

# LANDSCAPE MANAGEMENT



On the cover: Irrigation service can become a profit center. Cover photo by Larry Kassell.

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**COVER STORY: SELL... INSTALL...MAINTAIN**

by Jack Simonds. It's not the easiest job in the world selling irrigation systems to commercial establishments in the East and Midwest. But it can be done.

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**BIDDING TO WIN IN A SOFT ECONOMY**

by Phil Christian. Recession thinking increases the demand for holding or reducing the cost of maintaining property. To win and retain projects, look for your 'competitive advantage,' and modify your service strategy.

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**TO BUILD AND PRESERVE**

by Jack Simonds; photos by Larry Kassell. Protecting the existing environment must be a major concern when planning a golf course expansion project. It's not an easy task, but an important one, as these planners recently found out.

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by Fredric C. Haskett. If your company uses pesticides and fertilizers and is without an integrated system of safe storage, handling and recycling, you are exposing it to risk.

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by Michael A. Jinks and G. Allen Mayer. Landscapers must be more environmentally conscious about minimizing landscape waste. Picking the right fertilizer by studying the on-site effects of numerous N sources helped at Aurora University in Illinois.

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by Ed Wandtke. Each day, more than five percent of service industry workers have an accident. Here's a look at how the costs add up.

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