN 25, DB 45, IR 10, F 5, Other 15	1	155 FT / 5 PT
98	Greenstar Management Co.	League City, TX	MN 75, DB 15, IR 5, F 5	1	95 FT / 65 PT
99	Grant & Power Landscaping	West Chicago, IL	MN 18, DB 62, SR 20	1	18 FT / 65 PT
100	Park Landscape Services	Atlanta, GA	MN 55, DB 45	1	80 FT / 5 PT

Revenue
(in millions)

Principal

Web site / E-mail

19	Kevin McHale, Pres	www.mchalelandscape.com
19	George Gonzalez, Pres	www.sierralandscapes.com
18.5	Don Stelfox, Owner	www.completelandscape.com
18	Mark Stein, COO	www.landtechenterprises.com
18	Michael Martin, VP	www.outside-unlimited.com
17.8	Jonathan Bartels, Pres	www.nwco.com
17.8	Tom Tolkacz, Pres	www.myswingle.com
17.7	William Davids, Pres	www.darencedavids.com
17	John P. Gachina, Pres	www.gachina.com
16.5	Stephen Brodt, Pres/ Owner	www.westernupagelandscaping.com
16	Chris Senske, Pres	www.senske.com
15.8	Richard A. Gerard, Chairman / CEO; William R. Girard, Pres / COO	www.girardonline.com
15.5	Gary Mallory, Pres	www.headsuplandscapecontractors.com
15	Alberto Arazoza, Pres	www.arazozabrothers.com
15	Sheldon DuBrow, Pres	www.dubrows.com
15	Morris Newlin, Pres	www.newgarden.com
14.5	Greg Coleman, CEO	www.evisionscapes.com
14	James Oyler, Pres	dorland@mindspring.com
14	Peter Copses, VP	www.gibbslandscape.com
13.6	Robert Taylor, Pres	www.biolandscapes.com
13.6	Thomas Davis, Pres	www.bozzuto.com
13	Joe Short, Pres	www.oceanwoods.com
12.65	Brian Beary, Pres	www.bearylandscaping.com
12.6	Stewart Hanson, Pres	www.artekacompanies.com
12.5	Maria Candler, Pres	www.jrgm.com
12.2	Robb Lied, Pres; Tom Lied, CEO	www.lieds.com
12.1	Jim McCutcheon, CEO	www.highgrove.net
12.1	Larry O'Dell, Pres	www.proscape.biz
12	Christy Webber, Pres	www.christywebber.com
12	Jack Fetig, Pres	www.alpinelandscaping.com
12	Richard Parker, Pres	www.parkerplants.com
11.5	Larry Elster, Pres	completeproperty@bellsouth.net
11.5	Donna Vignocchi, Pres	www.itvignocchi.com
11.5	Daniel Morgan, CEO	www.lamberts.net
11	Kurt Kluznik, Pres	www.yardmaster.com
10.75	Kyle Thomas, Pres	www.intermountainplantings.com
10.5	Randy Newhard, Pres	www.newwaypro.com
10.4	ESOP	www.gardenersguild.com
10	Jeffrey A. Amici, COO	www.plantique.com
9.8	Bobby W. Byrd, Pres	www.byrdsgroup.com
9	Tom Del Conte, Pres	www.dlandscape.com
9	Sally Kujawa, Pres	www.keigroup.com
9	David Peabody, Pres	www.peabodylandscape.com
8.9	Harvey L. Massey, Pres / CEO	www.masseyeservices.com
8.8	Paul Wagner, Pres	www.mastersgreen.com
8.1	Jerry Bachand, Pres / CEO	www.carolkingscapes.com
8	John Faulkner, Pres	www.cornerstonetreefarm.com
8	Michi McClain, Pres	greenstarcompany@netscape.net
7.5	Gene Grant, CEO	www.grantandpower.com
6.5	Donald J. Rutzen, Pres	www.parklandscapeservices.com



It's beautiful

More list-makers report that they're getting into landscape enhancements this year: Design/build, installation and general site improvement are all revenue builders.

The biggest region represented on the list this year is the Midwest; 26 of the top 100 hail from these states. This region finds opportunity in heavy snow seasons, constant business for maintenance companies and the growing popularity of irrigation installations.



Talk back

We want to know what you think of our LM 100 list. Want to see more or different service breakdowns? Want to sound off about the pros and cons of big vs. small? Join the discussion online at our blog, www.landscapemanagement.blogspot.com.

Innovations

TECHNOLOGY HOT NEW PRODUCTS



1



3



2

4



1 F-Series

Kubota Tractor Corp. has three new F-series front-mount mowers. The F2880E, F2880 and F3680 include liquid-cooled Kubota diesel engines with increased engine power, and feature fabricated mower decks and increased operator comfort. The 2WD F2880E and 4WD F2880 are equipped with 28 hp, while the 4WD F3680 engine produces 36 hp. Traveling speed is now 12.5 mph (up from 10.6 mph on previous models) due to a hydrostatic transmission. Lift capacity has been increased 40% over previous designs.

For more information contact Kubota at 888/458-2682 or visit www.kubota.com / circle no. 250

2 Extra attachments

Shindaiwa offers two new attachments for the M-series split boom units: The AHS short-shaft articulated hedge trimmer and the PS short-shaft pole pruner. These are new fit-ups with the Shindaiwa M2510, M231 and M230 multi-tool systems. The M-series features a positive coupler design for quick attachment changes. The short-shaft versions are handy for cutting where tight maneuvering is vital. The overall length of the AHS attachment is about 33 inches. The PS attachment overall length with standard 10-in. bar is about 19 inches.

For more information contact Shindaiwa at 800/521-7733 or visit www.shindaiwa.com / circle no. 251

3 Use the Force

Billy Goat Industries' new walk-behind blower, the Force, weighs 20 lbs. less than the standard walk-behind blower due to its proprietary polymer housing. The newly designed fan and housing allow for increased performance, the company says. The housing is isolated from the frame, protecting it and keeping weight down. It is available with 9-hp Subaru, 9-hp Honda and 13-hp Honda engines. The total unit weight ranges from 141 - 163 pounds, and comes with an optional parking brake and lock-down kit.

For more information contact Billy Goat at 816/524-9666 or visit www.experiencetheforce.com / circle no. 252

4 What's in a name?

The Scotts Co. renamed its fungicide Fungo to AllBar and expanded the label to include landscape, turf, nursery and greenhouse. AllBar, available in liquid formulations and water-soluble bags, contains thiofanate-methyl, allowing one application to handle the most common ornamental diseases. Additionally, AllBar is concentrated and provides consistent control of 21 ornamental diseases, the company says. AllBar is applied by foliar spray, drench, dip or chemigation for long-lasting systemic activity.

For more information contact Scotts at 800/492-8255 or visit www.scottsprohort.com / circle no. 253

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COMMERCIAL POWER

Air-cooled vs. liquid-cooled engines

Often customers buying equipment have to make a decision between units powered by air- or liquid-cooled engines:

An air-cooled engine uses fan blades mounted on the flywheel to move air through a system of ductwork incorporated in the blower housing. The housing directs air to pass over and around cooling fins cast into each engine cylinder. These fins give surface area for air to pass over to lower engine operating temperature.

Benefits of air-cooling are simplicity, lower cost and lighter weight. Air-cooled engines can be compact, allowing them to fit in a small space on the equipment. They come in both horizontal and vertical configurations of the crankshaft. Air-cooled commercial engines are most commonly single- or twin-cylinder models with outputs of 3 - 35 hp.

A water-cooled engine is the type used in your car or truck. These circulate a solution of water and antifreeze around each engine cylinder. As the engine reaches a set temperature, a thermostat opens, allowing the heated water to travel to the radiator. A fan directs air through the radiator to cool the liquid, which is then recirculated through the engine via a pump.

Most often, liquid-cooled commercial engines are multiple-cylinder models with more than 20 hp. For these engines, liquid-cooling is the most efficient method, but liquid-cooled engines typically require more room for engine and radiator assembly. Because of added components, a liquid-cooled engine is heavier than an air-cooled engine with the same horsepower.

Engine operating temperatures are typically higher on an air-cooled engine than they are on an equivalent liquid-cooled engine. An air-cooled engine often operates at a minimum of 350 degrees F, while a liquid-cooled engine operates more in the 200 degree F range. As a result, it's important to change oil more frequently in an air-cooled engine than in a liquid-cooled engine, and the lower operating temperatures will typically give liquid-cooled engines greater longevity.



By Mark Nelson,
Master Instructor,
Briggs & Stratton Customer Education

From the Shop

TECHNOLOGY CONTROLLING SHOP COSTS

It is not the large, expensive things that cost you the most. It is the little stuff that ends up costing big money.



Money out the door

BY HARRY SMITH

Ifrequently get questions about products, repair techniques and time savers for the shop but I rarely get questions about simple ways to save our No.1 essential commodity — money. When

I managed a shop this subject came to mind each time I discovered I had too much month left at the end of my cash flow. So here are a few money-saving tips. Some are obvious and some are not. I have covered a few of these suggestions before but they are worth repeating. So here goes. Use these ideas if you can.

Parts inventory — just essentials

A great place to save money is the parts room. Unless you are based in a remote location and can't have parts delivered in 24 to 36 hours, then you have no need to stock a lot of parts. Parts are money lying on the shelf. If you have ready access to your suppliers, then keep a minimal inventory. Maintenance parts like oil, air and hydraulic filters are acceptable to stock. Their use is predictable. These items are frequently discounted if you buy them in bulk. Keep enough of these parts on hand to perform preventive maintenance tasks

on schedule. The same goes for consumable items like string trimmer line. For most of the other parts use your vendor's inventory.

