BE PROACTIVE

What follow are some important steps to take to help protect your workers from serious injury or death in trenching/excavation activities:

➤ Plan ahead. Make sure all equipment is in good condition, that all utilities have been marked before digging, and that all electricity, gas and water pipes in the trench have been shut off.

➤ Ensure that a protective system such as sloping, benching, shoring or shielding is in place. The type of system used will depend on such factors as the excavation depth and width, the soil type, water content, nature of the work and any nearby activities that could increase the risk of a cave-in. Depths of more than 5 ft. require protective measures.

➤ Designate a "competent person" to oversee all activities. This person should have a greater level of training and experience than other workers. The competent person must be in the work area, must ensure that appropriate safety measures are in place before anyone enters the trench, and must act promptly to correct any problems.

➤ Conduct daily inspections and document findings.

➤ Ensure an adequate means of entry and exit. A ladder or other means must be no farther away than 25 ft. from any worker.

➤ Keep heavy equipment and spoils at least 2 ft. from the edge of the excavation.

➤ Provide and require workers to wear hard hats and to use other appropriate safety equipment.

➤ Train all workers in a language and manner they understand. Ensure that they are aware of all potential hazards and that they comprehend safe trenching and excavation work practices. Develop a checklist for employees as a quick and easy reminder. Follow up training with a test that can be administered orally for workers who cannot read or write. Reminder: When training your employees, be sure to take into account language issues, literacy level issues and cultural issues that could prohibit an understanding of your safety messages.

➤ Know that some sites require tabulated data. For this, you must enlist the assistance of a registered engineer and maintain documentation on site during construction.

Adherence to this guidance and following safe work practices during trenching and excavation activities can mean the difference between leaving the worksite safely to enjoy another day above ground ... or not.

MULHERN is a Belleville, WI-based agricultural/horticultural project consultant and freelance writer. LENTZ is a lead health scientist with the National Institute for Occupational Safety and Health.

HOW TO DIG YOUR OWN GRAVE

No protective system
Spoils too close
Excavator bucket over worker
No hard hat
No means for entering or exiting

A crew well-versed in trench safety can keep your business from becoming a statistic.
**Tough tires**

Goodyear’s 900-series commercial truck tires feature Armor Max Technology. They’re the first commercial light truck tires in the industry to meet the new regulations set forth under the federal Transportation Recall Enhancement, Accountability and Documentation Act. For landscape contractors, these tires offer advanced compounds and construction that enhance toughness; reinforced shoulders and steel sidewalls that deliver long casing life and retreadability; and application-specific tread compounds that provide long original tread life and enhanced performance. www.goodyear.com/truck/technology/armormax.html

**Grub control**

The granular formulation of DuPont Acelpryn insecticide has been registered by the U.S. Environmental Protection Agency (EPA). With just one early application of Acelpryn, turf professionals can control 10 key turf-damaging white grub species plus surface-feeding insects such as cutworms, webworms, annual bluegrass weevils and billbugs, according to the company. The formulation features a low impact on non-target organisms such as beneficial arthropods as well as bees, birds, fish and mammals, and has the lowest water solubility of any white grub control product. Its active ingredient, DuPont Calteryx, is a new class of chemistry inspired by a natural substance found in the bark of trees and shrubs of the genus *Ryania*. www.proproducts.dupont.com/acelepryn or 888/6 DUPONT

**Eco-friendly pots**

The first plantable, 6-in. Rice Hull NetPot is the newest addition to complement the six other sizes of Rice Hull and two other NetPot sizes (7cm and 9cm) that are available from Ball Horticultural Co. and Summit Plastic Co. The new plantable unit is composed of renewable resources made of sustainable, natural plant fibers that degrade in the soil over time. Summit produces PLA filling trays to fit the 6-in. Rice Hull NetPot. PLA is also made from renewable materials and is both biodegradable and compostable. www.summitplastic.com or 800/814-3496
More power
John Deere has added a new PowerTech E 6068 Tier 3 engine to its 710J Backhoe, improving both emissions compliance and power. The new models feature net horsepower of 126 hp, compared to the 123 hp on the Tier 2 engines, along with a host of other improvements, including higher injection pressures, variable timing and precise control of fuel injection. The 710J's dig depth reaches up to 22 ft., 4 in. when extended. Servicing is all done on the same side and accessed from the ground — no tools are necessary to open and tilt the hood, which can be tilted to 90°. In addition, exterior upgrades to the 710J include an extended grill frame that comes standard and a side louver that improves airflow to the engine. www.johndeere.com or 309/765-8000

Basket filter
Rain Bird's new Pressure-Regulating (PR) Quick-Check Basket Filter combines pressure regulation and filtration into one compact unit for enhanced reliability and faster installation. Available separately or fully integrated into Rain Bird's 1 and 1.5 high-flow commercial control zone kits, the filter features a 200 mesh (75 micron) stainless-steel filter element that protects drip irrigation components from debris, while its built-in 40-psi pressure regulator ensures that the system receives optimum water pressure. By integrating filtration and pressure regulation into one product, users can save both time and labor. www.rainbird.com/drip or 800/RAINBIRD.

