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INSIDE



22

COLUMNS

- 8 OPENING SHOTS
- 10 ASK THE EXPERT
- 12 ARBOR VIEW

DEPARTMENTS

- 14 HOT TOPICS
- 79 EVENTS
- 78 PRODUCTS
- 87 CLASSIFIED
- 89 AD INDEX
- 90 GRAB BAG

ON THE COVER: PHOTO COURTESY
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FEATURES

SPECIAL REPORT

- 22 **MAKE CONSOLIDATION WORK FOR YOU**
We chronicle who's consolidating and how to make the best of it
LM STAFF REPORT
- 23 **NEW PLAYERS, NEW RULES**
Big consolidations are changing the industry forever. Here's how.
- 28 **WHO'S CONSOLIDATING?**
- 33 **HOLD 'EM OR FOLD 'EM**
Contractors — sellers & independents — speak out
- 39 **SELLING? GET HELP NOW**
- 42 **STAYING INDEPENDENT**
There are plenty of ways to compete with the big boys

- 44 **LM REPORTS: WALK-BEHIND MOWERS**
New, productive machines
CURT HARLER

WEED CONTROL GUIDE

- 52 **CONTROLLING CRABGRASS IN COOL-SEASON TURF**
BY ZAC REICHER, PH.D.
- 58 **THE SOUTH'S ORNERY NEW WEEDS**
BY BERT MCCARTY, PH.D.



52

58

- 64 **TOP 10 ORNAMENTAL WEEDS**
BY JEFFREY F. DERR, PH.D.
- 70 **TIME TO ADD A NEW SERVICE?**
Know what's profitable first
BY ED WANDTKE, MBA
- 74 **AWARD-WINNING LANDSCAPE MANAGEMENT:**
Post Dunwoody Apartment Homes
- 76 **TAKE THE PLUNGE INTO IRRIGATION**
This add-on service can be a natural
BY PALMA PATRUCCI

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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.

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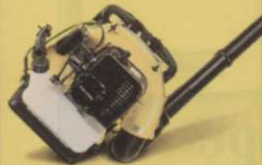
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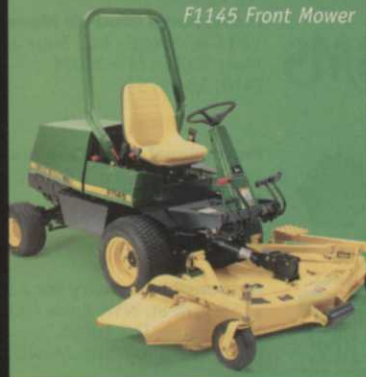
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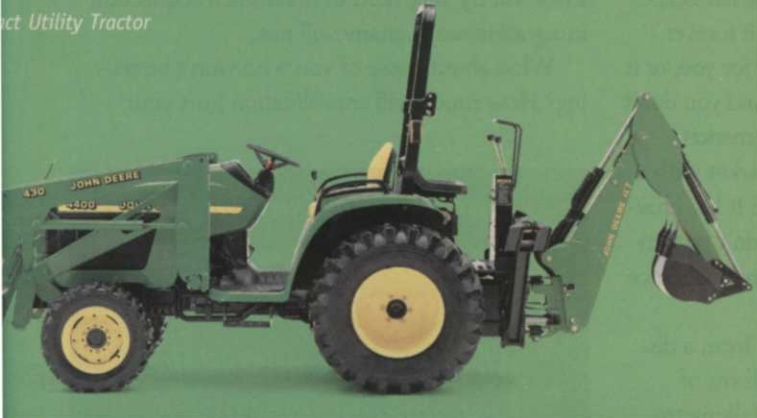
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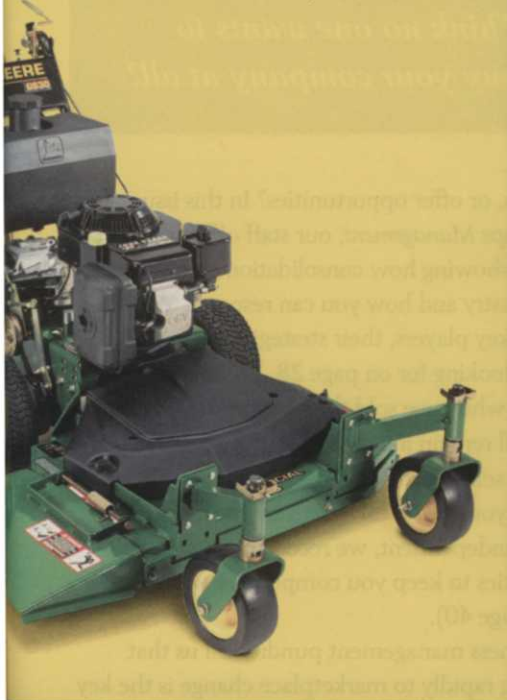
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Sue Gibson

SUE GIBSON
Executive Editor

Wonder if consolidation is a fad? Don't think so. The flow of millions of dollars into the landscape industry has changed it forever. This can be bad news for you, or it can be the opportunity of a lifetime. And you don't have to sell out to succeed in this new market.

I've watched this consolidating market with a mixture of admiration and confusion. It has characteristics that are familiar but I couldn't put my finger on it until I realized it's like a mating dance or courtship ritual. Think about it.

Two organizations eye each other from a distance, start a form of courtship by talking together (sometimes in secret) and exchanging confidences, and then the fun begins. The buyers may hear rumors that some other organization is interested in the target company and press their suit more strongly, perhaps upping the ante. When the seller finally commits and both organizations reach an accord, they boldly and happily announce their intentions

to the world. These announcements have come so rapidly lately it seems like everyone is getting "hitched."

If our industry's companies were Wall Street's "wallflowers" before, they're suddenly much in demand. The giddy deal-making and cashing in after hard years establishing a business is wonderful for those involved, and we wish them the best of luck in their new organizations and ventures.

It will be interesting watching from the sidelines as the fallout begins, and the inevitable number of failed acquisitions happen. According to Allan Springer, vice president, business development for GrowScape LLC (a new consolidator), statistics show that 57% of the acquisitions made in the last 10 years failed to meet the original objectives. Sounds like the U.S. divorce rate statistics.


Despite lengthy and careful due diligence, despite strong intuition, despite the fact that both sides will try very hard to make each acquisition integration work, many will not.

