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features

28. People of the Year
What makes these people so special? Well, actually, plenty! Find out why these three industry leaders get our kudos.
By: LM's Staff

36. LM Roundtable: Why work for Uncle Sam?
Federal government contracts may be the ideal fit for your organization? Our panel tells how to make it work for you.
By: George Witterschein

41. Make the most of rented equipment
For small landscape contractors, renting equipment is the way to go.
By: Steven Lillybeck

45. Control T&O 'crossover' weeds
Invasive weeds spreading into turf or ornamental beds can wreak havoc on your control strategies. Find out what products work well in both locations without harming nontarget plants.
By: Jeffrey F. Derr

48. Care for aerators & fountains in winter
Learn how to use water features through the winter to keep ponds fresh and aerated.
By: Willis Dane

50. Spruce Edge Townhomes
Cover photo: Burton S. Sperber, Founder and Head Gardener of Environmental Industries Inc., Calabasas, CA.
columns, news & more

7. On the Record
Make your peace with change.
By: Sue Gibson

8. Events
Who, what and when

11. Green Side Up
Rockin' with Sam and Fred at Walnut Creek
By: Ron Hall

14. My Way
How to rate employees by teams
By: Jerry Gaeta

16. It's Your Life
Should you be in this business?
By: Bob Baird

20. Letters
Readers sound off

21. Industry Almanac
Pesticide restrictions on the ballot, 10 nasty invasive weeds, OPEI’s new head, landscape value

special insert
Pocket Issues Guide:
Act now on FPQA

tech center

52. LM Reports:
Chippers shred big jobs down to size

55. Ask the Expert
Fungus on mulch, controlling pine scale

56. New Products

66. Cleanup crew
Choosing the ever-dependable Toyota Tacoma as your fleet vehicle is one of the smartest business decisions you'll ever make. With the highest standard

payload of any truck in its class,* it's one worker that'll do just about anything you ask of it. And like you, it plans to be around for the long haul.
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dryROOTS® is the most widely used product for carrying landscape plantings over the stress of installation, and for starting rapid root growth in the establishment of all trees and ornamentals.

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Death by a thousand cuts" is how Allan James describes efforts to limit specialty pesticides. The executive director of Responsible Industry for a Sound Environment should know. The push to ban pesticides shows up everywhere from school boards to Capitol Hill.

We hear reports of long-time products coming under fire at EPA, with manufacturers now confronted by impossible standards to attain. The market continues to offer new products, but it's forcing change upon us.

How is this changing your operations? Most of you use some form of pesticide and use them skillfully. But continuing efforts to limit pesticides have had effects.

We got a glimpse of how these changes are reality when we visited Tom Tolkacz, president of Swingle Tree & Landscape Care in Denver. As he walked us through his clean, large loading area, he explained one reason why his tree and lawn care trucks have customized injection retrofits.

"In the last six to seven years, we've reduced our pesticide use 40%," he said. "We're using more injection (for trees) and inspections."

Swingle sells "Plant Health Care," a system based on lots of inspections and spraying as needed. Pesticide changes are causing Swingle to its business.

Tolkacz explained: "The difficulty with the (new) pesticides is that many are not as persistent. In some cases, they may not be persistent even through an insect's hatch cycle. Therefore, we have to go out and apply them more often." They might end up applying the same amount of product as they did in the old days.

The irony is not lost on Tolkacz. "It used to be a three-time application, but now with products active for only 30 days, we're making five applications. That's a real issue with us," he says.

I bet it is. It must affect productivity, profitability, scheduling, labor, customer relations — the whole ball of wax. It complicates his operations, and maybe it does yours. And it's also hard to explain to customers.

That's change for you. It's time to face up to a new market, where:

► new products are more specific, less long-lasting, less toxic to the environment, more expensive.
► manufacturers are consolidating and changing their distribution making some products harder to find.
► heavy registration costs are making some companies reconsider, maybe withdrawing some products and keeping others to build market share. Which ones?
That's a $64-million question.
► a new generation of applicators (and managers) is coming out of schools wary of pesticide use.

Are you ready for this?

It's Your Life

What do you get from your work? Are your rewards worth your efforts? Can you balance work and free time and still achieve what you want? Our new column, "It's Your Life" (page 16), explores making your rewards and your professional life grow.

Bob Baird's look at focus is our first. He should know about focus. His career started as a Navy Seal and now includes financial planning, competitive athletics, parenthood, writing and more. Let us know what you think — if you can make the time!

sgibson@advanstar.com

"The market continues to offer new products, but it's forcing change upon us." — SG
events
WHAT, WHEN & WHERE

December
1 South Jersey Landscape Conference
Glassboro, NJ; 609/291-7070

6-9 Ohio Turfgrass Foundation Conference & Show
Columbus, OH; 614/760-5442

2-8 Missouri Valley Turfgrass Association Lawn & Turf Conference Show
Columbia, MO; 573/882-2301; LakeLMOmissouri.edu

2-9 New Jersey Turfgrass Expo
Atlantic City, NJ; 732/821-7134; www.njturfgrass.org

January 2000
5-7 Minnesota Nursery & Landscape Association Convention & Trade Show
Lansing, MI; 651/633-4987

6 New York State Turfgrass Association Northeast Regional Conference
Albany, NY; 800/873-8873

8 Western Nursery & Landscape Association Trade Show
Kansas City, MO; 202/789-5980, ext. 3006.

10-13 North Carolina Turfgrass Conference & Show
Charlotte, NC; 910/695-1333

11-13 Eastern PA Turf Conference & Trade Show
King of Prussia, PA; 814/863-3475; www.paturf.org

11-13 Kentucky Landscape Industries Winter Conference & Trade Show
Lexington, KY; 502/899-3622

12 Connecticut Nurseryman’s Association Winter Meeting
Waterbury, CT; 202/789-5980, ext. 3006

12 Landscape and Nursery Expo 2000
Sacramento, CA; 916/448-2522

12-14 Illinois Landscape Contractors Association’s Design Seminar
Hoffman Estates, IL; 630/472-2851

13-15 Winter Convention
Seattle, WA; Washington State Nursery & Landscape Association; 253/863-4482

Kauai, HI; 503/253-9091

18-20 Midwest Turf Expo/
Indianapolis; Sponsored by Midwest Regional Turf Foundation; 765/494-8039

18-20 Mid-America Green Industry Convention/
Kansas City, MO; 816/561-5323

20 American Nursery & Landscape Association
125th Anniversary Gala Dinner/
Chicago; 202/789-2900; www.anla.org

19-20 Mid-Am Horticultural Trade Show
Chicago; 847/526-2010; www.midam.org

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Washington, DC 20005
202/789-2900

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248/476-5457

The Irrigation Association
8260 Willow Oaks Corporate Dr. Suite 120
Fairfax, VA 22031-4513
703/573-3551
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National Arborist Association
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603/673-3311
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P.O Box 3388
Zanesville, OH 43702-3388
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Old Town Alexandria, VA 22314
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Hunt Valley, MD 21031
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Marietta, GA 30068-2112
770/977-5222
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