Hand tools can 'walk' away

Another revenue black hole is hand tools. You must control the loss of shovels and rakes on service trucks, and wrenches, screwdrivers and other tools in the shop. This is a slow, steady revenue leak that accumulates over time. The use of shadow outlines where hand tools are hung is effective. You know instantly if something is missing and what. Using foam cutouts for wrenches and screwdrivers in toolbox drawers allows for a quick inventory check and keeps the tools readily at hand.

Sometimes a simple thing like changing the lock on the bulk fuel tank will stop mysterious fuel "shrinkage." Padlock keys are easily copied and cheap locks are easily compromised. A higher security lock with less likelihood of key duplication may prove a good investment.

It is not the large, expensive things that cost you the most. You are usually insured for those losses. It is the little stuff that ends up costing big money.
— The author is turf equipment professor at Lake City Community College, Lake City, FL. Contact him at smith@lakecitycc.edu.

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Production engines available in July, 2006.

The license is more valuable than the software CD. Without the legal license to run the software, the CD is useless.



Safeguard your licenses

BY TYLER WHITAKER

I'm willing to bet that for every truck in your fleet you know exactly where the legal title is located. It might be in a safe deposit box, a filing cabinet or a shoebox at the top of your closet. But when it comes to software licenses most business owners have less-than-stellar memories.

Most know they have some software, but its value is often not appreciated. One of the most overlooked assets in a business today is software licensing.

Get organized

Nearly every piece of software has a license agreement that governs its use. Retail software purchased at your local computer software store has an end user license agreement (EULA). Free, open-source software comes with a license as well. Licenses can restrict everything from where the software can be run to how many copies you can install. Some software only can be used for educational purposes, while others are free for individuals but require purchase for commercial use. What most people don't understand is that the license is more valuable than the software CD. Without the legal license to run the software, the CD is useless.

Keeping track of your licenses and staying compliant with them is a challenge for any business. When you consider how much money is spent on software, it pays to have a plan. Without the proper controls, software can be lost, stolen or installed too many times. All of these scenarios can cost you money.

The first step is to get organized by gathering up all

of your software media and license certificates. You're likely to find them in desk drawers and computer room closets. Once you find them, the next step is to find a safe storage location, preferably someplace cool that locks. A fire safe is a good idea. I have also known people to scan their license certificates and then burn the images to a CD for extra safekeeping. The key is to keep them all in the same place.

Stay up to date

Keeping your licenses safe is only half of the battle. Most licenses only let you install the software on one machine. You will need to audit your systems periodically to ensure you are compliant with the terms and conditions. This includes doing an inventory of each PC on your network for its installed software. Don't forget the operating system, since it requires a license as well.

For Microsoft systems, the add / remove programs list in the control panel is a good place to start. Depending on the number of PCs you have, you may consider a more automated approach. Software inventory is a growing part of the industry with plenty of solutions to help make this task easier.

Whether you're a small shop with five PCs or a large organization with 500, software licenses make up 30 to 50% of your computer assets. Make sure you develop a system of controls to safe guard your collection of software licenses. Caring for these assets can save you money in the long run.

— *The author is a freelance technologist focusing on business automation. Contact him at 801/592-2810 or visit his blog at www.tylerwhitaker.com.*

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BASF

The BASF Specialty Products Department leverages science from the world's largest chemical company, providing the turf and ornamental, pest control and vegetation management markets with an innovative, solutions-based offering that helps meet pest challenges. That innovation starts with both



STEVE BRIGGS
Director, BASF
Specialty Products
Department

listening to and anticipating customer needs, then committing BASF research and development resources to discovering solutions.

Supporting Your Industry

The specialty chemical industry plays a vital role in protecting public health and property, as well as improving the aesthetics where people live, work and play. Those involved in the lawn and landscape industry — from

manufacturers to applicators — continue to enhance safety and minimize environmental impacts of the products and equipment they use to meet consumer demands.

While the industry's ability to meet pest challenges has increased, so has local activism aimed at 're-regulating' pesticides already approved by federal and state agencies. Unlike our business decisions that are based on science, these activists base their actions on emotion, with an end game of restricting choices for products proven to be safe and effective. Those of us committed to the Green Industry must work together to inform consumers and elected officials about the science behind our stewardship. Together, we can apply better science for a better environment.

To learn more about the issues impacting our industry visit the RISE

(www.pestfacts.org) and Project Evergreen (www.projectevergreen.com) Web sites. ■

BASF

The Chemical Company

BAYER ENVIRONMENTAL SCIENCE

Bayer Environmental Science manufactures a full line of turf and ornamental products for use by professionals on home lawns, golf courses, sports fields, commercial landscapes, nurseries and greenhouses. The company follows a tradition of innovative research and



NEIL CLEVELAND,
Director, Chipco Professional Products

developing top-of-the-line professional products, backed by highly trained sales and field development representatives.

Our focus at Bayer Environmental Science is the creation of inventive technologies and solutions for challenges our customers face every day. Field development, sales and technical representatives located throughout the country offer regionalized support for all Bayer Environmental Science products. Go to www.bayerprocentral.com

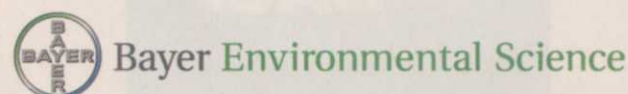
to find the representative nearest you.

Dedicated research facility

In addition, Bayer Environmental Science supports its Green Industry products with a dedicated turf and ornamental research facility in Clayton, NC. There, industry experts develop new chemistries and conduct research on turf.

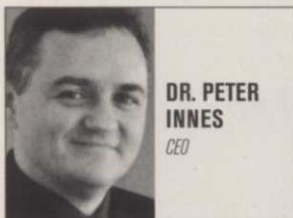
One of our newest products, Forbid™ miticide, was registered in May 2005. Forbid offers outstanding knockdown and residual control of mites and whiteflies. It contains spiromesifen, from a new class of chemistry called tetramic acids. Allectus™ insecticide and Armada™ fungicide, two products also introduced in 2005, are gaining momentum and increasing market share.

And with Backed by Bayer™, you purchase more than products — you get dedication, superior solutions and guaranteed results. In short, you get confidence you'll succeed! ■



BECKER UNDERWOOD

Since its founding nearly 25 year ago, Becker Underwood® has continued to focus on the principal of manufacturing products that make its customers and distributors successful. From these humble beginnings, Becker Underwood has grown into an international company with 350 employees in nine countries.



DR. PETER INNES
CEO

The company's mission is: *To be the global leader of innovative specialty products for Seed Enhancement, Landscape, Horticulture and Agriculture.*

This commitment to quality is seen today in the hundreds of products offered in the agriculture and horticulture markets. Product categories include micronutrients, biostimulants, beneficial nematodes, aquatic

colorants, turf management colorants and other related products.

The latest product to be introduced is Black Onyx, black lake colorant. This unique aquatic colorant creates a dark reflective appearance, making the water surface "mirror-like." Black Onyx can be used in combination with Admiral™ for aquatic weed control.

Protect the investment you make when planting trees and shrubs by using Rhizanova™. The mycorrhizae fungi in Rhizanova form a symbiotic relationship with the plant roots, which results in enhanced water and nutrient uptake. The Rhizanova family includes four products, each formulated with a specific application in mind. All the Rhizanova products are produced and blended specifically to maximize the Mean Infectivity Percentage (MIP) and colonize a wide range of trees and shrubs. ■



BELL LABORATORIES

One of the most difficult challenges that any business faces is effectively managing through an inflationary period. With the spike in fuel oil and commodity prices, we are in such a cycle. Clearly, a good manager must focus on controlling the cost side of the equation. Whether it is the lowering of expenses, or the enhanced



STEVE LEVY
President and CEO

scrutiny of capital expenditures, these are the times that separate the well run from the less so.

We must also redouble our efforts to enhance our revenue streams. We at Bell Laboratories think that we can help in this respect. New Talpirid Mole Bait is the first and only mole product that is registered with the EPA using both laboratory and field efficacy studies.

This means that you can be confident that this product works. It enables

you to offer a Mole Service Program that can provide a new, steady and profitable revenue stream.

I have spoken with numerous owners and managers of landscape and lawn care companies who for years realized that a large customer demand existed. Now they are satisfying that demand. Those who have embraced Talpirid are finding that while solving a customer problem and generating new revenue, they also are gaining that customer's confidence. This provides enhanced goodwill and enables you to provide more services.

We have complemented Talpirid with our recently introduced RodentRid bait, which is designed to kill pocket gophers, ground squirrels and voles. These rodents can do great damage to landscapes. RodentRid has a broad label for use on lawns, golf courses and parks. Talpirid and RodentRid enable you to provide comprehensive landscape pest management, while addressing the revenue side of the equation. ■



BRIGGS & STRATTON COMMERCIAL POWER

Briggs & Stratton Commercial Power is a leading manufacturer of engines that power equipment specifically designed for commercial applications. The company offers the widest range of air- and liquid-cooled commercial



DOUG PAGE
Director Commercial
Marketing

engines and accessories available today, with models from 80cc to 993cc, in single, twin and three-cylinder configurations, including the new vertical shaft 895cc and 993cc BIG-BLOCK V-Twins.

The group's premier Vanguard™ engines are developed using state-of-the-art technology and manufacturing facilities.

The air- and liquid-cooled Vanguard BIG BLOCKS provide robust power to help landscape contractors get a lot more done in less time. And dedicated commercial sales and service teams ensure your equipment is kept up and running.