What about those of you who won't be selling? How much will consolidation hurt your

- ▶ *Worried that consolidated landscape companies will steal your business?*
- ▶ *Afraid you've missed the best opportunities to sell your company?*
- ▶ *Think no one wants to buy your company at all?*

business, or offer opportunities? In this issue of *Landscape Management*, our staff offers the first of a series showing how consolidation has affected the industry and how you can respond. We profile the key players, their strategies and what they're looking for on page 28. We talk to contractors who have sold their businesses and those who will remain independent (page 33). If you want to sell, we sift through the finer points of making your best deal (page 39). And if you're staying independent, we recommend some opportunities to keep you competitive with the big boys (page 40).

Business management pundits tell us that adapting rapidly to marketplace change is the key to staying competitive. Whatever your situation, consolidation brings new threats, opportunities and decisions. **LM**



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How to prune euonymous

How do you prune *Euonymous alatus compacta* (burning bush) when used in a formal landscape—best time, worst time, promoting new bud growth and fall color?

—MICHIGAN

The burning bush (*Euonymous alatus compacta*) is a spring blooming plant. These shrubs, and small trees such as redbud, flowering or Kousa dogwood, forsythia, mountain laurel, privet, magnolia, crabapple, mock orange, rhododendron and lilac produce flowers on last year's wood. They produce flower buds late in the season, so if they are pruned during the dormant season in winter, they will not have flowers the following spring. Therefore, to maximize flowers and colorful berries, burning bush should be pruned after blooming.

However, winter pruning can help determine the architecture and shape of the plant. If there are any crossing branches, they are easy to notice and can be pruned off at this time.

Some of the burning bush plants may reach the size of a small tree. These small tree-type plants can be best trimmed during the dormant season. Recognizing branching structural defects and making proper collar cuts is easier without the leaves.

Another euonymous question

What would cause winged euonymous leaves to fold? Inside the

fold were egg masses and some leaves had extensive notching, similar to black vine weevil adult feeding damage. But we usually see black vine weevil damage later than this. We also found some weevils that looked different from black vine weevil.

—CONNECTICUT

Your problem may be the adult two-banded Japanese weevil, a pest on ornamental plants such as azalea, dogwood, euonymous, forsythia, holly, lilac, privet, rhododendron, rose, spirea and viburnum in several eastern states.

This weevil has a much-broadened abdomen and a short snout, is gray to dark-brown in color with two dark bands on the wing cover. They are about 1/5 to 1/3 inches in size. Their larvae are like the black vine weevil, but shorter, legless and 3/8 inch long.

The two-banded Japanese weevil can overwinter as eggs, larvae or adults in debris, and becomes active from April to July. During June, newly emerged adults (developing from immature overwintered adults) can be found along with old adults, which have duller markings. This weevil has one generation per year with overlapping stages of life.

These weevils become active two to four weeks earlier than black vine weevils. Around May, eggs are laid in leaves on the ground or on the plant. The adults use their legs to fold the leaf edges, then deposit one to nine eggs. Eggs hatch, larvae

crawl from the leaves, then burrow into the soil and develop on roots.

Unlike black vine weevil, the adult feeding of the two-banded Japanese weevil is reportedly greater than the larval damage. Adults feed by day and remain on the host at night. Black vine weevils feed at night, take shelter during day at the base of plant in debris and can be easily trapped. Since two-banded Japanese weevils stay on the plant, the trapping technique using boards, etc., will not be practical. However, at night you can place some paper or sheets on the ground and shake the plant to dislodge the insect.

It is also possible you may find both two-banded Japanese weevil and black vine weevils on the same plant and both will cause similar crescent-shaped feeding notching damage. The two-banded Japanese weevil often feeds in clusters and can defoliate the plants by late summer.

Mechanical removal may not be very effective because adults emerge over an extended period. To date, all the adults have been found to be female, which probably means females can produce viable eggs without mating. Insecticides used for black vine weevil management may also work for two-banded Japanese weevils, but the timing should be two to three weeks earlier than black vine weevil management. This needs further research to determine the product efficacy. **LM**



BALAKRISHNA RAO

Manager of Research and Technical Development for the Davey Tree Expert Company, Kent, Ohio

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Readers speak up on choosing tree species



Nancy Stairs

NANCY STAIRS
Technical Editor

I recently received some responses to my February column, an embarrassment of riches but greatly appreciated. Each person had something to add to my points, an example of the wide range of knowledge and experience that exists in the green industry.

Thomas Smith, of Spring Grove Cemetery and Arboretum, Cincinnati, OH, called and, as an educator, expressed his eagerness to get out information on the use of native trees. He even offered the use of his extensive slide materials. It was a generous and appreciated offer that I hope

to be able to use in the future.

Jim Wollney, of Church Landscape, Wadsworth, IL, sent a fax that told me that I wasn't the only one who looked at trees. Jim's point was that tree form is also a valuable landscape consideration:

"I also think that there are different forms of trees to use besides the lollipop we typically plant. I enjoy seeing low branches and clump forms of ash and linden in the wild areas."

The visual variety that exists in nature can be an attractive addition to a landscape. Multi-stemmed trees, properly chosen and situated, are another way of adding to the character of a location. When they have an interesting bark texture or color, the effect is further enhanced. Crimson King maples are nice in their place, but there is room for so much more variety. We need to educate ourselves AND our clients.

Regulating biodiversity?

Tom Knowles, an urban forestry consultant in Columbia, SC, e-mailed me with a thought on taking diversity too far: "One community in our area is currently considering changing their existing tree and landscape ordinance to reflect an increase in biodiversity concepts.... Anyway, this community is considering a species make-up requirement of no

more than 10% of a single species on any commercial property. This means that on new landscapes being developed within the town limits, the landscape contractor would be required to plant no more than 10% of material in any one species. Now typically, a commercial site may have 4 to 6 street trees on the site. Can you imagine...1 oak, 1 maple, 1 ash, 1 birch, etc?...

"My point is, we have to be careful how we promote species diversity and be REAL about it. This community is getting ready to adopt something that may be a nightmare to look at in 10 to 20 years. Species diversity needs to be studied on a regional or community-wide basis."

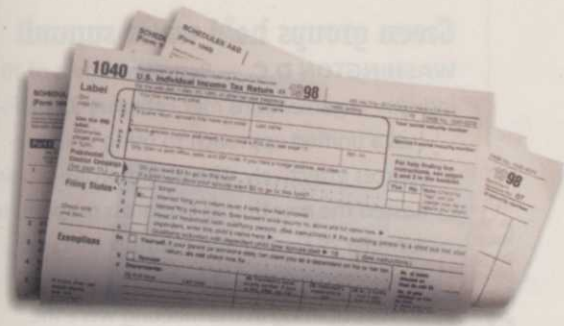
Tom's point shows us how a little knowledge can be a dangerous thing. A well-meaning group of people, no doubt, but the need for professional, balanced input is essential. There are a number of ways to address tree species choices in the community. This could include:

- * a list of approved species for the community, regularly updated
- * a rebate through a local nursery for people who purchase approved species
- * knowledgeable decisions on tree species choices made for community property
- * planning, by not planting a single species in a neighborhood, but using a variety.

