IMPEDE THE SEED.

Lurking just beneath the surface are thousands of tiny weed seeds, threatening to ravage lawns and established ornamentals. Fortunately, Pendulum® preemergent herbicide stops more than 40 broadleaf and grassy weeds dead.

Pendulum is a proven performer, offering well over a decade of unsurpassed, season-long control and unmatched value to maximize your profit margins.

It's a combination that's earned Pendulum a higher satisfaction rating from LCOs than any other preemergent.*

To learn more about how Pendulum can make sure weeds never see the light of day, call 1-800-545-9525, ext. T3257 or visit www.turffacts.com.

Always read and follow label directions.

BASF

Circle No. 101
Buy Early. Buy Often.

get cash.

Act quickly for cash rebates from BASF.
Make your connection.

Purchase and take delivery of BASF pendimethalin-based products, including **Pendulum® preemergent herbicide** and BASF pendimethalin-based products from The Andersons, Inc. and Helena Chemical Company by December 14, 2001 and earn cash rebates from the Green Connection™ Program.

All purchases between September 1, 2001 and December 14, 2001 qualify for this special program.

Green Connection
BASF Cash Rebate Program

Green Connection is a trademark of BASF. Pendulum is a registered trademark of BASF. ©2001 BASF Corporation. All rights reserved.
I have purchased the following formulations and request the rebate indicated below.

<table>
<thead>
<tr>
<th>Formulation</th>
<th>Minimum Redemption Quantity</th>
<th>Quantity Purchased</th>
<th>Cash Rebate</th>
<th>Total Earned</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pendimethalin 3.3 EC</td>
<td>25 gal</td>
<td></td>
<td>$6.00/gal</td>
<td></td>
</tr>
<tr>
<td>Pendimethalin 60 WDG/WP</td>
<td>100 lb</td>
<td></td>
<td>$1.25/lb</td>
<td></td>
</tr>
<tr>
<td>Pendimethalin Plus Fertilizer</td>
<td>4000 lb (80 bags)</td>
<td></td>
<td>$.75/50-lb bag</td>
<td></td>
</tr>
<tr>
<td>Pendimethalin 2% Granular</td>
<td>2000 lb (50 bags)</td>
<td></td>
<td>$2.00/40-lb bag</td>
<td></td>
</tr>
</tbody>
</table>

Details of Offer: Qualified end-use customers must purchase and take delivery between September 1, 2001 and December 14, 2001. All purchases of BASF pendimethalin-based products, including Pendulum® and BASF pendimethalin-based products from The Andersons, Inc. and Helena Chemical Company qualify provided they meet the minimum redemption requirements. The more you buy, the greater your cash rebate!

To receive Green Connection Dollars, complete this redemption form and mail it, along with a photocopy of your original invoices, to: The BASF Green Connection • C/O M&B Associates • PO Box 8575 • Trenton, NJ 08650

ALL REDEMPTION FORMS MUST BE COMPLETED AND POSTMARKED BY DECEMBER 31, 2001. ALWAYS READ AND FOLLOW LABEL DIRECTIONS.
Name (Please print)

Company

Address

City State ZIP

Phone

E-mail □Please indicate if we may use your e-mail to notify you of future special offers or product information.

Signature

Please indicate the name of your distributor.

Please indicate the name of your sales representative from the above distributor.
features

cover story

20. Growth strategies for the road ahead
Understand your options now and plan accordingly to make your organization 'recession-resistant'
By Susan Porter / Executive Editor

26. People of the Year 2001
Rick Doesburg, George Van Haasteren and Roger Yeary are our picks this year
By Ron Hall and Jason Stahl

30. Is H-2B right for you?
Little-known details about the application process from this expert will save you time and trouble
By Jeff West

tools of the trade

36. How 'green' is your software?
Industry-specific software helps you capture profits and win clients
By Lynne Brakeman / On-Line Editor

COVER IMAGE: GETTY
8. Events
Who, what and when

11. On the Record
You’re not recession proof
By Sue Gibson

15. Green Side Up
Rethink your labor needs
By Ron Hall

16. Industry Almanac
Ell buys TruGreen Landcare, LESCO to add independent dealers, Minneapolis bans fertilizers with phosphorus

42. Know your soil
Realizing the importance of soil health can help you diagnose and treat its problems
By John Fech

46. LM Reports: Cleanup
Efficiency is key to profitable cleanup
By Curt Harler

48. Ask the Expert
Yucky yucca, controlling oxalis, spruce tree trouble, weird fungus
By Bal Rao, Ph.D.

51. Products

58. Cleanup Crew

See page 17 for what’s new on-line
INTRODUCING THE MOST POWERFUL DIESEL ANYONE COULD PUT IN A PICKUP.*

The new Duramax® Diesel engine with the Allison® 1000 5-speed automatic transmission.