QX Mobile v2.0
QX Mobile is the most advanced PDA software available for Windows Mobile Pocket PCs. Take QXPRESS with you in the field to track start times, stop times, materials used, look up customer information, and sync wirelessly with the office. New in v2.0 is the ability to customize your own data entry screen, and print templates designed in QXPRESS.

QX Mapping
Every extra hour your crews spend behind the wheel, is an extra hour they are not generating revenue. Using Microsoft MapPoint, QX Mapping greatly reduces wasted drive time by optimizing routes and printing driving directions.

call 1.877.529.6659 or visit www.qxpress.com for a web based demonstration
Light the night
The new Orbit/Evergreen FG Series of durable 12-volt well lights features five adjustable tilting lamp models. The varied cover styles direct the light source, including full view, louvered, round hood, square hood or a vandal-resistant criss-cross cover. Each fixture measures 4.75-in. wide and has a depth of 4.5 in. Models are available in black or bronze, and are constructed from injection-molded PBT composite for longer-lasting outdoor performance. A new adjustable lamp bracket allows the user to tilt the lamp + 25° for direct illumination of the garden subject. FG fixtures also include a 20-watt MR16 lamp. www.orbitelectric.com or 800-90-ORBIT

Timber thinning
The new Fecon Bio-Harvester simultaneously fells, chips and collects small-diameter woody biomass. It can be mounted to the Fecon FTX440, a 440-hp, forestry guarded, crawler tractor; or to a large, high-horsepower PTO tractor. The FTX440 is also capable of towing and powering an agricultural dump wagon to collect material. Material is chipped using Fecon Bull Hog chipper knives or carbide tools, then augured to a material processing fan and blown into a collection unit. It can discharge from the rear or the side, enabling a variety of collection units. http://site.bio-harvester.com or 800/528-3113

Ride-on trencher
The new Boxer 118 Dedicated Trencher is Compact Power’s first ride-on, dedicated trencher. It offers an 18-hp, air-cooled Kohler Command Pro gasoline engine, with a chain speed of 280 ft. per minute. The dirt cup tooth chain is made of high-carbon steel with frosted carbide tips. The trencher, available in both 24- and 36-in. lengths, is complemented by a standard discharge auger, which simultaneously pushes the dirt away — allowing for a clean-cut trench and consistent trenching speeds across a variety of soils. www.boxerequipment.com or 800/476-9673

Compact performance
Standard Hamilton Co. introduces the Compact Dump-Pro for light-duty pickup trucks with 6-ft. beds. Like the popular full-size Dump-Pro, this 282-lb. insert features a steel-reinforced, industrial-weight, non-rusting polyethylene dump body and winch-driven drive system that requires no expensive hydraulics to operate. Its lighter weight and removable features save fuel. The unit features a 60° dumping angle, so everything that goes in, comes out. When the job is done, simply release the clamping system, disconnect the power with the removable connector, remove a single bolt and slide the unit out to get your pickup truck back. www.dump-pro.com or 866/4 DUMP-PRO

Colorful mulch
Joining the Select, Mulch Magic and Starburst colorant lines also offered by Colorbiotics, Impact colorant produces color-enhanced mulch to a level that meets expectations with less investment in raw material. The new hybrid coating was created through process optimization and advanced technology to provide a high value product. Compared to non-colored mulch products that usually turn gray or white after just a few weeks, Impact remains vibrant for a longer period of time. And once the color dries, it will not wash off or leach into soil. Available in red, ruby red and black, Impact is also specially formulated to be nontoxic to plants and animals. www.colorbiotics.com or 888/663-6980