The situation brings us around, once again, to my comment in February that short-sightedness and a lack of familiarity with trees can lead to some poor decisions. This could be said about many local issues. The involvement of knowledgeable professionals in the community is an essential contribution.

I want to thank the people who commented on my last column. And to those of you who have sent your comments on previous columns, I may not get a column out of them, but I do keep them on file, as a reminder of what I am doing right and wrong.

Agree/Disagree? Comments/Questions? Column Suggestions? Let Nancy Stairs know at 440/891-2623. Fax: 440/891-2675. E-Mail: nstairs@advanstar.com



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Ruppert goes from boardroom to farm

Craig Ruppert is working his farm and he likes it.

Ruppert, who built a landscape company with revenues of \$45 million a year and, for several months, was the head of the landscape division of TruGreen-ChemLawn (TG-CL), now manages his 300-acre nursery and farm in rural Maryland. Helping him is Chris Davitt, former Ruppert Landscape Senior Vice President of Operations.

"Ruppert Nurseries, which has always been a separate company, was not included in the acquisition," says Ruppert. "We're now rolling up our sleeves in that business and plan to grow it."

Late last summer TG-CL purchased Ruppert's Maryland-based landscape company, at the time, the third largest landscape company in the country. Prior to their departure, Ruppert led TG-CL's landscape division from his Ashton, MD, location in addition to managing the company he had built; Davitt managed the East Division.

"Despite being a strategically sound move, the changes that accompanied ServiceMaster's acquisition of LandCare—including moving certain corporate functions from Ashton to Memphis—gave us reason to be concerned about our ability to influence and control the future in the way that we had hoped,"

explains Ruppert. TG-CL and LandCare had been competing to acquire landscape companies throughout 1998. SM's (parent company of TG-CL) stock-for-stock fold-in of LandCare, based in Houston, should be completed by the end of March.

"TG-CL has a big job integrating these companies into one strong company, but I think they'll build a successful national landscape com-

pany," Ruppert adds. "Paul Anderegg (TG-CL) is an excellent manager, and I enjoyed working with him, as well as with Dave Slott (TG-CL)."

As for the landscape company he built and is now no longer a part of, Ruppert says it remains in capable hands with Don Jarratt, Ken Hochkeppel and a host of talented managers.

"While the decision to leave was difficult and I miss the challenges of directing a large company, I'm very happy to have cut down on my traveling and to have so much more time to spend with my family and my community activities," says Ruppert. "I'm also very happy to continue working so closely with Chris Davitt and with my brother, who has managed the nursery since 1990."



[CLIPPINGS]

Green groups hold water summit

WASHINGTON D.C. — Representatives of 10 industry organizations met February 22 to discuss a unified approach to using water resources effectively. The Irrigation Association hosted the meeting as Congress prepares to consider changing and reauthorizing the Clean Water Act.

Participating in the meeting were the American Society of Irrigation Consultants, the American Water Resources Association, the Associated Landscape Contractors of America, the Golf Course Superintendents Association of America, the National Association of Conservation Districts, the National Association of Water Companies, the National Ground Water Association, the United States Golf Association, the U.S. Committee on Irrigation and Drainage and the Water Environment Federation.

Yazoo/Kees set to acquire Dig-It tractor, Huskie vehicles

JACKSON, MS— Yazoo/Kees is acquiring HCC's Dig-It tractor and towable backhoe products, the Huskie utility vehicle product line and the Power King garden and estate tractor line. The manufacturing of the three product lines will be moved to the 166,000 sq. ft. Yazoo/Kees manufacturing facility and corporate office in Jackson, MS. This transition is expected to be completed in four to six months.

PHC to market four new microbial-based products

PITTSBURGH, PA — A venture between Plant Health Care, Inc. (PHC) and Ecogen, Inc. allows PHC to sell four new biopesticide products into the U.S. commercial turfgrass, landscape and garden markets under its own label. The EPA-registered products will be packaged by PHC at its production facility in Pittsburgh. Like other PHC products, the new biopesticide products contain microbial-based active ingredients. AQ10™ is a selective fungal hyperparasite used to control powdery mildew. Cruiser® contains beneficial insecticidal nematodes that control Japanese beetles and other white grubs, billbugs and sod webworms. Crymax® and Lepinox™ are advanced *Bacillus thuringiensis* (Bt) bioinsecticides that protect ornamental, fruit and nut trees, bedding plants and turfgrass from caterpillar/worm pests, says PHC.