Briggs & Stratton Commercial Power offers several core advantages, including:

- Commercial Driven Team
- Customer Focused
- World-Class Products
- Application Expertise
- Comprehensive Service & Support

Briggs & Stratton Commercial Power listens and responds to industry needs to be the best total power solution available to manufacturers, dealers and landscape contractors. ■



COMMERCIAL POWER

COMPACT POWER EQUIPMENT

As a manufacturer who spent the first 30 years of my career as a landscape contractor, I find myself more immersed in this great industry than ever. What an exciting time to be a part of meeting productivity challenges in the Green Industry. Boxer



compact utility loaders and attachments continue to revolutionize how work gets done in today's landscapes.

Our new generation of machines provides unparalleled safety, stability, smoothness, speed, serviceability and strength. You truly have to see them work to believe what they are capable of. With tip capacity of 2,100 pounds, our new Boxer Diesel will forever alter the way you think of these stand-on

machines and what they will do. Add in our variable width, rubber track drive system and 14 gallons of hydraulic flow to the attachments and you have a workhorse that will amaze everyone who sees it work.

Designed and built in our 160,000-sq.-ft. plant in Ponca City, OK, these machines represent a wise investment for any serious landscape contractor, but while our machines are terrific, wait until you meet our people — 260 of the hardest working, most committed, best-looking (really!) people in the compact equipment business! Many of us have been in the landscaping business and know first-hand what it means to dig in hard ground without the power of hydraulics. So, on behalf of those 260 beautiful people, I ask you to give us a chance to serve you and to let Boxer help you with "Big Power in SMALL Places."

Thanks,
Roger Braswell ■

COMPACT POWER

CASE CONSTRUCTION EQUIPMENT

Case equipment, and especially our skid steers and loader/backhoes, have long been a staple for landscape contractors. In my role with Case Construction Equipment, I'm charged with growing the Case brand, which requires meeting — or exceeding — the needs of our customers. And that includes landscape contractors, some of whom started their businesses with only a Case skid steer and sweat equity.

Case sees growth, especially in commercial landscape construction

Virtually all the industry resources we have access to tell us that landscape construction remains a growth area, despite the natural slowdown in homebuilding driven by rising interest rates. Commercial landscape construction contractors, in particular, are still doing well as businesses see continued, measured growth. At Case, we've grown and expanded our

product offerings to meet the needs of the largest construction contractor, yet Case and our dealers are still ready to meet the needs of anyone managing a landscaping business.

Specifically, we're building meaning and equity for our tagline:

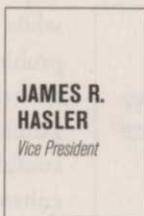
Professional Partner.

The landscape contractor who goes to a Case dealer will find the products needed for the most demanding jobs:

Case skid steers, compact track loaders, compact excavators, loader/backhoes and compact wheel loaders.

Professional Partner goes beyond the equipment

But being a professional partner doesn't stop with the sale of the equipment. Case also helps finance, insure and provide parts support to our customers through our network of more than 350 dealers across North America. ■



CASE
PROFESSIONAL PARTNER

THE JOBCLOCK SYSTEM

If you're like most landscapers, one of your costliest problems is accurately tracking the time spent by workers at jobsites.

According to the American Payroll Association, companies immediately save an average of 9% of their payroll costs by switching from handwritten timecards to an automated timekeeping system. Research shows that



**SCOTT
PREWETT**
Chief Technology
Officer

43 minutes of time loss per worker occurs every day — from time rounding, math errors, and memory lapses. In fact, the landscaping industry is one of the largest in which labor is still recorded using handwritten timesheets.

Enter The JobClock System.

The most widely used timekeeping solution, JobClocks are battery-powered and can be secured anywhere. Workers use green and red "Keytabs" to clock in and out for the workday and lunch.

Before payroll, the time records are collected from The JobClocks using a Palm Pilot. Back at the office, the

payroll clerk uses JobClock Manager Software to generate customized reports. AccountLinx software automatically transfers information to popular payroll and accounting packages.

What are the benefits?

What benefits do time and attendance solutions really bring the landscaper? Isn't it expensive to get started? What if the workers don't comply or resist the system?

Implementing an automated system brings tremendous benefits, but it also requires a commitment from the business. The first step is to realize that the old ways of tracking time are inaccurate and costly.

Second is to select and purchase an appropriate solution.

Finally, management has to deploy the solution to the workforce. Most companies take several payroll periods to fully roll out The JobClock System but the savings are immediate. The typical return on investment for most JobClock Systems is about five weeks.

Find out why 240,000 workers clocked in today with The JobClock System. Call 888-788-8463 or visit www.jobclock.com. ■

JOHN DEERE COMMERCIAL

At John Deere we're committed to providing professional landscape contractors with the products, services and solutions needed to accomplish more every day. By offering a full product line, as well as financing

provides plenty of torque to power through the toughest conditions.

We also offer services and solutions that extend beyond the iron, including low-rate financing through John Deere Credit, landscaping and nursery supplies from John Deere Landscapes, and support from a best-in-class dealer network.

One exclusive solution, Green Fleet, is our multi-unit discount program based on new commercial equipment purchases. You can get all of your equipment — from commercial riding mowers and compact tractors to skid steers and portable power equipment — at a discounted price through a single John Deere dealer. Throw in our competitive credit and financing options and you have an advantage that's tough to beat.

To learn more about our commitment to improving your bottom line, contact your local John Deere dealer or visit

www.mowpro.com. ■



**GREGG
BRENINGMEYER**
Director of sales
and marketing for
John Deere Golf
& Turf One Source

options and landscaping solutions, John Deere is with you at all points throughout the day.

As you work to simplify your customers' lives, we're simplifying your work life with innovative products that increase efficiency.

■ **7-Iron II™ Commercial Mowing Deck** — The higher blade tip speed allows you to mow at higher ground speeds without sacrificing cut quality.

■ **Mulch-on-Demand™ Deck** — The Mulch-on-Demand Deck enables you to switch from side discharge to mulch mode by simply moving a lever from your seat.

■ **997 Diesel Z-Trak™** — This heavy-duty machine



JOHN DEERE

JOHN DEERE CONSTRUCTION & FORESTRY CO.

The John Deere Construction & Forestry Company produces more than 120 machine models used in all facets of earthmoving, including road-building, underground utilities construction, site development and residential construction. John Deere



SAM ALLEN
President

construction and commercial worksite products are also used in landscaping, nurseries, material handling, road repair and maintenance. Through a joint venture agreement, John Deere also is responsible for marketing and sales of Hitachi construction and mining products in the Americas.

John Deere construction models include articulated dump trucks, backhoe loaders, compact track loaders, crawler dozers, crawler loaders, track and wheel excavators, 4WD loaders, landscape loaders, motor graders, skid steers and waste handlers. Hitachi models include excavators, front shovels, and rigid-

frame trucks.

John Deere employs a vast dealer network to provide reliable customer service, with more than 420 locations in North America. For information on products and dealer locations, log on to www.johndeere.com or call the Customer Communications Center at 800-503-3373.

Deere's commitment to training is reflected in its Worldwide Training Center, a 55,000-square-foot facility in Davenport, Iowa. It was the industry's first facility solely dedicated to training. Deere also maintains facilities in Illinois and Arizona for demonstrations and training.

The company is guided today, as it has been since 1837, by John Deere's original values: quality, commitment, integrity and innovation.

The John Deere Construction & Forestry Company was established in the mid-1950s. ■



JOHN DEERE

SHINDAIWA

In 2006, Shindaiwa is offering our dealers choices — commercial-grade products featuring both high quality 2-stroke and micro 4-stroke C4 Technology® engines. Shindaiwa will continue to invest and improve our range of 2-stroke products as long as mechanically-advanced technologies for 2-stroke are still prudently



MIKE NICHOLS
*Vice President,
Marketing & Business
Development*

cost effective when complying with emission standards.

By offering a full range of models featuring our low emission micro 4-stroke C4 Technology® engines complemented with our legendary 2-stroke models, Shindaiwa dealers will have all the products to keep

their customers in business and coming back for more. We are very confident that the patented Shindaiwa micro 4-stroke engine technology will not only meet the current emission EPA standards but all subsequently tougher emission standards. Furthermore, within the OPE industry, Shindaiwa has taken a leading role in designing new engine technologies that will take us well in to the future. Shindaiwa is reaching well beyond current EPA standards by proactively seeking new ways to reduce exhaust emissions even further than governmental regulations require while improving fuel efficiency and significantly reducing engine noise.

In 2006, it's all about choices. Whether it's 2-stroke or micro 4-stroke engine technologies, Shindaiwa has you covered. ■



shindaiwa

SYNGENTA PROFESSIONAL PRODUCTS

At Syngenta, we know that lawn-care operators would like more than just a "product in a jug." We've listened and understand that you want to learn new ways to better serve your customers, and how to use products safely and more effectively. You are also looking for marketing tools to help



STEVE STANSELL
Lawn Market
Manager

position your services to customers and improve your profitability.

That's why Syngenta offers you the resources you need to succeed in today's crowded marketplace. In addition to our proven portfolio of fungicides, herbicides, insecticides and plant growth regulators, Syngenta also gives clients:

- Its well-trained and experienced staff of sales representatives, who consult with customers to solve problems and who work in partnership with a

nationwide network of full-service distribution partners;

- Its staff of field technical managers, who are available across the nation to assist with problems and issues that customers face in the field;
- The Customer Resource Center (CRC), which provides quick and easy access to knowledge about Syngenta products and services, as well as assistance with marketing programs and initiatives;

- GreenCast®, www.greencastonline.com, web-based technology that provides customized and area-specific weather reports, disease outlooks and pest alerts, as well as feature articles and other resources.

