Curb appeal. The shopping center sign is surrounded by 27 flower beds. The hedge rose and shrubbery are hand pruned for lighting quality and a formal look.

A pleasant stroll. All shrubs are hand pruned so shoppers may enjoy the sitting areas. The hardscapes are checked each season and leveled to prevent tripping hazards.

To everything, there’s a season. There are 47 containers and more than two dozen flower beds throughout the property that are changed seasonally.

Scenic drive. The parking lot is also decorated with lots of color, trees and plants. The concrete parking lot containers are hand watered during a drought to prevent foliage from burning.

Water play. Four fountains are placed in the pond each year to prevent stagnant water.

Clean slate. The walking paths are made from slate chips and raked weekly for a leveled ground.

Landscape Concepts Management, based in Grayslake, Ill., serves Midwestern commercial sites, retail and mixed-use properties, homeowners’ associations, multiunit rentals, educational and healthcare facilities and government agencies. Learn more at LandscapeConcepts.com.
Far East design

Offering Japanese gardens has been both profitable and fun for this Wyoming landscape company.

WHEN AARON RODOLPH, president of Rodolph Brothers, based in Casper, Wyo., first started reading about Japanese garden design, he was amazed how much of the elements he’d already been incorporating into his projects. It’s all about natural flow and placing boulders in just the right way—design elements that Rodolph realized he was already trying to achieve. Since learning more about Japanese gardens, which typically include water, rocks, architectural elements and trees and shrubs, Rodolph has gone on to offer them specifically as a service.

Regardless of whether or not a client asks for a Japanese garden, Rodolph instinctively incorporates similar design elements into his projects, such as natural flow, simplicity and asymmetry, to make the project look more natural.

“I always find that clients end up being struck by the design and saying, ‘Those boulders look amazing,’” says Rodolph. “They don’t realize our eyes are drawn to having things laid out in order and in specific numbers. So we’ll continue to use some of these design principles—such as boulder placement and plantings—regardless of whether it’s a dedicated Japanese design or not.”

But customers who know that Rodolph has studied Japanese gardens specifically ask for them on their landscapes. In those cases, Rodolph strictly adheres to all of the design principles of the art. “I want to ensure that I’m being true to the culture with the design,” he says.

Rodolph acknowledges that Japanese gardens are very specific and may not have broad appeal. He doesn’t promote the service by itself much.

“I’ll bring it up in a design meeting and show some examples of what I’ve done, but if the client doesn’t gravitate that way, it’s not something I push,” he says.

“Doing the whole nine yards with the bonsai trees and everything is certainly not for everyone.”

Still, offering Japanese gardens has been a profitable service for Rodolph. It’s been an interesting offering that separates him from his competitors. And the clients who want a true Japanese garden appreciate the intense studying he’s done.

“People definitely see value in our ability to create these gardens,” says Rodolph. “They’re also willing to pay for our time in finding the unique materials that go into them.

“They understand how much work is involved in finding the plants and ensuring the design adheres to certain principles,” he continues. “I’ve found the clients who want them are willing to pay for design fees on top of all the work.”

Though Rodolph says it’s a lot of work, it’s also something he enjoys. “It may require searching from nursery to nursery to find the exact materials but that’s enjoyable and not something I usually get to do,” he says.

He adds that while the company has offered a comprehensive lineup of services over the last 15 years, “it’s design that’s really my passion. Doing these special gardens is very fulfilling for me and ultimately for the client who gets to enjoy it.”

Payton is a freelance writer with eight years of experience writing about the landscape industry.
WEBINAR #1:
Landscape Bed Weed Control

Thursday, April 25
10 a.m. PT/1 p.m. ET/6 p.m. GMT

WEBINAR DESCRIPTION:
Join Landscape Management for an hour-long webinar on landscape bed weed control. Our experts will cover both the technical side and business side of taking on this potentially lucrative service.

PRESENTERS:

Pre- and Postemergent Weed Control in Landscape Beds

Joseph C. Neal, Ph.D.
Professor of Weed Science
North Carolina State University
Neal is a professor of weed science at North Carolina State University. He has extension and research responsibilities for weed management in landscape plantings, nursery crops and Christmas tree production.

