

INSIDE

THE VOICE OF THE GREEN INDUSTRY

LANDSCAPE management



FEATURES

SPECIAL REPORT

23 STATE OF THE INDUSTRY '99
The landscape industry keeps in stride with booming U.S. economy
BY LM STAFF

47 GET WITH THE PROGRAM!
Read what these winners have learned about building teams.
BY GEORGE WITTERSCHEIN

56 HOSTA-ILE TERRITORY
Hostas—great problem solvers for shady sites. Here are the best.
BY ANDREW SPARKS

62 TREE SPECIALIST TO THE STARS
Salinas Landscaping develops happy clients among LA's elite.
BY DON DALE



COLUMNS

8 OPENING SHOTS
Sitting in Alan Greenspan's chair

78 ASK THE EXPERT
Spruce problems, quackgrass, fire ants

81 ARBORVIEW
Trees info on the Internet

DEPARTMENTS

11 HOT TOPICS

68 OPERATIONS NOTEBOOK

82 JOBTALK

86 EVENTS

88 SUPPLIER NEWS

93 PRODUCTS

97 CLASSIFIED

99 AD INDEX

100 GRAB BAG

ON THE COVER: RESIDENTIAL LAWN PHOTO PROVIDED BY GRANT HEILMAN PHOTOGRAPHY INC., LITITZ, PA



70 A NEW LOOK AT FERTIGATION
It may be the cost-effective alternative you need for the property you manage.
BY ROBERT REAVES

74 KEYS TO SATISFYING CLIENTS
Tips from the pros about putting smiles on your clients' faces.
BY ROBERT REAVES

76 WESTFIELD HAS IT ALL
This insurance company in Westfield, OH, earned the PGMS Grand Award as an office park.

84 LM REPORTS: GET A RISE OUT OF YOUR EQUIPMENT
Use these aerial and bucket lifts.
BY CURT HARLER

VISIT US ON THE WEB AT
WWW.LANDSCAPEGROUP.COM