Syngenta is an avid and dedicated supporter of the industry. We are an active member of PLANET and other associations, and are instrumental in efforts to safeguard the environment and protect industry interests, such as Responsible Industry for a Sound Environment and Project Evergreen.

For more information, visit www.syngentapp.com or call 1-866-SYNGENTA. ■

WALKER MANUFACTURING

Made In America

BY BOB WALKER

After speaking at a business club meeting in Fort Collins, CO, a college-aged man asked, "How long before your manufacturing is moved to China?" It wasn't an "if" question but a foregone conclusion that all manufacturing is leaving America. That's the popular thinking, that in a few years all American product manufacturing will be done elsewhere. My reply, "If we have to go to China to compete, we just won't continue in this business."

It is not that we are against other countries having an opportunity in manufacturing. Our view of the world is not colonialism but people finding the best opportunities worldwide. In fact, Walker Manufacturing has benefited from 20-25% of our products being marketed outside the United States. It would not be fair thinking on our part for the trade to move only in directions that favor us.

So why is "made in America" so important to Walker Manufacturing? At our heart and soul, we are a family-owned and operated business, and we just happen to be an American family. A strong part of our

family heritage is being independent. We simply don't want other people doing our manufacturing work for us (as much as possible) and then putting our name on the product. That is why we won't ask another company to manufacture our mowers for us, either in the United States or overseas. (While we manufacture as much of the product as possible at our factory in Fort Collins, we do not manufacture every part. Component parts like engines, transmissions, gearboxes, and some attachments are produced for us by other manufacturing companies.)

It is our goal to continue being a family owned and operated company. While no opportunity can be certain (especially in these fast-paced times), we envision going as far as we can with the opportunity we have today and keeping our eyes open for new opportunities. I hope some years in the future to look the doomsayers of American manufacturing in the eye and say: "We are still here. We are still an American family in the manufacturing business." ■
Bob Walker is president of Walker Manufacturing.

Solutions Center

TECHNOLOGY

REAL ANSWERS TO REAL CHALLENGES

ONE TREE AT A TIME

BY STACEY HIMES

Invasive pests continue to move into new areas of the United States, causing widespread damage despite millions of dollars spent in eradication efforts. New infestations of hemlock woolly adelgid, emerald ash borer, Asian long-horned beetle, scale and aphids have attacked trees and ornamentals from Florida to Canada and from coast to coast. The challenges for arborists are numer-

Despite misinformation, changing regulations and other challenges, arborists are leading the charge against invasive pests

ous. They include anxious homeowners, changing government regulations, "do-it-yourselfers" and even hurricanes. However, many are finding invasive pest "hot spots" can mean a boost in revenues and additional customers.

The problem:

Coast-to-coast invaders

Business is booming for Frank Varvoutis of Hemlock Healers as he fights the hemlock woolly adelgid (HWA) in western North Carolina. Easily recognizable because of the

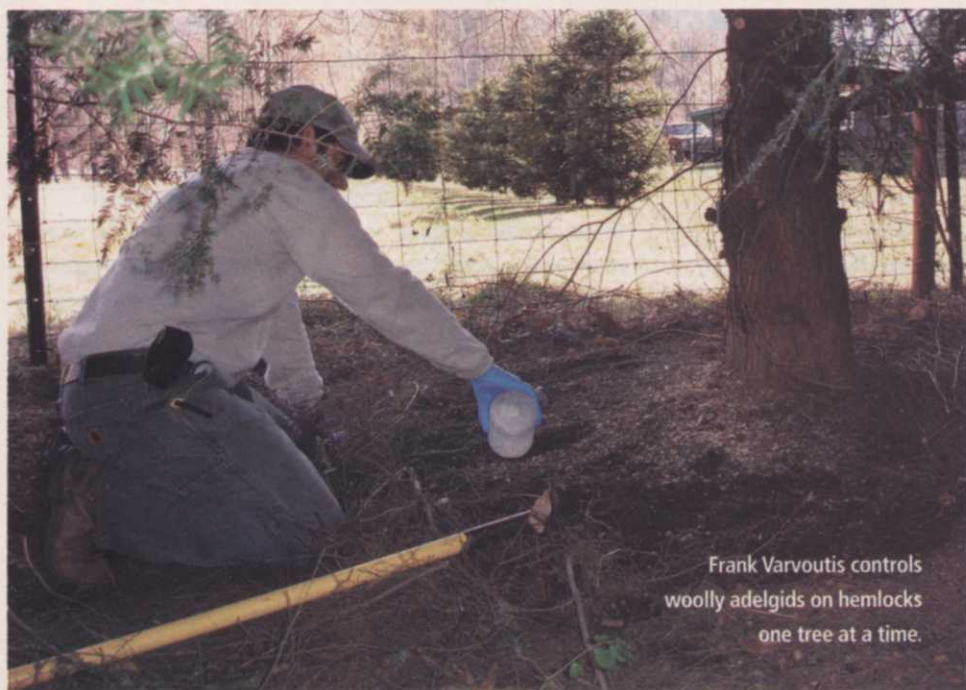
white, cottony masses clinging to young twigs, HWA only survives on hemlocks (*Tsuga* spp.). Varvoutis left his job with the Smoky Mountain National Park in 2005 to focus on saving hemlocks full time.

"The adelgid problem is an epidemic. I knew when I started this business it would be good and I'd be busy, but I had no idea I'd be this busy this fast," says Varvoutis. "Plus, adelgids have two generations per year — one in the spring and one in the winter — so I'm busy all year."

The HWA was first found in the Smoky Mountains in 2001. It moved down from the Mid-Atlantic, where it has been a problem for decades. In regions, such as the Smokies, where the soil, climate and other environmental factors allow hemlocks to grow to huge sizes, HWA can flourish.

"This past spring, I saw a

continued on page 49



Frank Varvoutis controls woolly adelgids on hemlocks one tree at a time.

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Solutions Center

continued from page 46

property where the adelgids were so bad, they covered the bark until it looked white," says Chris Hastings, a fourth-generation arborist and owner of ArborMedics in Alpharetta, GA. Hastings was summoned up from his home base near Atlanta to help fight the adelgid on his customers' vacation properties in the mountains.

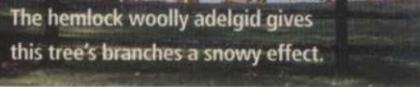
More than 2,000 miles away, another invasive pest is causing problems of a different kind on thousands of hackberry trees (*Celtis* spp.) throughout central California. Blake Coyne of Pestmaster Services, Inc. in Visalia, CA, is

treating for the Asian woolly hackberry aphid, a pest that moved from the southeastern United States to California in 2002.

Though the hackberry aphid is less likely to kill a tree, it creates enough of a mess to cause serious property damage.

"The insect excretes a sticky substance that drips from trees, damaging cars, driveways and parking lots. It can create a major liability for commercial property owners," says Coyne. "Literally, your shoes stick to the

Saving hemlocks from the adelgid is priority for those owning high-end vacation homes in the Smoky Mountains.



The hemlock woolly adelgid gives this tree's branches a snowy effect.

pests rather than risk complaints or damage.

The solution:

Insecticide soil treatments

Varvoutis, Hastings and Coyne have found soil treatments of Merit insecticide to be the best long-term solution for both the HWA and the hackberry aphid. Merit, a decade-old insecticide, has proven successful

ground." On a small property, for example, where there can be 50 to 60 trees in the parking lot, he advises his clients to take action to get rid of the



Maybe It's Time to Look into an Aeration System

No one should have to live with poor water quality. Being the industry leader for over 50 years, Otterbine offers a



variety of surface spray and sub-surface aeration systems that effectively circulate water and transfer oxygen. And with independent testing conducted by the University of Minnesota, you can rest assured that Otterbine systems will surpass all industry standards and your expectations. The result? Beautiful, healthy waterways—on the surface, as well as below where it counts!

Otterbine Aerators Are Ideal For:

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- Algae & Weed Control



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Solutions Center

on many invasive pests.

Coyne participated in trials with Fresno State University, and reported "great results" with the product. And in North Carolina, despite many homeowners thinking there is little they can do for their hemlocks, Merit soil treatments are working.

Most of Varvoutis's treatments are curative, but he will treat nearby trees preventively as well. The product's labeled residual is two years, he explains, but most treated trees stay insect-free for as long as five years after a treatment.

In many cases, the biggest challenges in dealing with in-

vasive pests may be outside an arborist's control. Government restrictions, weather changes, the natural cycle of insects or the sheer size of the infestation could mean less business, not more.

"In many ways the game is over," says Hastings of the North Carolina's HWA problem. "Even with the right treatment, thousands of acres of trees are under attack. As the infestation gets worse, they may get harder to save."

Varvoutis also accepts the reality of the situation: "In four or five years, many untreated hemlocks are going to be dead. The HWA population

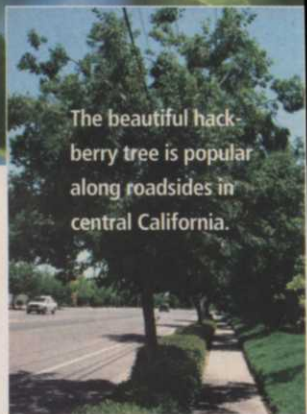


The Asian woolly hackberry aphid, evident on these leaves, is a tiny pest that makes a big mess.

may begin to collapse because of a limited food source."

Areas of the Midwest have taken drastic measures with their invasive pests. Ohio effectively rendered treatments for emerald ash borer pointless by enforced tree cutting in most areas of the state.