LM SEARCH → Research additional tools of the trade at www.landscapemanagement.net/search
New paver sizes
Redland Brick introduces its Tuscan Collection Genuine Clay Pavers, the first-ever wood-molded genuine clay paver series to be available in 6-by-6-in. and 6-by-9-in. sizes. The innovative oversized molded clay pavers combine the rich color and durability of a genuine clay brick with the industry sizes that provide versatility in installation, according to the company. The new sizes allow for more sophisticated paving bonds and patterns. The new collection is currently machine-molded at the Rocky Ridge plant, making the pavers a perfect complement for Rocky Ridge face brick, and also compatible with most brick structures. The pavers are currently available in four popular Rocky Ridge colors: King William, Rustique, Cumberland and Bayshore, with additional colors to be announced later this year. www.redlandbrick.com or 301/223-7700

Waterproof connectors
King Innovation's UL 1838 compliant DryConn brand connectors include DryConn Black/White, Black/Gray, Black/Blue, King 4, King 5, King 6, King 9, and DBSR Medium with strain relief. Each of these connectors is UL 468D listed, and while they are rated for 600V, they also feature proven performance for low-voltage, waterproof splice protection and direct bury, according to the company. They can keep splices dry and ensure a waterproofed lighting system. Wire range for the entire line covers No. 6 down to No. 22 AWG. Connectors are also available in both bags and canisters, which allows for easy access to multiple size connectors throughout an installation. www.kinginnovation.com or 800/633-0232

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Sprinkler sparkle
SprinkLites are color-changing indoor/outdoor lights that, when connected to water, function as sprinklers. They can be connected to an irrigation system or mounted to tree posts, poles or umbrellas (using slots in the base) to create a light show. SprinkLites can also be used as illuminated misters to cool the air in the heat of summer. Connecting them to a recirculation pump creates a fountain arrangement with colorful water-spitting sculptures. Choose from six faux crystal sculptured accent lights in the shape of butterflies, dragonflies and hummingbirds. www.sprinklites.com or 877/718-2477

Turf stress detection
TurfSpy, the new turf stress detection glasses from Underhill International, block out the green spectrum reflected from chlorophyll in healthy vegetation. Stress conditions, such as disease, drought, pests or poor nutrition, are revealed with glowing colors (red, coral, pink) and can be detected two to 10 days before they are visible to the unaided eye. The ANSI-approved, shatterproof safety glasses have a new wrap-around lens for more effective viewing, and an adjustable earpiece for comfortable wear while mowing. www.underhill.us or 866/863-3744

Detachable convenience
The Switch-N-Go Detachable Truck Body System turns your truck into one of your most valuable, hard-working employees. Its ability to lay the body flat on the ground and detach from the truck allows for the safe and efficient use of multiple bodies on one chassis. With a low loading angle, dirt or mulch can be lifted from ground level and onto the truck at the push of a button. Choose from dump, platform, storage, drop box, specialty and chipper bodies. www.switchngo.com or 888/311-0867

Rock and roll
The Ditch Witch organization introduces the HT300, a heavy-duty, 300-hp rock trencher. Capable of trenching up to 10 ft. deep and 36 in. wide in the most extreme jobsite conditions, the steel-tracked HT300 features a sturdy undercarriage designed to withstand the rigors of rock-laden jobsites, and trencher stabilizers that automatically adjust to terrain changes to isolate vibration in rock and other harsh conditions. www.ditchwitch.com or 866/863-6481

Refillable microinjection
New Liquid Loadables are one-liter bottles of J.J. Mauget Co.'s insecticides, fungicides, antibiotics, fertilizers and micronutrients that tree care experts can use to refill their preferred injection system, allowing them to pair their tools with tree care chemistry. Current offerings include Imicide, Stemix Plus and Injekt-A-Min Manganese, with Fungisol, Arbor-Fos, Abacide 2 and Tebuject 16 pending EPA approval. Mycoject Ultra antibiotic will be available in September 2009. www.mauget.com or 800/TREES Rx
Three-in-one
Cub Cadet Commercial's new 3-in-1 XP Stand-On Spreader/Sprayer offers productivity and flexibility for granular, liquid and spot-spray applications. The unit can hold 10 gal. of liquid in two separate 5-gal. tanks that can be used independent of each other, giving operators the ability to apply two different types of liquid material through the spot spray wand, or by using the boomless sprayer nozzles that have an effective spray width of 9 ft. The hopper has a capacity of 125 lbs. for dry material spreading. Other features include a premium electric start, 6-hp Kawasaki engine with charging system; a hydrostatic, variable speed drive; and a one-year commercial warranty. Retro kits are available for Lesco HP or Cub Cadet Commercial XP units. [Link to website]