How to Add Bed Weed Control to Your Business

Phil Fogarty
Owner
Weed Man/Lake County
Fogarty is owner of Weed Man of Lake County and Crowley’s Vegetation Management in Euclid, Ohio. He’s an active member of the Professional Landcare Network (PLANET) and its predecessor PLCAA.

MODERATOR:
Marisa Palmieri, Editor of Landscape Management

Sponsored by: SureGuard HERBICIDE
Brought to you by: Landscape Management

DON’T MISS THE FIRST WEBINAR OF THE BUILD YOUR BUSINESS SERIES!
REGISTER NOW! LANDSCAPEMANAGEMENT.NET/WEBINARS
**Weed Alert.com**
The newly redesigned Weed Alert.com allows professionals to search and identify weeds by name, appearance or region. Detailed information about each weed includes description, non-chemical cultural control practices, geographic coverage maps, herbicide use and recommended control products. The Tech Advisor feature lets users interact with experts on specific questions.

**Echelon**
Featuring a dual mode of action, Echelon herbicide controls sedges and other weeds from the foliage down and from the root up, with residual for preemergent crabgrass and *Poa* control. It controls preemergent and early postemergent goosegrass and is available as a sprayable or dry application on fertilizer for most cool- and warm-season grasses.

**Escalade 2**
Escalade 2 combines the power of three herbicides in one pre-mixed formulation for broad-spectrum broadleaf weed control under any environmental condition. It provides control of more than 240 broadleaf weeds, including clover, dandelion, plantain, oxalis, chickweed and other hard-to-control species.

**Solu-Cal with 0.13 percent Dithiopyr**
Solu-Cal with 0.13 percent dithiopyr is a broad-spectrum herbicide for early postemergent control of crabgrass and preemergent control of more than 40 grassy and broadleaf weeds. The non-staining, low-odor formulation delivers Solu-Cal Enhanced Calcitic Lime and herbicide in a one-pass application and offers season-long control of other grasses and broadleaf weeds.

**Spread it & Forget It with herbicide**
New Spread it & Forget It controlled-release fertilizer, available with Barricade preemergent herbicide or Dimension specialty herbicide, has been added to Agrium’s line of slow- and controlled-release fertilizer technologies. With a choice of Barricade or Dimension impregnated into the granule, users fertilize once up to every six months, while getting preemergent crabgrass control.

**Spread it & Forget It**
with herbicide

**Agrium Advanced Technologies**

**Nufarm**

**FMC**

**PBI-Gordon Corp.**
NEW Negate 37WG
New Negate herbicide works by inhibiting the growth enzyme acetolactate synthase (ALS). It controls more than 35 grasses and broadleaf weeds in bermudagrass and zoysiagrass, including Poa, ryegrass, clover, dandelion, henbit, chickweed and prostrate spurge. The wettable granule formulation is available in a 1.5-oz. pack, which treats one acre. Quali-Pro, a division of Control Solutions // Quali-Pro.com/negate

Xonerate
Xonerate is available in a water-dispersible granule formulation and offers selective removal of Poa annua in warm-season turfgrasses, including seashore paspalum and bermudagrass. Xonerate works as it’s absorbed by plant leaves and roots. It inhibits photosynthesis in sensitive plants; with Poa annua, the weed turns brown. Arysta LifeScience North America // ArystaLifeScience.us

Professional landscape design/build contractors, this website is for you!

Exclusive “members only” access is just $14.95 per month—less than one yard of mulch or a 3-gallon shrub!

Check out what this incredible online community has to offer!

Visit FromDesign2Build.com today!
Monument 75WG
A broad-spectrum, selective, postemergent herbicide, Monument 75WG controls all major sedges and more than 40 other weeds. It’s available in new individual 0.5 gram premeasured packets to add to 2 gal. of water in a backpack or hand-held sprayer. It’s effective on dandelion, crabgrass (suppression), nutsedge, clover and spurge, among others.

Syngenta // GreenCastOnline.com

A.D.I.O.S.
A.D.I.O.S. is an odorless, foliar systemic herbicide. It’s a selective postemergent for broadleaf weed and crabgrass control and is labeled as a minimum-risk pesticide. No buffer zone is required next to drinkable wells.