Indiana recently decided not to follow suit when emerald ash borer was found near Indianapolis. This means that



The beautiful hackberry tree is popular along roadsides in central California.

homeowners can contract with arborists to make applications to save their trees. **LM**

— The author lives in the Philadelphia area. Contact her at staceyhimes@comcast.com



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Trimmers and edgers

BY MIKE SEUFFERT

BlueBird ▶

BlueBird's BedBug has many features to help you liven up your landscape. It is powered by a 5.5-hp Honda GX engine. The centrifugal clutch supplies reliable power via a heavy duty chain drive. Cutting depth is adjustable from two to four inches. The handle-mounted release lever allows you to alternate between transport and operating position. Unlock the rear wheels for full steering mode to create unique, curved bed shapes or lock the rear wheels to ensure a straight edge every time.

For more information contact BlueBird at 800/808-BIRD or www.bluebirdintl.com / circle no. 254

Honda

Honda's string trimmers and stick-edger, powered by Honda's 4-stroke engine technology, are highly fuel-efficient and run clean and quiet and exceed all EPA and CARB emission standards. The string trimmers are designed to take on thick grass and heavy



brush without bogging down. The excellent balance, feel and low noise of these trimmers makes them easy to hold and work with. The Honda HHE31CA stick edger is easier to handle than traditional edgers, which makes it ideal for edging walkways, garden beds and driveways.

For more information contact Honda at 800/426-7701 or www.hondapowerequipment.com / circle no. 255

Shindaiwa

Shindaiwa's T3410X grass trimmer comes standard with several innovative features: a redesigned and light-weight combination trimmer and brushcutter debris shield, which has greater work-site visibility, blade holders, a quick release shoulder strap, an ANSI approved front handle barrier bar; an anti-vibration rubber grip rear handle and fan cover



for comfort and less fatigue; anti-vibration rubber grip rear handle and front handle.

For more information contact your Shindaiwa dealer or visit www.shindaiwa.com / circle no. 256

Little Wonder

Little Wonder power edgers are engineered with the professional in mind, with tough steel frames, cast iron cutter head housing, 10-in. reversible blades, and cutting speed up to 90 ft. per minute. The units are user-friendly with fingertip controls and a ratchet-arm height adjustment system for fatigue-free operation and control. Little Wonder offers three models: 4-hp Pro Honda (#6232), 3.5-hp Pro Briggs (#6032) and a 3.5-hp Pro Briggs IC (#6132). All Pro Edgers feature dual-drive belts, a 1 9/16-in. cast iron locked cutter head and steel hubbed wheels.

For more information contact Little Wonder at 877/596-6337 or www.littlewonder.com / circle no. 257



Turfco ▶

Featuring a Honda 4-hp engine, a heavy-duty arm and large sealed bearings, Turfco's new Edge-R-Rite II Bed Edger provides increased durability and easier maintenance. It offers the proven oscillating blade cutting action and debris management popularized by the original Edge-R-Rite model, along with numerous blade options for maximum versatility.

For more information contact Turfco at

800/679-8201 or visit

www.turfcodirect.com / circle no. 258

Solo

Solo's complete line of brush cutters and string trimmers allows the operator to select the perfect tool for the job. Products range from the SKM 105L Trimmer — a 9.5-lb., 25-cc curved-shaft trimmer with loop handle — to the SKM 141 Trimmer — a 22.7-lb., 40-cc, flex-shaft backpack trimmer with loop han-



dle, 3-tooth blade and stringhead.

For more information contact SOLO at

757/245-4228 or www.solousa.com /

circle no. 259

Stihl ▶

STIHL's 90 series is powered by the new 28.8-cc STIHL 4-MIX engine, offering professional-grade performance to landscaping pros and discerning consumers. New on the STIHL FS 90 brushcutter and FS 90 R trimmer, STIHL's newest 4-MIX engine combines efficiency

and power to help you tackle your toughest lawn care challenges.

STIHL's optional gearbox attachments easily convert the STIHL FS 90 and FS 90 R into multi-task landscaping tools including the: FH Power Scythe, HT Pole Pruner, FC Edger, BF Mini-Cultivator, HL 0° Hedge Trimmer, HL 135° Hedge Trimmer, KW STIHL PowerSweep or KB Bristle Brush.

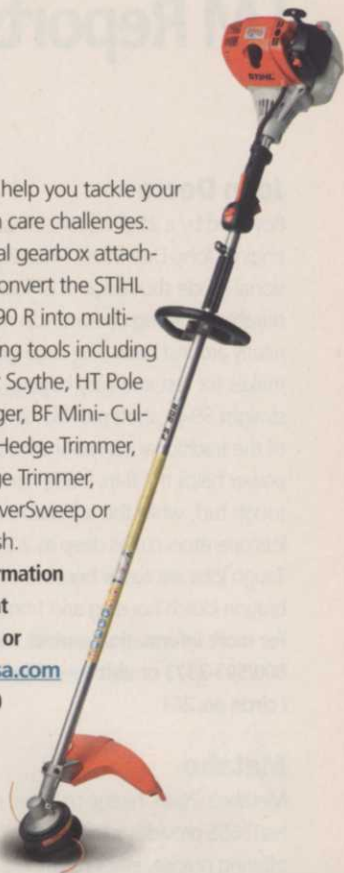
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LM Reports

John Deere ►

Powered by a 25.6-cc, low-emission M-Series engine, John Deere's XT140SSELE professional-grade stick edger is efficient, quiet and durable, allowing operators to maneuver neatly around beds. The large guide wheel makes for fast and easy edging, and its straight 59-in. shaft provides twice the torque of the traditional curved-shaft edger. The extra power helps the 8-in. blade hack through tough turf, while the adjustable depth control lets operators cut as deep as 2.25 inches. Tough jobs are easier because of the anti-vibration clutch housing and front handles.

For more information contact John Deere at 800/503-3373 or visit www.johndeere.com / circle no. 261

Metabo

Metabo's 26-in. hedge trimmer, model Hs8365S provides a high level of safety while offering precise, efficient cutting. To operate



the trimmer, the user must simultaneously depress dual safety switches. The "instant stop" blades stop almost immediately after the user releases either safety switch. The 1-1/8-in. space between the cutters allows the trimmer to be used for both large and small jobs. A twig guide helps to lift branches into the cutting blade, while protecting the blades from cutting close to the ground or other obstacles.

For more information contact Metabo at 800/638-2264 or visit www.metabousa.com / circle no. 262

Bear Cat

Cut through the heaviest of brush, yet lightly trim around intricate landscaping with the Bear Cat EZ TrimMower. The 2WD sprockets and chain drives offer more traction than single-wheel drives. Engines from 5.5 hp. to 6.5 hp, manual or electric start. Two weights of nylon cutting string are available. Units have cutting width of 24 in. and offer cutting heights of 1-7/8 inches.

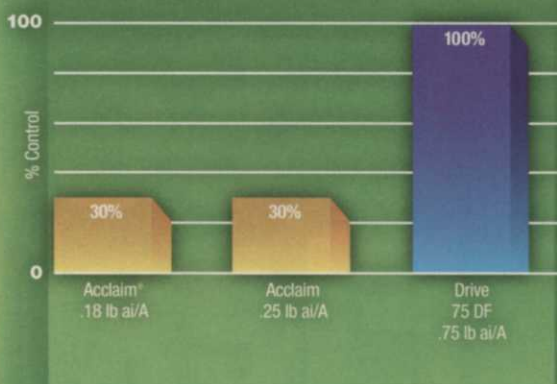
For more information contact Bear Cat at 800/247-7335 or www.bearcatproducts.com / circle no. 263

Walker

The Coulter Blade Edger attachment uses a self-tracking coulter disc on a swing arm to smoothly and quickly trim grass along the concrete edge of sidewalks, curbs and walking paths. Simple mechanical blade engagement with no hydraulics and a single-point, quick-mount bracket on the Model MT and



Postemergence Crabgrass Control



Ohio State University, 1998. Percent control on August 26. Application date: August 18. Partial data shown.

BetterSolutions.

BetterResults.



MD tractor make this an easy-to-use attachment. It is capable of edging at 3 to 4 mph.

For more information contact Walker at 800/279-8537 or www.walkermowers.com / circle no. 264

Tru-Cut

Tricycle-style front tire makes maneuvering the TC280H, TC380B, and TC480H Commercial Pro edgers easy. All use a 10-in. steel blade. The 280H has a 2.5-hp Honda GX, the 380B has a 3.5-hp B&S, and the 480H a 4-hp Honda GX engine. All feature heavy gauge tubular steel handle, comfort hand grips with throttle and clutch depth controls at top of handle.

For more information contact Tru-Cut at 800/711-8871 or www.trucutmowers.com / circle no. 265

Kawasaki ▶

Kawasaki's KEL27A commercial edger is powered by the Kawasaki TJ27, a 26.3-cc engine for durability, and smooth, quiet operation. Its large reduction gear produces the torque needed to muscle through the toughest edging jobs. A redesigned, variable-position loop handle provides all-day comfort and easy maneuverability. One-touch adjustment makes changing cutting depth quick and easy. Other features include a unique guard and rubber skirt design, a tapered cross section for less debris accumulation in the guard, and a specially designed bob-type fender guard that provides superior visibility, easy cleaning, and quick blade changes.

For more information contact Kawasaki at 877/KAWPOWR or visit www.kawpowr.com / circle no. 266



Mantis

With the Mantis E-System Trim, operators can prune, edge and shape — all with this four-in-one, multi-function extended-reach lawn and yard care tool. The Mantis E-System comes with one power head and four useful attachments. The edger attachment keeps the weight distributed so the edger rolls along smoothly. The line trimmer Attachment cuts the grass your mower can't reach. The hedge trimmer attachment with its extended reach and articulating blade lets you trim tall hedges and shrubs comfortably. The pruner attachment — trim tree branches easily.