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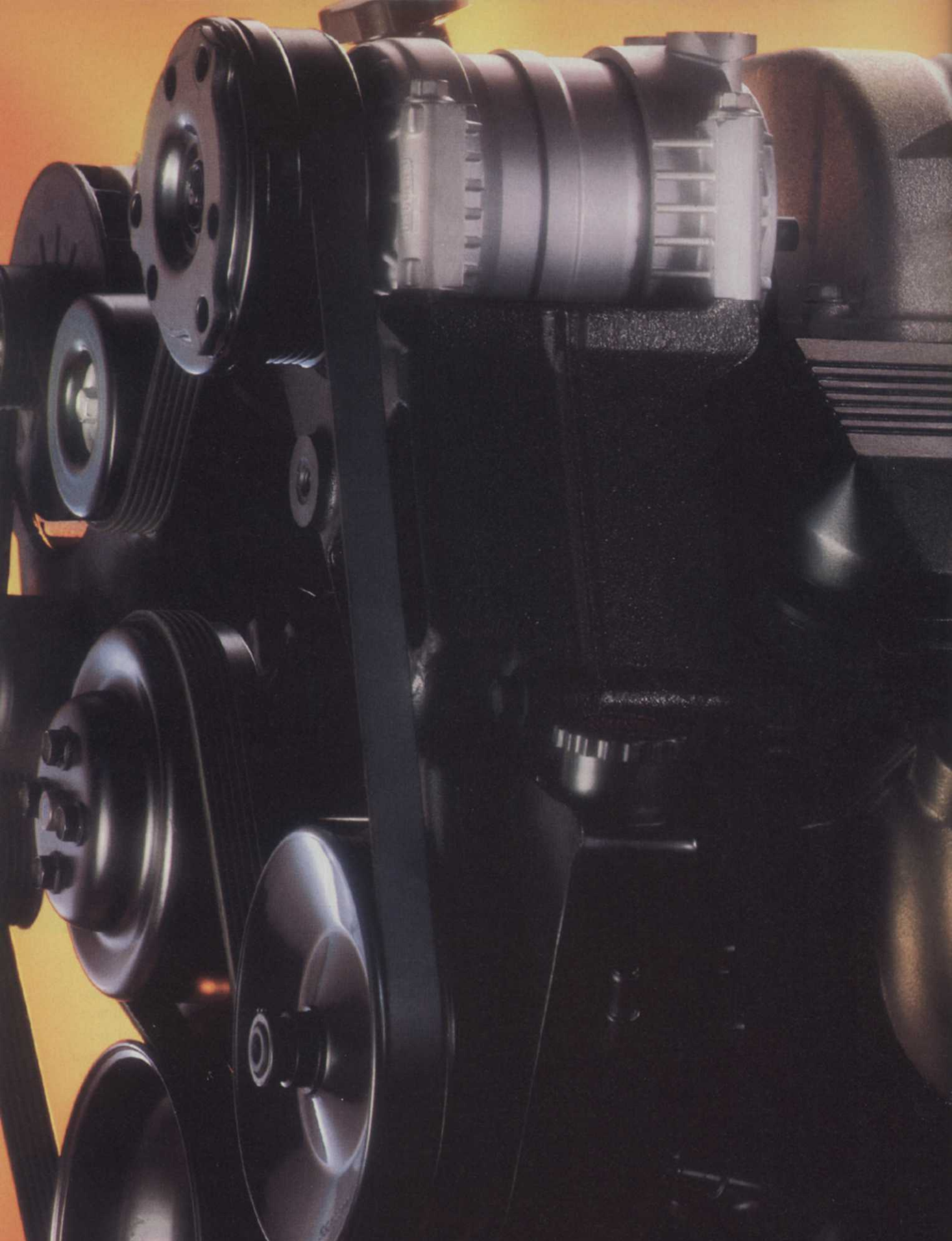
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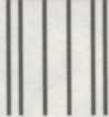
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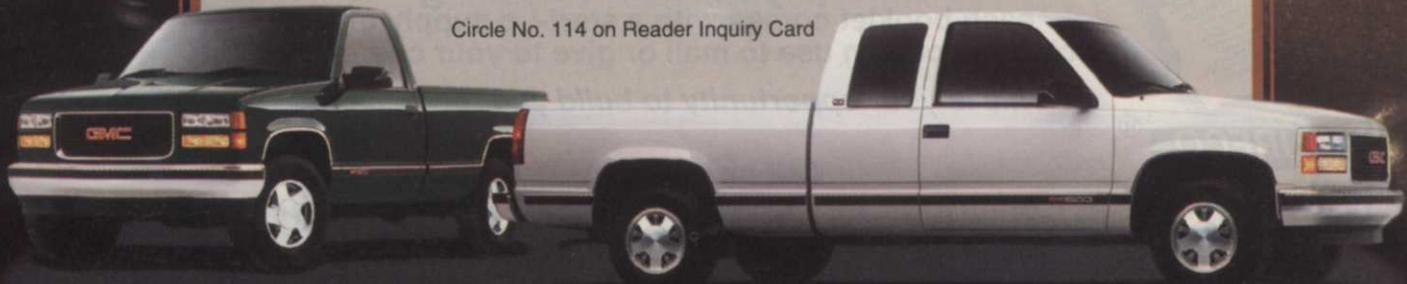
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Ariens and Kanga forge agreement

BRILLION, WI — The Ariens Company has announced a manufacturing and distributing agreement for the Mini Skid Steer Loader and attachments with Kanga Loaders USA of Bixby, OK. Ariens and Gravely dealers will begin selling the Kanga products in the next few months and Ariens will begin manufacturing them in the near future.

[CLIPPINGS]

Giant home builder Centex gets a start in lawn care market

DALLAS— Centex, based here, is the largest home builder in the United States. It's now in the lawn care business too with its HomeTeam Services. Other services offered by this Centex subsidiary include pest control and home security systems.

Mitch Smith is putting together the lawn care segment of HomeTeam Services. He started in the lawn care business with a Year-Round Lawn Care before spending eight years as a regional manager for Orkin LC. He left Orkin LC when it was acquired by TruGreen-ChemLawn in 1997.

"We're really just getting it started," Smith said of Centex HomeTeam LC.

"We've put lawn care into 11 of our pest control offices. We're treating it more like an incremental business in the pest control offices." HomeCare offers lawn care from locations in Florida, Texas, North Carolina and Georgia.

"The vision at Centex is to provide quality services that homeowners want, and security is a natural fit, pest control is a natural fit and lawn care is a natural fit," Smith adds.

Parent company Centex operates in 20 states and recorded revenues of \$3.9 billion in 1998.



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Griffin embraces Audubon program

COLD SPRING, KY — Griffin Industries, based here, has registered 22 of its facilities throughout the United States in the Audubon Cooperative Sanctuary System's (ACSS) Corporate and Business Certification Program.

The ACSP for Businesses is similar to the Sanctuary Program for golf courses. Businesses are certified in 5 areas: environmental planning, wildlife and habitat management, outreach and education, resource conservation and waste manage-

ment. Of the 93 businesses registered in the ACSP, 11 have reached full certification so far. Over half of the fully certified businesses are Griffin facilities. Griffin Industries is the maker of Nature Safe Natural and Organic Fertilizers.

Evergreen funds continue to grow

RALEIGH, NC — John Deere donated \$25,000 to the Evergreen Fund (formerly known as the PLCAA Education & Research Foundation) which is promoting greenways and a national greenway system.

Green industry associations are working with the Evergreen Foundation to



form a Green Industry Coordinating Group. When a greenway project is approved, associations can ask members in the geographical area to volunteer time and services, donate equipment and materials and provide other kinds of assistance.

Part of the John Deere contribution will help fund a Greenways Archive at North Carolina State, bringing together many sources of information and making the information accessible through the Internet.

The Evergreen Foundation is at 1000 Johnson Ferry Road NE, Ste. C-135, Marietta, GA 30068-2112. Call Betsy Demoret at 770/977-5222 for more information.