Tech Terra Environmental // TechTerraEnvironmental.com

Clipper aquatic herbicide controls many tough aquatic plants—including duckweed and watermeal—and has activity on some algae. Available in a new 1-lb. package, Clipper dissipates quickly from the water column and does not accumulate in the sediment. It has minimal irrigation restrictions and does not require perfect coverage for results.

Valent Professional Products // ValentPro.com/clipper

Bayer Specticle G
New Specticle G preemergent herbicide provides up to six months of broad-spectrum weed control for use in landscapes, including mulched areas and around ornamentals, and in warm-season turf. It protects against a broad spectrum of more than 80 grassy and broadleaf weeds, as well as annual sedges.

Bayer // BackedByBayer.com

Defendor
New postemergent Defendor specialty herbicide is designed to be applied when it’s too cold for other broadleaf herbicides to be effective. It provides early-season control of dandelions, clover and other winter annual and perennial broadleaf weeds, on both cool- and warm-season turf. It also provides activity at low use rates (0.013 lb. a.i./A).

Dow AgroSciences // DowProvesIt.com
ANNUALS AND PERENNIALS

Polygonatum odoratum ‘Variegatum’
The Perennial Plant Association named Polygonatum odoratum ‘Variegatum’ its 2013 Perennial Plant of the Year. Commonly known as Variegated Solomon’s Seal, this all-season plant has greenish-white flowers in late spring. Hardy in USDA Zones 4 to 8, its variegated foliage turns yellow in the fall and grows well in moist soil in partial to full shade.

Wayside Gardens // WaysideGardens.com

Zinnia ‘Profusion Double Hot Cherry’
‘Double Hot Cherry,’ a 2013 All-America Selections Bedding Plant Award winner, offers an abundance of deep-rose double flowers. Plants mature to between 8 and 14 in. tall and feature disease resistance to Alternaria and powdery mildew.

Sakata Seed Corp. // SakataOrnamentals.com

‘Amethyst’ coral berry
The Association of Specialty Cut Flower Growers recently named ‘Amethyst’ coral berry its 2013 Cut Flower of the Year woody plants winner. Hardy in USDA Zones 3 to 7, the deer-resistant plant features a neat habit and is bred for perennial or cutting gardens. Small white midsummer flowers produce hot pink berries in late summer.

Proven Winners // ProvenWinners.com

E-750 Electric Wheelbarrow
By PowerPusher

Move more.
Move it faster!

Improve productivity and profits.
- Work earlier and later without noisy gas engines
- Reduce damage from heavy equipment
- Move up to 750 lbs at 3 mph
- Rugged, high torque, easily recharged
- 9 cu ft capacity with power dump
- Improve safety, reduce injuries

G-Lux plug n’ play
Professional series with solid cast brass housing, heavy weight construction and IP68 rated.

replace bulbs
Direct LED replacements for common Incandescent and Halogen bulbs.

landscape fixtures
Light fixtures for landscape applications such as garden, path, fountain, and pond lighting.

Order by 1:00 p.m. CST for same day shipping.

compare at $39.95

39.95

www.electric-dumper.com

©2012 NuStar, Inc.

superbrightleds.com

Fast Delivery • Always In-Stock • 866-590-3533

$39.95
IN OTHER PRODUCT NEWS…

Watering rod
The new Watering Rod is a 3/8-in. steel tube with a bullet tip to water roots without the runoff associated with surface spraying. It’s available in 8-, 18- and 36-in. lengths. To use, connect a regular garden hose to the Tri-Con spray gun and insert the rod downward into the soil.

Tri-Con Sprayers // TriConSprayers.com

‘Feelin’ Sunny’ deodar cedar
This Monrovia-exclusive dwarf-spreading evergreen has an irregular growth habit. It’s been bred to contrast against darker green conifers and deciduous trees, especially in rock and container gardens and other small spaces. It does best in partial to full sun in USDA Zones 7 to 9, and once established, needs only occasional watering.

Monrovia // Monrovia.com

Echinacea ‘Secret Affair’
‘Secret Affair’ is a double-flower that combines tyrian-rose, mauve and lavender colors. Possessing a low-branching habit with foliage to the base of the plant, it’s the newest addition to Terra Nova’s Secret Series. Bred for mixed beds and mass landscapes, it performs well in USDA Zones 4 to 9.