For more information contact Mantis at 800/366-6268 or visit www.mantisgarden-tools.com / circle no. 267

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LM Reports

RedMax ▶

The RedMax BCZ2401S 11.1-lb. trimmer is designed for moderate trimming and clearing. It is equipped with RedMax's PT104 Plus bump and go head, which is molded of heavy duty nylon with a metal insert in the tap knob for less wear and abrasion.

RedMax's 9.5-lb. TR2300S string trimmer is equipped with RedMax's powerful, 21.7-cc, pure 2-cycle engine. It has fewer moving parts than a 4-cycle engine, increasing reliability and reducing maintenance, especially valve maintenance. The RedMax HEZ2500S straight-shaft edger is ergonomically engineered for the taller operator. The solid shaft results in longer durability and improved throttle response.

For more information contact RedMax at 800/291-8251 or visit www.redmax.com / circle no. 268



Brown Manufacturing

The TrenchMaster Model F-780H & F-990H BEDEDGER with the BED-MASTER rotor is a lightweight mini-trencher for defining beds or installing plastic or steel edging. The 8-hp Honda engine provides the power needed to trench in the hardest clays and the steerable rear wheels make the fancy curves and tree rings easy. The Model F-780H & F-990H BEDEDGER performs the same functions as the F-702, but the extra horsepower makes the tougher jobs easier.

For more information contact Brown at 800/633-8909 or www.brownmfgcorp.com / circle no. 269

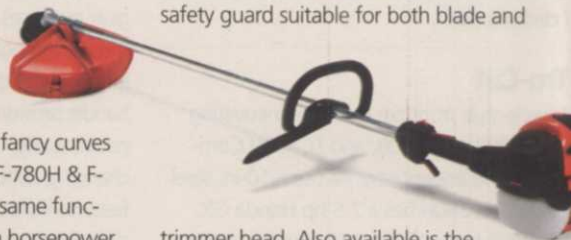
Jonsered

Jonsered offers six models of trimmers to

choose from, including the GC 2125, a 25.4-cc straight shaft trimmer with a 43% higher power to weight ratio over the model it replaces. The trimmer features a new, flanged bevel gear design that eliminates grass winding. It is grass blade-ready with an integrated barrier bar and dual-use safety guard suitable for both blade and

trimmer head. Also available is the BP 2040 Comfortable backpack unit, with 2-part shaft, and optional edger and hedge trimmer

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Husqvarna

Husqvarna's 326Lx commercial trimmer's lighter weight, combined with a high-torque engine, ensures high production with less fatigue. The loop handle is rubber-coated for comfort and can be easily adjusted without the use of tools. The 326Lx can also be fitted with an optional J-handle for use with a blade. To increase durability, the 326Lx, a hard chromium plated cylinder bore, forged connecting rod and three-piece crankshaft are used. The 326Lx features Husqvarna's low emission and low noise E-TECH II engine.

For more information contact Husqvarna at 800/HUSKY 62 or www.usa.husqvarna.com / circle no. 271

Hoffco-Comet

Both the straight edged SE-101 and Edge'Ntrim, ET-101, have 9-in. 4-star blade to reduce vibration, cut true and provide durability. Choose B&S 3.5-hp HP IC, or 5-hp; or Honda 4-hp engine. Preset memory pin on ET-101 gives adjustment for nine cutting depths. Both models come with ergonomic handles and super grips, and 4-wheel stability with 8-in. heavy-duty wheels for every terrain

For more information contact Hoffco-Comet at 800/999-8161 or www.hoffcocomet.com / circle no. 272

Brown Manufacturing

The TrenchMaster Model F-780H & F-990H BEDEGGER with the BEDMASTER rotor is a lightweight mini-trencher for defining beds or installing plastic or steel edging. The 8-hp Honda engine provides the power needed to trench in the hardest clays and the steerable rear wheels make the fancy curves and tree rings easy. The Model F-780H & F-990H BEDEGGER performs the same functions as the F-702, but the extra horsepower makes the tougher jobs easier.

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LM Reports



EFCO ▶

EFCO offers several trimmers, including the bike-handled E8753BAV, a 52.5-hp, straight shaft trimmer that comes standard with three cutting attachments: line trimmer head, 3-tooth grass/weed blade and 80-tooth brush blade.

For more information contact EFCO at 800/447-1152 or

www.tiltonequipment.com / circle no. 274

Maruyama

Maruyama trimmers and brushcutters feature an extremely durable yet lightweight, the polished steel drive shafts deliver all the low-end torque you need for high-performance, high-precision trimming. All Maruyama trimmers feature high and low frequency anti-vibration mounts at the clutch and handle.

For more information contact Maruyama

at 940/383-7400 or visit www.maruyama-us.com / circle no. 275

Tanaka

Tanaka's TLE-600 is the industry's first and only shaft/gear driven walk-behind edger. It is powered by an optimized 50-cc, 2.5-hp Tanaka two-stroke engine. Features include a 10.5-mm, solid steel drive shaft; heavy duty, two-stage air filtration system; hand lever activated height-adjustment system; large, rounded front wheel; and optional drop wheel, curb riding kit.

For more information contact Tanaka at 253/333-1200 or www.tanaka-usa.com / circle no. 276

Echo ▶

Echo's Perfect Edge power edgers are lightweight and easy to maneuver. They deliver superior power and durability, cutting through the toughest grass with ease. Models include the PE-200, PE-230, PE-260 and PE-311. Some models are available



with a Pro-Torque gear case that provides 20% more torque.

For more information contact Echo at 800/432-ECHO or

www.echo-usa.com / circle no. 277

Cub Cadet

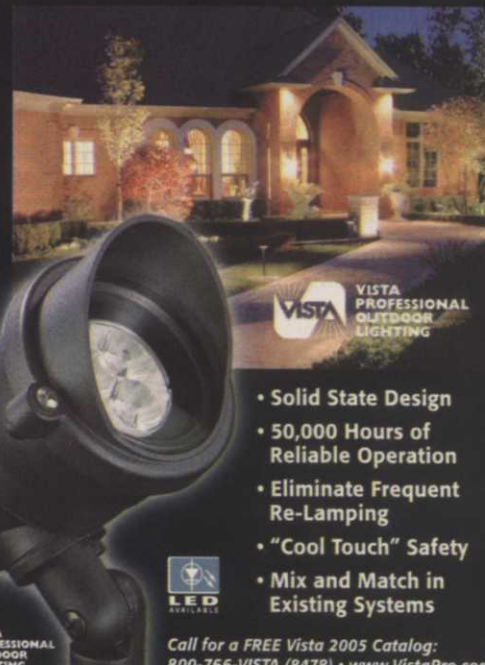
Cub Cadet's full line of turf products includes the 25.6-cc, 1.22-hp ST26 String Trimmer. Also available is the ST23 with 1.02-hp and the ST35 with 1.63-hp engine. Both offer bump line release for instant release of trimmer line and anti-winding head to reduce tangling. Optional attachments include brush cutter kit with saw blade, bike handle, shoulder strap and heavy-duty debris shield.

For more information contact your Cub Cadet Commercial dealer or visit


www.cubcommercial.com / circle no. 278

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TECHNOLOGY HANDHELD BASICS

Soon your handheld
equipment purchase
decisions will include the
option of a 4-cycle engine.



The great debate

BY ALLEN SPENCE

Four-cycle engines on handheld power equipment are here to stay. Consider these questions when you make your buying decisions:

► **Can my small engine technician repair it?** He should be able to. Most larger manufacturers have been selling 4-cycle-equipped handheld equipment for two years or longer and many have been offering technician training for that long.

► **Will my costs go up?** That depends on your purchase. Obviously you're going to base much of your decision on the cost of using the equipment to do business. Go online and find out as much as you can, seek the experiences of colleagues and talk to the dealer.

► **How long will it last compared to the 2-cycle unit I have now?** Local dealers say the lifespan is about the same. An occasional valve adjustment may be needed.

► **The pros and cons of owning a 4-cycle?** Suppliers of 4-cycle tout a cleaner environment, noise reductions, lower RPM power, cooler operating temperatures and fuel economy. Overall weight is the one drawback. Most Web sites I visited placed the 4-cycle option about 1/2

lb. heavier than a similar-sized 2-cycle. Most companies list price on the 2 vs. 4 as about even. Throw in fuel savings and they will be even closer.

► **Will I have to retrain my employees?** Some manufacturers have engines that still use mixed oil and some don't. If you purchase a non-mixed unit, make sure operators understand that non-mixed unleaded gasoline is all they need. But they will have to check the oil. There may also be limits on the degree of incline while in operation. If you purchase a mixed unit then training shouldn't be necessary. Some manufacturers do require a switch to low-smoke mixing oil though.

I discussed the mixing of oil and fuel on 4-cycle handhelds with a technical services representative from a manufacturer that builds the mixed-style engine at a recent convention. When I asked him why they still require mixing, his response was, "all-position operation" and the user is used to mixing already. Chances are he will have units that all require mixed oil; if he purchases one of the company's units he can replace them one at a time and not make any major changes to his fueling requirements.