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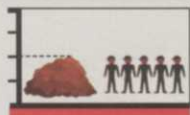
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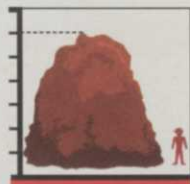
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Make consolidation work for you...

first of a three-part series

PAGE 23
New player, new rules

PAGE 28
Who's consolidating?

PAGE 33
Hold 'em or fold 'em

PAGE 39
Selling? Get help now

Consolidation, mergers and acquisitions, and even popularity on Wall Street aren't new to the green industry, but the dollars available for investment in our market is new. Before this year's end, there may be upwards of a billion dollars or more invested in landscape and related services.

A similar trend of growth in the late 1960s and early 1970s encouraged several firms to go public. According to Burton Sperber, president, CEO and founder of Environmental Industries Inc., Calabasas, CA, that was the time that "Wall Street investment analysts discovered the potential of the landscape industry." EII, The Toro Company, American Garden Products in Boston, Leisure Gardens in Texas and Bonanza Steakhouse of Dallas (which owned Lambert's Landscape) all went public.

Few of those are around today, he notes. EII bought back its stock and went private again. Only Toro is still a public company.

Maybe the time just wasn't right. The industry fragmented

New players, new rules

Consolidation in the landscape industry is here to stay.

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LM STAFF REPORT

again into small, medium and large regional firms handling a variety of lawn, landscape maintenance, design/build, tree, irrigation and related services. Until 1997, the largest industry companies included Asplundh Tree Expert Company, the Davey Tree Expert Company, EII, The Brickman Group, the F.A. Bartlett Tree Expert Co. and TruGreen-ChemLawn.

Big-ticket buyers

According to James Hermann, M&A Advisor with The Geneva Companies, Irvine, CA, the United States is on the crest of a consolidation wave last seen in this powerful form in the 1890s. Some experts estimate "trillions" of dollars are available in the market searching for growing firms. Reports that green industry firms typically grow faster than the stock market are music to investors' ears.

What's driving consolidation

So why are all the dollars heading your way? There are a number of trends that contribute to the consolidation movement:

Economic boom. It may have been the Asian economic crisis, America's long-standing bull market, consistently low interest rates and low levels of inflation or just creative financiers looking for a new glamour stock, but someone became interested in the green industry as a serious, lucrative source of growth.

Formation of REITs. The same economic growth that has driven the economy also contributed to the formation of real estate investment trusts (REITs), where investors purchase real estate for high return on their investment. Is this important to the green industry? You bet. According to Hal Cranston, president and CEO of LandCare USA, half of all multifamily developments in the United States will be owned by REITs by the year 2005.

Related industry consolidations. Close on the heels of the REITs trend are consolidations in industries serving real estate: builders, contractors, roofing, plumbing companies, HVAC, etc.

Make a killing on fragmentation. The stunning impact of unifying a fragmented group of companies into powerful, national service firms has tremendous potential to be profitable.

Economies of scale. For the past few years, the trend in consolidation has accelerated to the point that you can hardly turn on the television without hearing about a new mega-merger which is consolidating an industry: automobiles, banking, telecommunications, internet, even publishing. It makes economic sense for many industries to consolidate, use their resources more efficiently and get strategic advantage from natural economies of scale.

Great economic outlook. Cranston and others point to studies documenting the value of landscaping, municipalities requiring landscaped open areas in new building developments, the trend toward outsourcing and overall economic growth that spurs new construction as factors influencing consolidation.

Miscellaneous benefits. Consolidators point out that the new, widespread organizations will offer better employee benefits and career opportunities, more professional operations, more sophisticated marketing, comprehensive services for large regional and national clients and opportunities for additional business with other corporate divisions (TruGreen/ChemLawn lawn care, for example) or within certain market segments (golf course management, growers, property managers).

cont. on page 26

New Chipco Proxy. Slows growth drama

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cont. from page 23

Who's investing?

Money flows into our industry at an amazing pace, in several ways:

- * Established consolidations like Tru-Green-ChemLawn/LandCare USA purchase firms with funds from public stocks
- * New rollups like GreenScape LLC form, funded by venture capital and investment banks
- * Landscape companies form their own consolidations and finance their purchases with equity
- * Brokers purchase firms with money from institutional investors
- * Venture capital groups either bankroll new rollups or become financial and strategic partners with established firms (like The Brickman Group).

Landscape Management has heard there are nearly 20 different consolidation or buy-



Consolidation discussion at the ALCA Conference last November drew a full house. (l. to r.): Ed LaFlamme, Bill Murdy, Ron Schmoyer, Bruce Wilson, Craig Ruppert, and Scott Brickman.

ing groups active in the green industry. Some have been widely publicized and others still forming. While large players like EII, The Brickman Group and The Davey Tree Expert Company will try to build and continue growth internally, most of the new consolidations grow through acquisitions of other companies.

This will have some strange effects in certain markets, at least temporarily. For example, one panel at the San Francisco seminar discussed how the rollups have already radically changed bidding in Atlanta.

"I look at a market like Atlanta, where consolidation took five companies off the bid list and made just one, and I think it's



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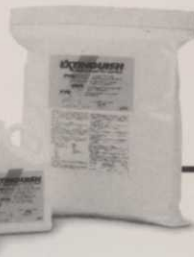
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just great," joked Scott Brickman, president of The Brickman Group, Langhorm, PA. "We hope they come to all of our major markets and do the same thing because the competitors they bought were all great competitors and now, there's just one. This is an advantage for the smaller guys."

"The smaller companies can grow in a market like that because the competition is less," agreed Richard Sperber, senior vice president of EII.

Asked if less competitors means lower prices, David Minor, chief development officer for TruGreen/ChemLawn, Memphis, disagreed. "There is an issue of less competitors but the competition will be stronger," he maintained.

"The larger companies bring best practices to the table and have their systems in place...it takes up the level of service that small companies will have to deliver."

Participants at the seminar agreed the inconsistent nature of landscape design/build and the entirely different nature of residential services make those areas less desirable for consolidation right now.

Some things won't change

No matter if a firm is a large consolidation or a single firm servicing residential customers, some constants remain: managing customer relationships, managing labor and growing profitably.

Consolidators and other contractors who are forward-thinking talk of incorporating "best practices" and staying close to the customers. Some companies like TruGreen-ChemLawn will organize around a strong central management. And it will be different from the company's lawn care operation. According to Dave Slott, president, it will be an organization "based on collaboration, not domination."

Other groups will pattern themselves after Brickman's "model branch" or Valley Crest's decentralized branch operations. Some will focus on attracting the best people, others on providing the best return.

