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or zoysia, you’re cutting the runners and getting new shoots,” Brophy says. On home lawns, the intention of most aerations is different.

Spiking — a solid piece of steel pushed into the ground, which fractures the soil and breaks up thatch and the soil beneath — is more appropriate.

“It’s a short-term solution for soil ventilation where you don’t want to pull up a core and leave it on the ground,” Brophy says. An example is a sod area around a swimming pool.

Spiking opens up holes that typically last until the first heavy rainstorm or soaking. Then the holes close. So, spiking has to be repeated often.

Core aeration tends to be the best solution for home lawns and office parks. The machine pulls up a soil plug and leaves it on top of the ground. This allows soil to break up slowly and helps control thatch, Brophy says. It should take several weeks for the plugs to disintegrate and the holes to close.

Core aeration allows oxygen into the root zone, eliminates methane gas that builds up around dead or decaying roots and allows the soil to break up slowly on the ground’s surface. “Don’t pick up the plugs – that defeats the purpose,” Brophy says.

Core aeration helps stimulate root growth by getting oxygen down past the upper, yellowish part of the root and closer to the growing white part that takes in nutrients.

There are two basic kinds of core aeration. Piston aeration shoots a tine straight down into the soil and comes up and out. This is the favored method in damp conditions, but it can actually compact the soil, Brophy says. Second, a rolling drum sends the tine into the ground at a 30-degree angle and moves under the soil. This action rips and loosens the soil.

“This is the solution for a turf where it doesn’t have to be perfectly level,” Brophy says.
Step right up
The new Step nTow swing-out step allows easy access to a pick-up bed or roof racks. Designed to fit any standard 2-in. receiver, it features a durable galvanized, powdercoated finish and an 18-in., 90-degree, swing-out nonskid rubber footed step. It also becomes a versatile winch-mounting platform with the addition of the winch-mounting block. The step will satisfy any standard two-bolt mounting pattern with winches as heavy as 3,000-lb. capacity. StepnTow.com or 860/935-0121

Prone in comfort
Corona Clipper’s two new Long-Reach Pruners are designed to make pruning faster, easier and safer. The TP 3206 (pictured) and TP 3212 feature a Dual Arc blade with 1.25-in. cutting capacity that "bites" into branches or stems then slices them for cutting precision. A 360-degree rotating head makes it possible for both models to cut branches and stems from almost any position. The TP 3206 is about 5 ft. long, while the TP 3212 telescopes from 7 ft. to 12 ft. In addition to all the features of the TP 3206, the TP 3212 features a handsaw accessory for removing larger limbs and a positive lock to eliminate pole slippage for a safer, more precise cut. www.coronaclipper.com or 800/847-7863

Snow support
Profits Unlimited’s Snow & Ice Management Quick Estimator CD calculates plowing time, material application rates for liquid and granular products and hand labor time. Created by Wayne Volz, a snow industry professional, the Excel spreadsheet program can create a professional proposal fast, taking the guesswork out of estimates. Users can calculate per push and per event or seasonal contract pricing. www.profitsareus.com or 800/845-0499

Architectural detailing
Orbit/Evergreen added new models to an expanding series of 12v and 120v LED step lights. The long-lasting, energy-efficient outdoor luminaires are designed for use in entryways, decks, outdoor walkways and garden patios. The series includes 18, 40, 42, 48 and 60 LED lamps with .064W output per lamp. The LEDs have a 10-year life expectancy. Cover plate options include circular, horizontal and vertical designs with louvered, hooded and frosted glass faces. www.orbitelectric.com or 800/90-ORBIT

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On a roll
The handle on Fiskars' PowerGear Pruners (model 7941) rolls to follow a user's hand's natural clenching motion. The pruners reduce stress and fatigue and multiply cutting force, the manufacturer says. With a lifetime warranty and a cutting capacity of 3/4-in., the pruners' sharp, precision-ground blade edge is corrosion resistant, nonstick and replaceable. The product won the Arthritis Foundation's Ease-of-Use Commendation and is recommended for users who suffer from arthritis, rheumatism and carpal tunnel syndrome. www.fiskars.com or 800/500-4849