— *The author is turf equipment management instructor at Hinds Community College in Raymond, MS. Contact him at haspence@hindscc.edu.*



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Gaylord Palms Resort

2005 PGMS Grand award Winner for Hotels

Property at a glance

- Location:** Kissimmee, FL
- Horticulture Manager:** Tim McColgan
- Category:** Hotels
- Total budget:** \$750,000
- Year site built:** 1997-2001
- Acres of turf:** N/A
- Acres of display beds:** Four+
- Total paved area:** 1 to 1.5 acres
- Total man-hours/week:** 400

Maintenance challenges

- ▶ Glass overhead with 99% UV block and 60% shade
- ▶ Need constant color changes
- ▶ Waterways with 11 separate systems filled with fish, alligators, turtles and more

Project checklist

- Completed in last two years:
- ▶ Caladium Festival with more than 10,000 pieces
 - ▶ Spring bulb display with 35,000 pieces

On the job

- ▶ 13 full-time staff, one licensed pesticide applicator

It is always an adventure at the Gaylord Palms Resort and Convention Center in Kissimmee, FL. It's by design.

The resort — contained within a 4.5-acre enclosed atrium — includes 500,000 specimen plants, comprised of more than 400 varieties, along with 400,000 gallons of water with 11 separate systems containing turtles, alligators, Florida native fish and aquatics.

"It's all about the 'wow' factor. We want people to walk into the gardens from the front lobby and be blown away," says Tim McColgan, Gaylord Palms' horticulture manager.

Since it is 72 degrees Fahrenheit year-round, and guests are surrounded by tropical trees and plants, it's easy to forget that it's all inside. Yet for that same reason, it's quite a challenge to maintain the plants. The glass atrium blocks out 99% of UV and allows only 42% of natural light to reach the foliage.

Pedestrian traffic can be a challenge, as McColgan and his crew lose many plants to "finger-blight," or find their

plants smashed beneath foot prints.

Still, that doesn't stop the crew of 13 full-time employees from continually making improvements and changes, including huge seasonal color change-outs, rotating up to 50,000 bulbs in and out over a 9-week period. The crews also oversee the well-being of the animals in the gardens, as well as perform their own integrated pest management.

The resort is divided into three major themed areas: St. Augustine, Key West and the Everglades.

"We really try to speak to the whole Florida habitat, with the plants and features reflecting different aspects of the state," says McColgan.

"Everything is a bit more wild in the Everglades. We have lot of freedom there, with the plantings and waterways and animals. St. Augustine is a bit more manicured, really what you'd expect from a conservatory garden, and Key West is more tropical.

"When they leave, our guests should feel like they've experienced everything Florida has to offer."



Tim McColgan

Editors' note: *Landscape Management* was the exclusive sponsor of the 2005 Professional Grounds Management Awards for outstanding management of residential, commercial and institutional landscape. Winners are recognized at the annual meeting of the Professional Grounds Management Society in November. To learn more about the annual awards program contact PGMS at: 720 Light St.,



With Disney World as its neighbor, Gaylord Palms Resort has to "wow" visitors with color and design. Each of its three interior gardens shows Florida's beauty in a unique landscape.



McColgan's staff handles double duties at the resort. It maintains the exotic plantings with IPM. It's also responsible for the well-being of the resort's animals.



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- 2. Which of the following best describes your title?** (Fill in ONE only)
- 10 **Executive/Administrator** - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 20 **Manager/Supervisor** - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 30 **Government Official** - Government Commissioner, Agent, Other Government Official
- 40 **Specialist** - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 50 **Other Titled and Non-Titled Personnel** (please specify) _____
- 3. Which of the following services does your company provide?** (Fill in ALL that apply)
- MAINTENANCE SERVICES**
- 01 Mowing 04 Turf Disease Control 07 Irrigation Services 09 Tree Care
- 05 Turf Fertilization 06 Turf Aeration 47 Bedding/Perennial Installation 10 Pond/Lake Care
- 02 Turf Insect Control 45 Hydro-seeding 11 Snow Removal
- 03 Turf Weed Control 46 Erosion Control 08 Ornamental Care
- DESIGN/BUILD**
- 12 Landscape Design 14 Irrigation Installation 48 Landscape Lighting Installation 98 Other (please specify) _____
- 13 Landscape Installation 15 Paving/Deck/Patio Installation
- 4. Which of the following landscape products do you purchase or specify?** (Fill in ALL that apply)
- 27 Mowers 22 Herbicides 28 Ornamental/Nursery Products 33 Tractors
- 18 Engines 21 Fungicides 24 Irrigation Systems 44 Pick up Trucks
- 16 Blowers 40 Biological/Organics 38 Ponds/Water Features 43 Cab Forward Trucks
- 17 Chain Saws 36 Turf Seed/Seed 29 Pavers/Masonry/Bricks/Rocks (Hardscape Materials) 37 Utility Vehicles
- 26 Line Trimmers 32 Spreaders 31 Skid Steers 41 Business Management Software
- 20 Fertilizers 19 Bedding/Perennials Plants 97 Other (please specify) _____
- 23 Insecticides 42 Compact Track Loaders
- 5. My firm's annual revenue is:** (Fill in ONE only)
- 001 More than \$4,000,000 003 \$1,500,000 - \$1,999,999 005 \$500,000 - \$999,999
- 002 \$2,000,000 - \$4,000,000 004 \$1,000,000 - \$1,499,999 006 Less than \$500,000

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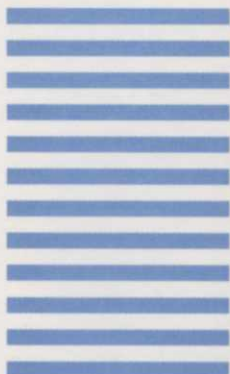
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Products

RESOURCES

TOOLS OF THE TRADE



A Grizzly sight

Dixon's Grizzly ZTR 72 mower is powered by a premium twin-cylinder 30-hp Kohler Command Pro engine. The 72-in. HFS (High Flow System) cutting deck features Dixon's Tunnel Force design for a superb cut. Other features include an 18-position positive-lock deck lift system and foot assist, Hydro-Gear 12-cc pumps with cooling fans and Parker TJ wheel motors, smooth-riding Big Rig seat suspension system that raises for easy access to belts, pulleys, and for cleaning. Ballistic cloth seat adds comfort.

For more information contact Dixon at 877/288-6673 or visit www.dixon-ztr.com / circle no. 282



Gehl grows

Gehl Co.'s 7810E skid loader is powered by a Cummins 99-hp turbo-charged diesel engine and an increased SAE rated load capacity of 3,850 pounds. The 7810E has features for breaking, hauling and grinding concrete, and digging and moving materials and loading trucks. These include true vertical-lift linkage — which provides consistent forward reach throughout the entire lift cycle, lift height of nearly 12 ft., 3,300 psi hydraulic system relief

Bigger engine for bigger decks

Kawasaki added the new FH1000V engine to its FH Series to meet a need for more power in ZTR riding mowers with 72-in. decks. The FH1000V is a compact, 90-degree V-twin engine with a displacement of 999 cubic centimeters. It features hemispherical combustion chambers and three valves per cylinder, with Kawasaki's overhead v-valve technology that helps ensure low emissions, high power and smooth operation. Other design features include a twin barrel, internally vented carburetor with fuel shut-off solenoid, large capacity fuel pump and catalyst muffler option.

For more information contact Kawasaki at 877-KAWPOWR or visit www.kawpowr.com / circle no. 281



pressure and bucket breakout force of 8,340 lbs. A 2-speed drive is available, which offers ground speeds up to 12.5 mph.

For more information contact Gehl Co. at 800/628-0491 or visit www.gehl.com / circle no. 283

Let it snow

Instrata fungicide from Syngenta Professional Products provides control of snow mold. Instrata combines the active ingredients chlorothalonil, fludioxonil and propiconazole in a formulation that

enables Instrata to control all of the numerous pathogens that cause snow mold throughout the period of winter snow cover. In addition, Instrata controls a broad spectrum of additional turf diseases, including anthracnose, dollar spot, brown patch and summer patch year-round. Instrata will be available this summer in a 2.5-gallon container from Authorized Syngenta Channel Partners.

For more information contact Syngenta at 866/SYNGENTA or visit www.syngentaprofessionalproducts.com / circle no. 284



Beat the heat

The Toro Co. obtained exclusive rights to distribute the Cool Tops downdraft system for landscape mowing equipment. The Cool Tops system is a 12-volt fan that can be mounted to Toro Z Master riding mowers. It is designed to promote comfort and productivity by keeping motor heat, insects and debris off equipment operators. The Cool Tops heavy-duty, S Blade Trimline fan uses the 12-volt power system of a mower's traction unit to deliver an output of 1,800 cfm air flow. The fan measures 25 in. long by 20.5 in. wide, and includes a steel frame, plus a waterproof motor and switch.

For more information contact Toro at 800/348-2424 or visit www.toro.com/professional / circle no. 285



Products

Surge approved in CA

PBI/Gordon Corp.'s Surge Broadleaf Herbicide for Turf will soon be available in California, as its registration was recently approved. Surge contains protox inhibitor technology in a water-based amine formulation, offering fast weed control in warmer weather. Surge



knocks out spurge and other warm-weather weeds such as knotweed, plantain, oxalis, clover and dandelion. Surge also suppresses young and actively growing yellow nutsedge. Injury symptoms are visible in 24 to 48 hours. Rain-fast

in six hours and treated areas can be reseeded in 3 weeks. Applications can be made at temperatures up to 90° F without loss of efficacy.

For more information contact PBI/Gordon at 800/821-7925 or visit www.pbigordon.com / circle no. 286

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For more information contact TerraClean at 888/273-3088 or visit www.biosafesystems.com / circle no. 287

Smart and wireless valve systems

Hunter Industries' new smart valve controller, the SVC-200, provides 2-station capability to meet applications where only 2-valve control is needed. All SVCs are battery-controlled, designed for isolated or remote locations where power may be unavailable or restricted. SVC programming protocol enables automatic shutoff during inclement weather. The SVC-200 is fully submersible, waterproof up to a 12-ft. depth.