Because larger organizations will provide extensive employee benefits, defined career paths, opportunities to transfer to other markets and a variety of new responsibilities, smaller firms may feel an even harsher labor pinch. Then again, "economies of scale" also means "eliminating duplication" in the form of administrative and middle management at consolidating firms. This can be a great chance for independent firms to grab experienced employees.

"Our focus is to give high quality service, keep our prices down and constantly grow the business," said Scott Brickman, echoing most contractors, large or small.

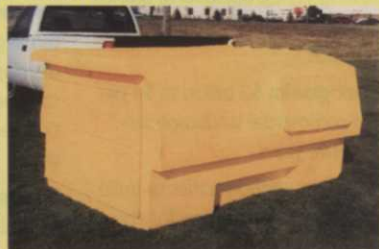
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Who's consolidating?

TRUGREEN-CHEMLAWN /LANDCARE USA,

Memphis, TN—\$650 million

By combining assets with Land-CARE USA, TG-CL currently ranks number one, with an annual revenue run rate of approximately \$650 million. When the deal closes in mid-March, it will look like this:

Characteristics:

- Platform companies include highly successful and visible firms in their markets
- Operated by ServiceMaster Corp., referred to as "the next best thing to cash"
- Coverage in major Sun Belt and other northern metropolitan markets, building density in those markets with acquisitions of many tuck-ins
- Plans to take advantage of existing TG-CL operations, branch structure, marketing, integration methods

Target goals: \$3 billion to \$4 billion in commercial landscape services in five years

Looks for: Opportunities to build a complete one-stop shop for services on a national account basis, leverage existing operations, acquire leading platform and tuck-in firms

Questions:

- ▶ Even for a firm used to acquisitions, integration will be a large and complex task.
- ▶ Will this division develop a separate identity, reputation, customer focus than other areas of business? Platform companies' high-end commercial clients are not the same people buying chemical lawn care. And landscape contracting operations are very different from lawn care services.

ENVIRONMENTAL INDUSTRIES INC.,

Calabasas, CA—\$450 million

Former number one in revenues. Established and respected, Ell knows how to sell green industry services: landscape design/build, installation, maintenance, arbor care, golf course management.

Characteristics:

- Strong family orientation and traditions
- High profile and tenure in the industry
- Innovative and successful operation and service delivery systems
- Experience selling to large national/regional property management buyers
- U.S. Lawns franchises smaller landscape maintenance operations in many markets.

Target goals: Strong focus on internal growth for most operations, development of people, building stronger presence in key markets, building strong customer relationships

Looks for: Acquisitions limited to franchises of its U.S. Lawns division — usually smaller landscape maintenance firms or those in specific markets

Questions:

- ▶ How will Ell react as consolidators bring new pressures to the markets they serve?
- ▶ Will Ell get a head start as the consolidators learn to integrate?
- ▶ What new markets will Ell enter?

THE BRICKMAN GROUP,

Langhorm, PA—\$175 million

A recent infusion of venture capital, as well as top-notch financial and management input from investors and officers has put Brickman on the fast track. Aggressive growth plans and the means to accomplish it will mean more acquisitions and expansion into new markets.

Characteristics:

- Strong family orientation and traditions
- High profile and tenure in the industry
- Innovative and successful operations and service delivery systems
- Follows customers and builds growth in those markets

Target goals: More than 30% growth (5 to 15% through acquisitions), continue to build customer relationships, overcome bigness, build quality

Looks for: Companies up to \$20 million in key markets

Questions:

- ▶ Will Brickman be able to incorporate expansion and continue to service customer relationships like it wants?
- ▶ What happens when its venture capital partners leave?

THE DAVEY TREE EXPERT COMPANY,

Kent, OH—\$315 million

Davey wants to build on its strong and widespread arbor care and utility line-clearing businesses, in addition to growing its commercial landscape maintenance operations nationally. This also ties in logistically with the company's residential lawn care operations in many markets.

Characteristics:

- Long-lived company with strong culture
- Internally generated initiatives in research, education and business development
- Slow-track acquisition mode — integrates new acquisitions carefully
- Experience selling and managing national and large regional property management accounts

Target goals: Growth rate of 8% to 12%, expansion in key residential tree care markets

Looks for: 1 to 3 tuck-in firms yearly, preferably high-end residential tree care experts

Questions:

- ▶ Will Davey venture into more commercial maintenance segments because of new consolidations, or will it focus more on arbor care?



GROWSCAPE LLC,

Houston, TX—\$80 million

New rollup will soon announce its 6 to 12 founding companies. A "buy and build," it targets the same landscape-intensive markets as the rest, but with a vertical twist. This consolidation combines players across the whole green industry spectrum — nurseries, sod growers, garden products, landscape maintenance firms, tree care.

Characteristics:

- Principals are venture capitalists also consolidating in the telecommunications market.
- Expertise in business formation, management, consolidating systems

Target goals: Have a presence in top 25 to 30 metropolitan markets in four years, \$250 to \$300 million in revenues in the next 12 to 18 months.

Looks for:

- Company with a "specific niche" in the community
- Willingness to integrate to regional platform company

Tuck in: Annual revenue between \$1 million and \$5 million

Platform: Desirable location, good reputation, growth exceeding 15% /year, revenue between \$5 million and \$10 million, management to stay and grow business

Questions:

- ▶ Do the founders know enough about the green industry to make this work?
- ▶ Is vertical integration too complicated for buyers to handle?
- ▶ Are their expectations for performance realistic in this scenario?

RBI COMPANIES,

Littleton, CO—nearly \$300 million

"Poof" rollup or equity capital offering to debut in June, consolidating various landscape management and construction firms west of the Mississippi. Not into rapid consolidation. Still mum on many details.

Characteristics:

- Point person is Rick Randall, CEO of RBI Companies, Littleton, CO
- Landscape industry focus with some vertical construction elements
- Located in six western states

Target goals: "Good, steady growth; good bottom line; good solid company; good work environment."

Looks for: Established firms, good matches, companies known to founding firms (yet to be announced)

Questions:

- ▶ Who are the founders and what exactly is their strategy?
- ▶ Again, will vertical consolidation be feasible?



GROUNDS CONTROL,

San Antonio, TX—\$60 million

Parent company is Sanitors, Inc., with majority ownership by Summit Partners, venture capital firm, Boston, MA. Selective consolidation of janitorial contracting and landscape contracting firms to offer "bundled" package of interior/exterior services to commercial, institutional, retail and industrial clients.