ProLine
The new ProLine Shovel enables users to dig small numbers of trees quickly, easily and safely to ball and burlap them or transplant them directly to another location on site. The shovel is shaped like one-third of a standard, hydraulic tree spade and allows the operator to make two or three thrusts around the base of the tree to extract a uniformly shaped rootball. The nose design prevents it from slipping off and around tree roots as happens with shovels having a more pointed nose. The shovel is available in full and mini-skid sizes. prolinegrabber.com or 888-288-5308

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Meet Joe: A real pro with blue-collar street smarts

"But Oz never did give nothing to the Tin Man that he didn’t, didn’t already have.”

— LYRICS FROM AMERICA’S "TIN MAN"

America’s 1973 hit song “Tin Man” just as easily could have been named “Scarecrow” — because Oz never did give nothing to the scarecrow — either — that he didn’t, didn’t already have.

Playing the scarecrow in the 1939 classic flick “The Wizard of Oz,” Ray Bolger sang the straw man’s mantra: “If I Only Had a Brain.” Truth be told, the scarecrow had street smarts like no other, despite being diploma challenged. In fact, it was the scarecrow who pointed Dorothy in the correct direction when she came to a fork in the yellow brick road. Without the straw man’s street smarts, Dorothy never would have met the tin man, cowardly lion or Oz, nor found her way home.

Education is essential, but the scarecrow reminds us that colleges haven’t cornered that market. Experience also can be quite the educator, especially when it’s tethered to hard work and common sense. Just ask Joe Lamacchia, a high school grad who over the past 28 years has built a successful $2 million-a-year landscape company.

The president of Newton, MA-based Lamacchia Landscape Construction Corp. has been making headlines across the nation, including being featured on the front of USA Today’s Life section on June 23, for his recently published book, “Blue Collar & Proud of It — The All-in-One Resource for Finding Freedom, Financial Success and Security Outside the Cubicle” (available at www.amazon.com and www.bluecollarandproudofit.com).

Lamacchia’s message is simple: Spending tens of thousands of dollars on college can pay enormous dividends, but it’s a luxury not all can — or need to — afford. Fortunately, many of life’s lessons, including basic business tenets, can be learned in the field from mentors and trial-and-error. Equally important, blue-collar jobs serve as the backbone of America and most can be mastered better with on-the-job training and hands-on experience rather than with textbooks.

That’s why Landscape Management is partnering with Lamacchia, the Green Industry’s Average Joe. We’re launching a new standalone enewsletter, LM podcast: From Joe to Pro, in which Lamacchia shares his success tips and the keys to turning common contractor obstacles into opportunities.

Visit www.landscapemanagement.com/joetopro1 for a sneak listen to our inaugural From Joe to Pro podcast.

Lamacchia, like the scarecrow, knows life’s many paths. He maintains there are numerous avenues to education, success and true happiness — and the lives of my father and godfather confirm that belief.

Dad was gifted in gray matter. He was valedictorian of his high school, graduated with high honors from Georgetown University’s School of Medicine, and was a member of Mensa International — a high-IQ society. My godfather, Uncle Tim, on the other hand, left school in the sixth grade so he could pitch in on the family farm in Galway, Ireland. Years later, he crossed “the big pond,” met and fell in love with Dad’s sister, and took a job for life as a truck driver — a position that enabled him to raise a family and live comfortably and happily until God called him home in 1987.

I was exposed to the best of both collars: My white-collar dad taught me the value of a traditional education, while my blue-collar uncle showed me the utility of street smarts. Whether you’re hiring blue or white collars, our new Uncle Joe can teach you and them what it takes to be a pro. He has a take that America — both the group and the country — can sing about.
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