

INSIDE

THE VOICE OF THE GREEN INDUSTRY

LANDSCAPE management



FEATURES

SPECIAL REPORT

**22 CONSOLIDATION PART 2:
THE RACE TO INTEGRATE**
Consolidators have to get it
together to get your business
BY SUSAN GIBSON

**26 WHAT PROPERTY MANAGERS
WANT FROM YOU**
Two pros tell us what it's all about
BY GEORGE WITTERSCHEIN

30 NOBODY'S STANDING PAT
Independents seek alliances with
property managers
BY RON HALL

**34 WHO'S WHO IN PROPERTY
MANAGEMENT**
BY GEORGE WITTERSCHEIN

36 LM REPORTS: SPREADERS
Just in time for spring
BY CURT HARLER

INSECT CONTROL GUIDE

**40 COOL-SEASON TURF'S PUBLIC
ENEMIES**
BY PATRICIA J. VITTM, PH.D.

**42 WARM-SEASON INSECTS:
PREDICTING THE CRIME**
*BY RICK L.
BRANDENBURG, PH.D.*



**46 ORNAMENTAL INSECT CONTROLS:
CHANGES TO COME**
BY DAVID SHETLAR, PH.D.

50 8 STEPS TO CREW EFFICIENCY
Make your crews more profitable
BY JERRY GAETA

**54 1999 TRUCK GUIDE: THEY GET
YOUR WORK DONE**
LM's Guide to Trucks & Accessories
BY ROBERT E. REAVES

Visit us on the web at www.landscapegroup.com

COLUMNS

8 OPENING SHOTS
Goodbye to my old gang

10 ASK THE EXPERT
Hosta spots, lacebugs

DEPARTMENTS

14 HOT TOPICS
TGCL's landscape divisions;
gray leaf spot alert

70 EVENTS

72 PRODUCTS

77 CLASSIFIED

79 AD INDEX

80 GRAB BAG
Hot markets; best lawn

ON THE COVER: PHOTO COURTESY OF
KAREN BUSSOLINI PHOTOGRAPHY

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc., 131 W. First St., Duluth MN 55802-2065. **Subscription rates:** one year, \$39, two years \$58 in the United States & Possessions; \$66 for one year, \$99 for two years in Canada and Mexico; all other countries \$130 for one year, \$195 for two years. For airmail delivery, include an additional \$70 per order annually. Single copies (pre-paid only): \$4 in the United States; \$7 in Canada and Mexico; \$12 all other countries. Back issues, if available: \$8 in the U.S.; \$14 in Canada and Mexico; \$24 all other countries. Add \$5 per order for shipping and handling. **Periodicals postage paid** at Duluth, MN 55806 and additional mailing offices. **POSTMASTER:** Please send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806. Canadian G.S.T. number: R-124213133. Publications Mail Agreement Number 841919. Printed in the U.S.A.

Copyright ©1999 Advanstar Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including by photocopy, recording, or information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923 phone: 978-750-8400 fax 978-750-4470; call for copying beyond that permitted by Sections 107 or 108 of the U.S. Copyright Law. For those not registered with the CCC, send permission request in writing to Permissions Dept. Advanstar Communications Inc., 7500 Old Oak Blvd., Cleveland, OH 44130 or fax to 440-891-2740.