Characteristics:

- Landscape acquisitions being handled by Al Honigblum, Grounds Control, San Antonio
- Emphasis on premium companies with "Class A" accounts and management with long tenure
- Locations in three states so far, with several janitorial and landscape acquisitions in pipeline

Target goals: Deliberate growth. Three to five years to build \$250- to \$300-million company before going public

Looks for: "We want as our partners quality companies that we also would be proud to compete against and the desire to take their business to the next level."

Questions:

- ▶ Differentiating Grounds Control objective from that of other consolidators, rollups
- ▶ Will trend of "bundling" of services continue to grow among commercial, institutional clients?

FIRSTSERVICE CORPORATION,

Toronto, Ontario—\$275 million

Provides specialty property and business management services in Canada and the U.S. Offers full palette of services from landscape maintenance to security to property management.

Characteristics:

- \$35 million in residential and commercial lawn, tree and shrub care and commercial maintenance services in Canada and Florida
- Manager of community associations in North America with '98 revenues of \$110 million
- Provides residential and commercial landscape and tree maintenance services in Canada and Florida

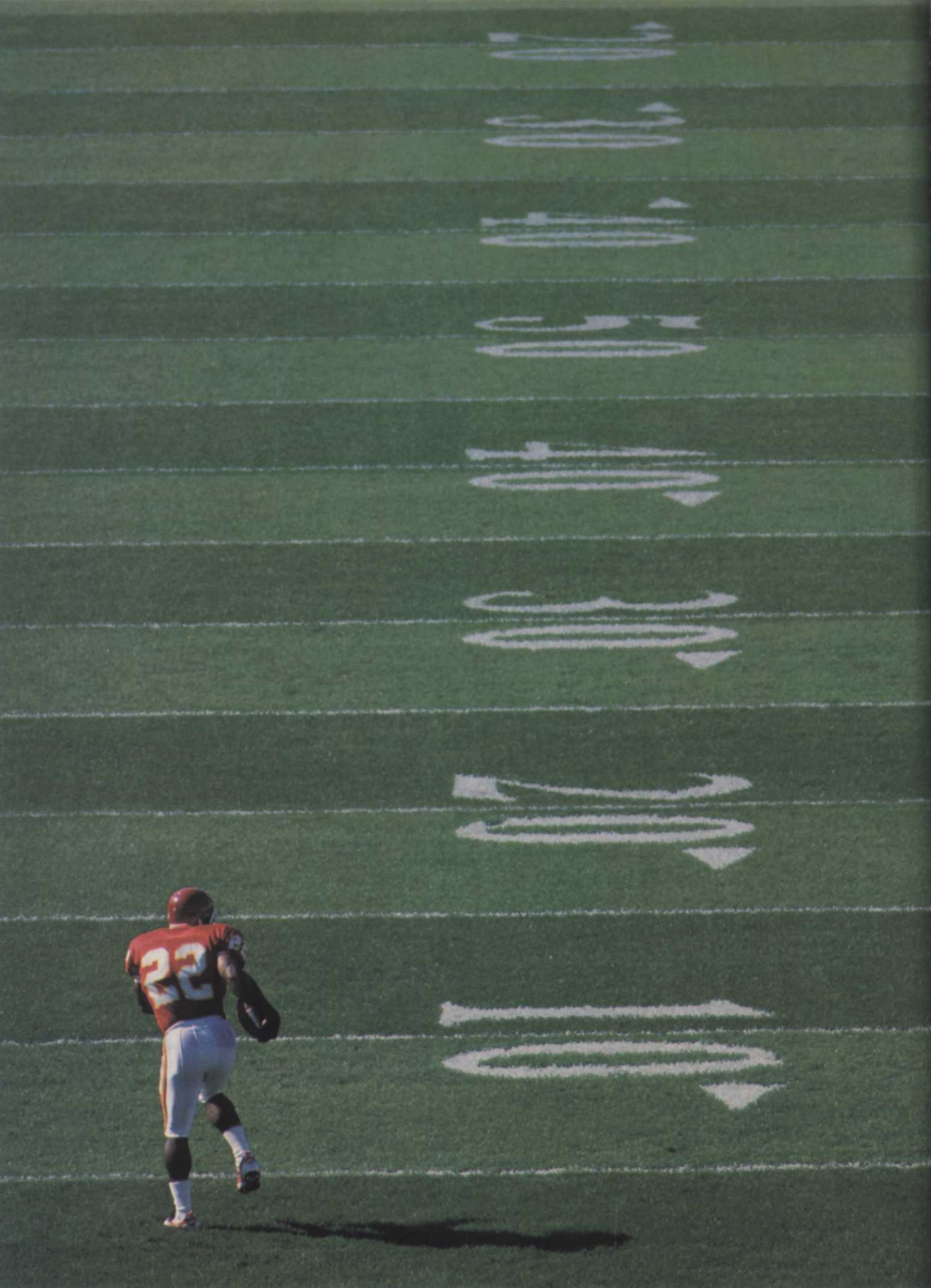
Target goals: Grow EBITDA and revenue by 10% and add at least two acquisitions in 1999.

Looks for: Tuck-under firms in key markets to complement services to existing customers.

Questions:

- ▶ Will this firm become more active in its acquisition search?

cont. on page 32




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cont. from page 29

ONESOURCE,

Atlanta, GA—\$790 million

Until Jan. 1999 known as ISS. Integrated services designed to fit property managers' needs, operating offices in 39 states. This company seems to tailor to the true property management buyer.

Characteristics:

- OneSource (formerly ISS) is largest operating part of BHI Corp., headquartered in Belize City, Belize, which acquired ISS in 1998
- Janitorial, cleaning services, pest control, landscape services to 10,000-customer base
- Ron Schmoyer is president of Landscape Division of OneSource. Landscape Division generated revenues of about \$45 million in 1998
- Landscape branch offices in FLA, GA, VA, TN, and PA.

Target goals: Establish landscape presence in Midwest and West Coast

Looks for: Established firms that can be incorporated into OneSource philosophy of one-stop facility management services

Questions:

- ▶ Finding additional management to manage growth
- ▶ Fitting acquisitions into concept of single management culture

QUANTA SERVICES INC.

Houston, TX—\$209 million

Rollup consolidation focused on servicing the electrical and telecommunications industries that has bought landscape contracting and utility line-clearing/arbor care firms in California.

Characteristics:

- Located mainly west of the Mississippi
- IPO on the New York Stock Exchange early in 1998

Target goals: Growth servicing its market sectors

Looks for: Acquisitions of firms servicing utilities and telecommunications customers, primarily for utility line-clearing operations.

