Deck boxes
Help customers store outdoor cushions, flower pots and more. Available in large (42 by 22 by 22 in.) and king (60 by 28 by 24 in., pictured), these deck boxes feature watertight storage and base panel openings that allow for air circulation. They’re manufactured from a high-grade synthetic for the look of real wood without the maintenance.
Highwood USA // Highwood-USA.com

Bufftech Danbury picket fence
Replicating the look and feel of true wood, Danbury with Select Cedar is now available in white, almond, natural clay, arbor blend, arctic blend, sierra blend (pictured) and weathered blend. The easy-to-install, 4-ft.-tall fence offers weather-resistant vinyl construction that the company says will not corrode, peel or discolor. Reinforced bottom rails eliminate sagging and bowing.
CertainTeed Corp. // CertainTeed.com

Decorative metal and plastic grates
Trade up to decorative channel and catch basin grates for incremental sales and profit by offering a decorative option for a premium for new or replacement grates. They’re available in grey, black, green or desert sand colors, plus cast iron. Designed for flow rates greater than 14 percent, the channel grates are heel proof and compliant with the Americans with Disabilities Act.
NDS // NDSPro.com

For over 40 years, Air-O-Lator has been making eco-friendly, high performance products. Font’N-Aire fountains combine aesthetic beauty with a natural way to improve water quality and health. Backed by outstanding customer service, Air-O-Lator fountains are easy to install, service and upgrade.
www.airolator.com 800-821-3177
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)

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!
LM150 list to be released

Next month we release the LM150, our annual list of the largest companies in the Green Industry, ranked by revenue. Check the pages of Landscape Management’s June issue or visit LandscapeManagement.net to see which companies made the list—and what new ideas these large companies are implementing that companies of all sizes can learn from.
Bill Cox
President of Lawn Management Co. (LMC), Houston

Who’s your mentor? Dr. Steven Hotze, CEO of Hotze Health & Wellness Center in Houston. I’ve known him for 35 years. Our kids went to school together. In my opinion, he’s a pioneer in innovating unique business practices that differentiate your business from the competition.

He inspired me to take service to a higher level and encouraged me to take best practices from all types of industries—not just landscaping—and use them in my own business.

How do you build your business? By hiring exceptional people, who in turn provide outstanding customer service. The ideal way to grow your business is to grow organically through referrals and existing customers. Ninety percent of our business comes from those two things.

LMC has an official customer philosophy. Why? It keeps us on track. We live by these principles every day, whether it’s focusing on customer service, helping clients problem solve or listening to them. If you listen to your customers, then you can deliver what they want. If we can align ourselves as their partner, then we’ve become more valuable to them and our relationship is strengthened.

Customer appreciation also is part of LMC’s philosophy. Yes, you can’t say “thank you” enough. We’ll take clients to lunch or a ballgame, for example. It’s just common courtesy. When someone buys something from you, you should say “Thank you.” It creates a tighter bond with the customer and has helped us grow the business a lot.

How do you ensure the philosophy is being practiced? If we have happy employees and happy clients we know it’s being practiced.

Tell us a little bit about LMC H2O. It’s our smart water management program designed to conserve water, save our clients money and maximize efficient water use on our clients’ properties. It’s an amazing system. From it, our clients have realized a 20 percent to 40 percent reduction in their monthly water usage.

You just celebrated your 33rd anniversary in the landscaping industry. What have you learned in that time? The more I give back to others the more successful I become.
THE NEW GENERATION BASIC.

**Adding value and versatility with the broadest portfolio of actives in the industry**

NEW Innovative Products

*Unique Formulations*

**Fungicides**

*Contact & Systemic*

**Herbicides**

*Pre and Post-Emergent*

**PGR**

**Insecticides**

*Liquid and Granules*

Find out more about these and our 45 other products at quali-pro.com

©2013 Quali-Pro. Quali-Pro is a registered trademark of MANA. Always read and follow label directions. Follow us on Facebook, LinkedIn, Twitter, and Instagram. Basically Better.