Hunter also added a single-station wireless valve control, the WVC-100. Like the SVC, the WVC models are ideal for areas where electrical power may be restricted or unavailable. System checks and programming can be done remotely. For added security, all installed components can be underground or out-of-view, increasing vandal resistance.

For more information contact Hunter at 760/744-5240 or visit www.hunterindustries.com / circle no. 288



Products

Done in one (pass)

The Dirt Doctor baseball diamond groomer by Newstripe can take the worst of fields and prepare it with one pass, the company says. The Dirt Doctor plows, pulverizes, drags, rolls and broom finishes the field. Four models are available. Features include a modular hitch as a tow, 3-pt. hitch or both. The harrow bar can adjust for any soil condition. Reversible times can be lowered for three different cutting depths. The pulverizing bar has 2.7 more teeth per tow and three-position height adjustment. The lift jack is an industrial quality trailer-type jack. Models feature center grating, where the drag grating is heaviest and durable. The roller is balanced to stabilize the playing surface with over-compacting. Optional brooms quickly attack to the rear of the machine.

For more information contact Newstripe at 800/624-6706 or visit www.newstripe.com / circle no. 289

Increased air delivery

DeWALT's heavy-duty 5.5-hp, 10.5-gallon, gas-wheeled portable compressor (D55273) provides users with increased levels of performance, durability and ease of use. The D55273 offers a new pump with increased air delivery and maximum pressure, allowing more users to work from the same compressor. The cooling system extends pump life and a roll cage/tank/handle design and two non-flat tires gives the unit rugged protection and improved mobility. The D55273 produces 10.3 SCFM at 100 psi, and a large 10.5-gallon tank with 150 max psi tank pressure, increasing surge air supply. The unit has on-board belt tensioning for quick adjustments and automatic idle control for reduced fuel consumption.

For more information contact DeWALT at 800/4-DEWALT or visit www.dewalt.com / circle no. 290

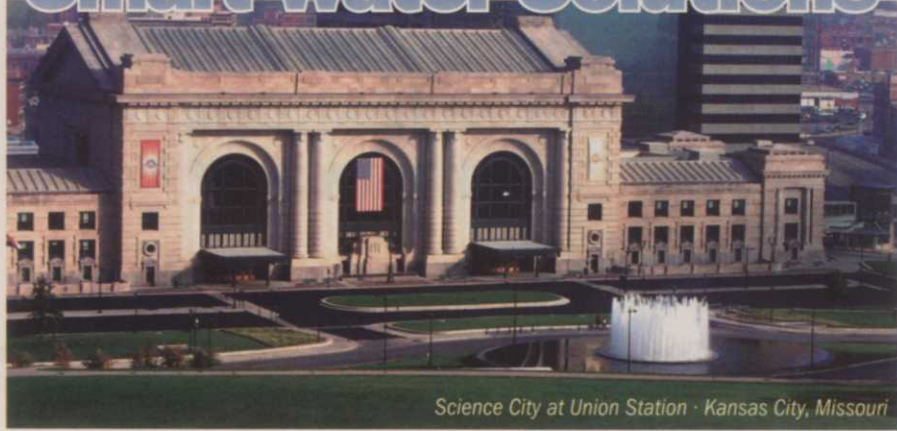


Hydro bunker and field rake

John Deere's 1200 Hydro bunker and field rake handles varied terrain while grooming bunkers and greens efficiently and smoothly. Equipped with a standard three-wheel drive, 16-hp, Vanguard 2-cylinder gasoline engine, the hydrostatic transmission offers simple control with forward and reverse foot pedals. Speed is variable from 0-10 mph. The 1200 Hydro features a front blade to direct sand after rain or aeration and a standard rear rake. With an available roller/brush/spiker system, these interchangeable attachments help aerate root zones on greens. The 1200 Hydro offers options for sports turf operators including a field finisher and an infield rake.

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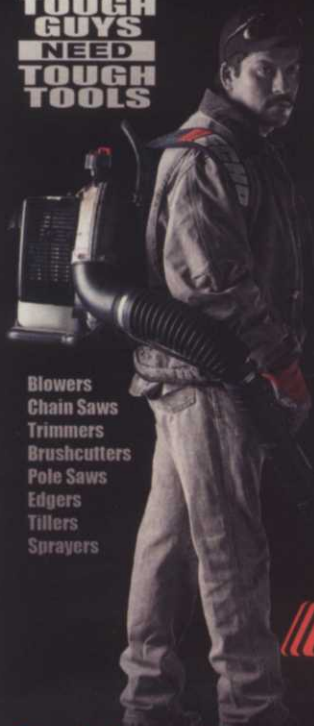
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Events

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WHAT, WHEN & WHERE

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18-21 TPI Summer Convention & Field Days / Memphis, TN, Sponsored by Turfgrass Producers International, 800/405-8873, www.turfgrassod.org

23-25 PLANET Legislative Day on the Hill / Washington, D.C., Sponsored by Professional Landcare Network, 800/395-2522, www.landcarenetwork.org

25-27 Penn Allied Nursery Trade Show (PANTS) / Atlantic City, NJ, Sponsored by Pennsylvania Landscape and Nursery Association, 717/238-1673, www.pantshow.com

25-29 Rain Bird Regional Training Camp / Orlando, FL, Sponsored by Rain Bird, 800/498-1942, www.rainbird.com

27 Midwest Regional Turf Field Day / West Lafayette, IN, Sponsored by Purdue Turf Program, 765/494-8039, www.agry.purdue.edu/turf/index.html

29 - August 2 ISA Annual Conference and Trade Show / Minneapolis, Sponsored by International Society of Arboriculture, 888/472-8733, www.isa-arbor.com

August

4-6 PLANET Specialty Symposium / Milwaukee, Sponsored by Professional Landcare Network, 800/395-2522, www.landcarenetwork.org

9-10 Penn State Turfgrass Field Days / University Park, PA, Sponsored by Penn State University, 814/865-3005, turf.cas.psu.edu

10-12 SNA 200 / Atlanta, Sponsored by Southern Nursery Association, 770/953-3311, www.sna.org

16-20 ANLA Landscape Operations Tour / Louisville & Lexington, KY, Sponsored by American Nursery & Landscape Association, 202/789-2900, www.anla.org

16 OTF/OSU Turfgrass Research Field Day, Columbus, OH, Sponsored by Ohio Turfgrass Foundation / The Ohio State University, 740/452-4541, www.ohioturfgrass.org

16-20 PLANET Summer Leadership Meeting / Isle of Palms, SC, Sponsored by Professional Landcare Network, 800/395-2522, www.landcarenetwork.org

17 VNLA 2006 Field Day /, Smithfield, VA, Sponsored by Virginia Nursery & Landscape Association, 800/476-0055, www.vnla.org

23 Michigan Turfgrass Field Day / East Lansing, MI, Sponsored by MSU Extension, 517/321-1660, michiganturfgrass.org

24 IPLLA Summer Field Day / Carmel, IN, Sponsored by Indiana Professional Lawn & Landscape Association, 317/575-9010, www.iplla.com

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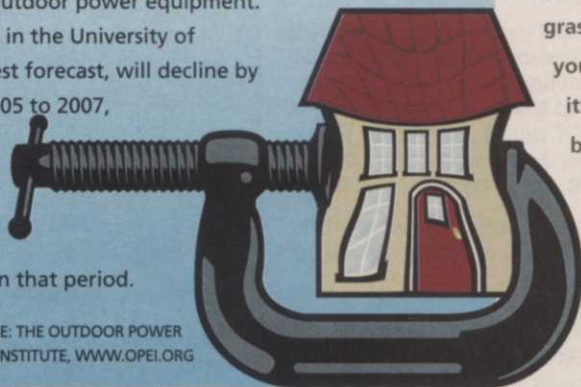
Statistics

RESOURCES INDUSTRY TRENDS BY THE NUMBERS

HOUSING CONTRACTION?

The Outdoor Power Equipment Institute (OPEI) reports the housing contraction that started last fall will dampen the prospects for outdoor power equipment. Housing starts, in the University of Michigan's latest forecast, will decline by 14.4% from 2005 to 2007, while sales of existing single-family homes will slip by 11.2% in that period.

SOURCE: THE OUTDOOR POWER EQUIPMENT INSTITUTE, WWW.OPEI.ORG



USE THIS IN A SENTENCE

Ever wonder why your reflection on the grass looks so angelic when you mow lawns early in the morning? It's not you, it's just your heiligenschein. That's the word for the bright spot of light around the shadow of your head, that you see cast on dewy grass early in the morning. Think you've heard this before? That's right, it was a word in this year's Scripps National Spelling Bee. So don't feel bad if you can't spell it either.

SOURCE: WWW.SPELLINGBEE.COM

50 HOLD 15

According to an international market research firm, the U.S. landscaping services industry includes about 50,000 companies with combined annual revenue of \$40 billion. While most of those companies are small, the firm's research indicates that the top 50 companies hold 15% of the market.

SOURCE: RESEARCH AND MARKETS, WWW.RESEARCHANDMARKETS.COM

YOU THINK WE'VE GOT IT BAD



To think we're griping about gas prices hitting three bucks a gallon in the USA. Check out some of the recent gas prices in other parts of world. Can you say, "Where can I buy a hybrid Yugo?"

SOURCE: CNNMONEY.COM

Not that a grub outbreak is anything to laugh about. That said, are you laughing enough? Craig Zabolcki, a motivational humorist, says research shows that laughter stimulates every organ in the body, reduces pain, and

Ha, Ha, Ha!

releases muscle tension. So make sure your LPD (Laughs Per Day) is going up, not down.



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