Both available only in Silverado® 2500HD and 3500. 300 hp, 520 lb.-ft. torque. 15,800-lb. maximum trailering capacity.*

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LIKE A ROCK

*Based on horsepower. †When properly equipped, and using a fifth-wheel or gooseneck trailer hitch. Maximum trailer weight ratings are calculated assuming standard equipped base vehicle plus driver. See The Chevy Trailering Guide for details. ‡Dependability based on longevity: 1981–1999 full-line light-duty truck company registrations. All claims exclude other GM divisions. ©2001 GM Corp. Buckle up, America!
### Events

#### Landscape Management

**WHAT, WHEN & WHERE**

**Landscape Management**

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- [全国人民代表大会](#)
- [ACPA](#)
- [Sports Turf Managers Association](#)
- [TOCA](#)
- [PGMS](#)
- [Responsible Industry for a Sound Environment](#)

**November**

**13-15 NYSTA Turf & Grounds Exposition & Trade Show** / Syracuse, NY; [www.nysta.org](#)

**13-15 42nd Virginia Turfgrass and Landscape Conference and Trade Show** / Virginia Beach, VA; 540/942-8873

**13-16 12th Annual CLIP Conference** / Frederick, MD; 800/635-8485

**30-1 First Annual Great Southern Tree Conference** / Gainesville, FL; 800/375-3642

**December**

**3-6 Ohio Turfgrass Foundation Conference and Show** / Columbus, OH; 888/683-3445

**5-7 RMTA Turf Conference and Trade Show** / Denver, CO; 303/770-2220

**11-13 New Jersey Turf and Landscape Expo 2001** / Atlantic City, NJ; [www.njturfgrass.org](#)

**12 LCA Awards Presentation & CLT Banquet** / Gaithersburg, MD; 301/948-0810

**12 Turfgrass and Landscape Institute and Trade Show** / Buena Park, CA; 800/500-7282

**17-19 Texas Turfgrass Association Institute & Trade Show** / Fort Worth, TX; [www.texas turf.com](#)

**January 2002**

**6-8 Western 2002 Convention & Trade Show** / Kansas City, MO; 816/233-1481

**7-9 2002 Great Lakes Trade Exposition** / Lansing, MI; 800/879-6652; [www.mnla.org](#)

**8-10 Kentucky Landscape Industries Winter Conference & Trade Show** / Lexington, KY; 502/848-0055

**8-10 Canada’s International Horticultural Trade Show & Conference** / Toronto, Canada; 905/875-1805

**9-11 Professional Landscape and Nursery Trade Show** / Indianapolis, IN; 317/955-0628

**9 The Maxwell Turf & Landscape Conference and Trade Show** / Melville, NY; 631/643-8873

**13-17 National Arborist Association’s Winter Management Conference** / Maui, HI; 800/733-2622

**16-18 Idaho Horticulture Show** / Boise, ID; 208/522-7307

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**Associated Landscape Contractors of America**

150 Eiden Street, Suite 270
Herndon, VA 20170
703/736-9646
www.alca.org

**American Nursery & Landscape Association**

1250 I St. NW, Suite 500,
Washington, DC 20005
202/789-2900

**Independent Turf and Ornamental Distributors Association**

9864 E. Grand River Suite #110, BOX #326
Brighton, MI 48116.
Voice: 810/229-9405 / FAX: 810/229-9406

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**The Irrigation Association**

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703/573-3551
www.irrigation.org

**National Arborist Association**

3 Perimeter Road, Unit 1
Manchester, NH 03103
603/314-5380
www.natarb.com

**Ohio Turfgrass Foundation**

1104-H Brandywine Blvd.,
PO Box 3388
Zanesville, OH 43702-3388
888/683-3445

**The Outdoor Power Equipment Institute**

341 South Patrick St.
Old Town Alexandria, Va. 22314
703/549-7600
opei.mow.org

**Professional Grounds Management Society**

720 Lyndhurst Avenue
Baltimore, MD 21230
410/752-3318

**Professional Lawn Care Association of America**

1000 Johnson Ferry Rd., NE, Suite C-135
Marietta, GA 30068-2112
770/977-5222
www.plcaa.org

**Responsible Industry for a Sound Environment**

1156 15th St. NW, Suite 400
Washington, DC 20005
202/872-3860
www.acpa.org/rise

**Sports Turf Managers Association**

1375 Rolling Hills Loop
Council Bluffs, IA 51503-8552
712/266-3860; 800/323-3875
www.aip.com/stma

**Turf and Ornamental Communicators Association**

P.O. Box 156
New Prague, MN 56071
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Together with our new partner Lofts Seed, we offer over 125 years of experience in the grass seed industry. So get into the swing of the best service in turfgrass with Pennington Seed.