Water saver
Convert your sprinkler heads into a water-saving drip irrigation system in landscape shrub areas with Antelco’s Drip Mate Sprinkler Conversion Kit, which includes a nine-outlet pressure regulating micro manifold, nine Shrubbler 360 spikes (adjustable flow) and 100 ft. of tubing. Materials are UV-stabilized for long life. Antelco.com or 800/869-7597

High style, little space
Integrating a compact design with high photometric performance and style in street lighting, Schréder Lighting USA introduces Hestia luminaires with the Sealsafe Optical System. The optics feature a one-piece, anodized, brightened and hydroformed aluminum reflector permanently sealed on a tempered glass sag lens. A high-pressure die-cast aluminum lamp access mechanism protects the interior of the optical system, providing long-lasting photometric performance. [Link to website]

Increased warranty
The construction equipment division of Yanmar North America has increased the warranty to three years or 3,000 hours on its line of excavators, loaders and backhoes. This warranty covers all elements of the machinery, although it does not cover normal maintenance procedures or wear items such as tires and brakes. [Link to website]
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It’s time to pony up and Buck It Up

"W

We have to invest in ourselves before we can expect others to even think about investing in us."

This gem came compliments of the wise widow of my longtime buddy Adam Gaspar. On Sept. 30, 2008, Adam lost his 10-month battle with cancer. Ever since, his wife, Ann, has been juggling the parenting of six children solo while serving as a part-time nurse. And, oh yeah, in her “spare time” she’s been working to help keep Adam’s business vision — GFI Consulting, a small Cleveland-area information technology management provider — alive and on the grow.

Words spoken from the heart speak directly to the heart. That’s why Ann’s words stick with me today. One hard look in the mirror, and I think we all can admit we can do a better job investing in ourselves, our businesses and our wonderful Green Industry.

Lucky for us in this down economy, ponying up to support our industry — and, in turn, ourselves — just got a lot cheaper. In fact, thanks to a new program offered by Project EverGreen, we actually can save money while giving back to our industry, businesses and the communities we serve. Sound too good to be true? Well it is — true, that is.

Project EverGreen’s recently launched GreenBack PayBack program allows contractors to contribute $1,000 (either all upfront or $50 per month for 20 months) to further the non-profit organization’s cause — promoting the myriad environmental, economic and lifestyle benefits of properly managed green spaces. By participating in this gas-and-groceries voucher program, you can recoup your entire investment and then some.

All you have to do is sign up today for GreenBack PayBack and show a little brand loyalty. Program participants select one of several major grocery-store chain partners and spend $100 per month with that brand. Mail in the month’s grocery receipts totaling at least $100 from that chain and, in return, you receive a free $25 gift card from the chain shortly thereafter. The program works the same way for fuel purchases.

Do the math. That’s a $25 gift card for groceries and a $25 gift card for gas — and you can use these for your next month’s purchases — times 20 months. That totals $1,000 in gift cards coming right back to you.

And, because Project EverGreen is a non-profit, your $1,000 contribution via this program is tax deductible to the full extent of the law.

Join the GreenBack PayBack army and help Project EverGreen, our industry and your business, and add up to a few hundred greenbacks to your bottom line over the next 20 months. Spread the good word: Every one of your co-workers, suppliers, customers, parents, siblings, neighbors, friends — you name them — is eligible for GreenBack PayBack. The program costs Project EverGreen less than $100 per participant. The organization hopes to net a minimum of $80,000 this year from GreenBack PayBack. All we need is about 90 participants. I’m in; 89 to go to hit goal.

Before I log off my sometimes-trusty Hal 3000 computer, this former U.S. Navy sailor has one more request. Since you, and your colleagues and friends, will be adding a few hundred bucks to your bottom lines by joining the GreenBack PayBack program, can you please give a few bucks back to the good folks protecting our great nation?

Project EverGreen also recently launched Buck It Up For Our Military Families. This new program is an extension of Project EverGreen’s widely successful GreenCare For Troops initiative, which provides free lawn care and landscaping services to military families whose breadwinners are serving overseas. During the past three years, GreenCare For Troops has helped approximately 7,700 military families through a national network of 2,100 volunteers.

Buck It Up hopes to generate $250,000 to start a national scholarship program for military family members seeking careers in the horticultural field and to help fund GreenCare For Troops.

Visit www.projectevergreen.com for program details. Email elizabethneiderhiser@projectevergreen.com or call 877/758-4835 today to enroll in both programs. It’s time to giddyup.