Terra Nova Nurseries // TerraNovaNurseries.com

MORE confidence.
Use it on any cool-season turf, any time during the season, and control virtually any broadleaf weed. And do it all without any surprises. That’s how Escalade® herbicide gives you more confidence where it matters most.

Escalade®
More where it matters most.
www.nufarm.com/usto

©2013 Nufarm. Important: Always read and follow label instructions. Escalade® is trademark of Nufarm.
CLASSIFIED SHOWCASE

Payment must be received by the classified closing date. We accept Visa, MasterCard, and American Express.

Mail LM Box # replies to:
Landscape Management Classifieds, LM Box #____
1360 E. 9th St., Ste. 1070
Cleveland, OH 44114
(please include LM Box # in address)

Don’t miss an issue!

Every month the Classified Showcase offers an up-to-date section of the products and services you’re looking for. Don’t miss an issue!

Business Opportunities

- Incorporate for as little as $99

Visit www.thencompany.com or call 800-616-0216

Green Landscape Design Inc
1530.363.9797
516.393.3697

SOLAR POWERED

Keep your business growing.
Advertise in Landscape Management.
Contact Kelli Velasquez today:
216.706.3767
kvelasquez@northcoastmedia.net

For Sale

- Need a landscape design?
- We use:
  • your photos
  • your measurements
  • your client’s wish list

Sell more jobs with professional designs that you present. Scaled plans with photo imaging. Zones 3-7. Se habla español.

Green Landscape Design Inc
1530.363.9797
516.393.3697

RESOURCES

FLORASEARCH, INC.
In our third decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide.

Retained basis only.
Candidate contact welcome, confidential and always FREE.
1740 Lake Markham Road
Sanford, FL 32771
407-320-8177  Fax: 407-320-8083
E-mail: search@floraearch.com
www.floraearch.com

CLASSIFIED

ADVERTISING INFORMATION

Call Kelli Velasquez at
216-706-3767
Fax: 253-484-3080
E-mail: kvelasquez@northcoastmedia.net

BUSINESS OPPORTUNITIES

APRIL 2013 | LANDSCAPEMANAGEMENT.NET 79
George Gaumer

Retired v.p. and general manager of Davey Commercial Grounds Management, Kent, Ohio

Who’s your mentor? If I had to pick one, it would be my father. But here at Davey there are a lot of folks who have championed me and helped me along the way. My dad ran a landscape company in Warren, Ohio. He was a good general landscape professional and taught me a lot about values.

You retired last month after 36 years at Davey. What’s changed the most about the Green Industry during that time? The first thing that comes to mind is government regulations. They’re so much more difficult to adhere to today. Another change is all the litigation has created a tremendous trickle-down effect. Our health care costs have been driven through the roof. It has hit landscape businesses in contract costs: insurance, indemnification and holds harmless contracts and various wage and hour issues. All of us in leadership positions have to make sure all the Ts are crossed and Is are dotted. Some of my compatriots in the industry don’t read contracts closely enough and that can expose you to serious risks.

Davey is now 14 times the size it was when you joined it as a $50 million company. What's driven the company to such heights? A couple things come to mind: One is employee ownership. We all own a piece and that creates a great deal of motivation. Also, it’s very fiscally sound. That’s allowed us to take advantage of some growth opportunities, like acquisitions or big contracts. We’ve been conservative over the years and it’s served us really well.

What are you most proud of accomplishing during your career? I’d have to say it’s this last phase of my career where we basically started the commercial grounds maintenance division. Around 1996 the commitment was made and we started with a talented team of guys here. We were able to build the systems and the branch network and a whole separate division. And, within our grounds management division we have a division that focuses on just golf course maintenance. We’re up to 750 people and I’m really proud of seeing that develop over 16 years. Another thing I’m proud of is having a great team in this succession. They have a tremendous level of experience and energy and they’re going to do a great job.

What advice do you have for young landscape professionals who are company execs rather than sole owners? When you look at the role you play in a company, it’s important to realize it was there before you got there and it will probably be there after you leave, so realize you’re responsible for moving forward the legacy. It’s about doing your job and handing it off in better shape. That’s always served me well.