Questions:

- ▶ Will it advance more into the arbor/vegetation management portion of the landscape industry? If so, how will this affect existing firms?

Walk the walk, talk the talk

You can understand the consolidators' strategies by understanding their language. Here are some of the key phrases to know.

Rollup

A consolidation that rolls-up into one combined operating unit.

'Poof' IPO

When consolidating companies merge on the day they go public — Poof! — the individual companies magically form one large public firm.

Beachhead, platform, geographic footprint

Consolidators love these military terms. They want a big presence in key markets.

Bolt-ons, tuck-ins

No, it's not plastic surgery. These smaller firms roll into "beachhead" firms to bring "density" to a market. These usually run \$1 to \$5 million in revenues.

BUYING:

Vulture capital

An unkind term describing private venture capitalists who invest for brief periods of time (2 to 5 years typically) to reap huge returns on their investments (upwards of 30%). Many are consolidators; others become one firm's strategic partners (see Brickman).

Due diligence

Buyers verify seller's information about the company, competition, customers and performance.

"Sniff test"

Due diligence + intuition.

"Missed the deal," "bad deal"

Due diligence turns up misunderstandings, fallout. You still own the company.

SELLING:

Exit strategy

Before you sell, get one. Decide what you want to do, then you'll have a plan.

EBITDA

Get used to this one: "Earnings before interest, taxes, depreciation and amortization." It's how investors see real value.

Addbacks

For once, you can forget Uncle Sam and get real about your expenses and earnings.

Rod Bailey calls these "exciting" times in the landscape industry. They offer previously unforeseen opportunities for the people in it. That's one of the reasons, he says, he sold his Evergreen Services Corp., Seattle, to TruGreen-ChemLawn late in 1998.

"I think we satisfied ourselves that the people in our organization would have much better opportunity in the future than if we continued to hold onto it ourselves," says Bailey. "We were a highly leveraged company and our ability to finance our growth

We wanted to know

"We were concerned about what really was taking place in the market," says Jeffrey T. Heine, President of TurfMasters, Inc., Dayton, OH. That's why he and General Manager Patrick O. Prine attended the recent Landscape & Lawn Care Mergers & Acquisitions Institute in San Francisco, which was sponsored by Fulcrum Information Services Inc.

"The consolidation hasn't hit our area of Ohio yet, but we want to be poised and ready for it when it does come," he adds. "We're either going to be ready when the national companies come to town or we're going to lose some things."

Along those lines, Heine is investigating adding services like interiorscaping and tree care to his 13-year-old company that has landscape revenues of about \$2 million. He feels that the national companies will approach large commercial/corporate customers with a one-stop facility management services package.

"You're either going to have to get in the pen and fight with the big dogs, or you're going to roll over and keep your little niche-type markets," says Heine.

John Gachina, President of Gachina Landscape Management, Menlo Park, CA, says he's not ready to sell his business yet either.

"Things are going well with my company, I'm having a good time and I have a young family, so the timing isn't right for us," he says. "I'm pretty certain that there's always going to be a place for quality companies that have a strong presence in a particular market.

"Sure, we're going to have competition. Sure, somebody's going to come in that can, maybe, beat us on price. But, we complete on more than just price."

Gachina says, if anything, the threat of com-

cont. on page 38



Gachina believes independents can compete.

Hold 'em or fold 'em?

This is not an easy decision to make. We talk to contractors who have sold, who may sell and who want to stay independent.

was holding back our ability to grow.

"This [sale] created a very exciting atmosphere and environment for our people to become a part of what's happening on the national scene. It gave them a bigger sandbox to play in, so to speak — particularly our key people."

Bailey, 61, also points to his age as one reason why he and his partner, also in his early 60s, sold.

For Bailey anyway, the decision to sell to TG-CL made a lot of sense. "Our people are being taken care of, the price was right and it provided me with an exit strategy," he explains.

Many landscape company owners want to continue running their own operations. They're getting their financial houses in order. They're strengthening, rearranging and/or adding to their service mixes to compete against the developing national companies.

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- Five-gallon Fuel Tank
- Optional Bagger, Mulching Kit



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- 18 HP 2-Cyl. OHV Vanguard
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- Five-gallon Fuel Tank
- Optional Bagger, Mulching Kit



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cont. from page 33

petition from much bigger companies has reinforced his belief that providing the best possible customer service, including keeping in contact with each customer, will be vital to continued success in providing landscape services.

"We're definitely going to have to get better at marketing ourselves," he adds. "They're going to be able to come out with very good marketing pieces, they're going to hire professional marketing people and they're going to go at it hard."

We must be more efficient

Deborah "Andee" Bechtold, owner of Longhorn Maintenance, is content to build her own niche in the north Dallas marketplace. Longhorn provides design/build, irrigation repair, fertilization/weed control and pest control. She's avoided committing too much of her company's resources to maintenance, not out of fear of competing with the national companies, but because of the price cutting of part-timers.

To remain competitive, Bechtold has been trying to reduce labor costs and increase efficiency with more productive machinery. "The market keeps changing," she says, "but labor is still everything."

Brookwood Landscape Company has considered offers from several suitors, but Vice President Mark Wilhite says there's no rush to sell the 30-year-old San Diego-based firm. He and his brother, Glenn, operate the business along with their father and company founder, Keith Wilhite. Brookwood is a 365-

Are you on the "A" list?

Most consolidation experts say they are seeking profitable landscape contracting firms offering the "right" mix of services, location and growth potential. Their numbers vary for companies between \$450,000 to more than \$20 million. Besides the obvious financial health aspects of your business, what else will turn a buyer's eye? Here are a few factors that will make your company more attractive to a buyer:

- ▶ **Strategic fit:** Entry into new markets or services, quick growth, more density within a market, specific customers or equipment or other assets
- ▶ **Financial:** Internal growth rate & potential, EBITDA of at least 10% and preferably higher, 80 to 85% customer retention rate
- ▶ **Off-balance sheet items:** Great management, employees, systems, "culture," customer relationships, expense synergies, etc.

day-a-year operation that maintains many of San Diego's most upscale malls and other commercial properties.

"If all things were the same we would probably like to just keep on working the way we are," says Mark. "But, since the industry is changing so dramatically we thought had better consider this and make a decision."

Mark says that he and his brother are too young to retire and that they would like to keep operating Brookwood. "It's fun. We like it. We have so much opportunity to grow this company. We absolutely want to stay on and run this company," he says — even if Brookwood Landscape is sold. **LM**



Mark Wilhite says he and his brother want to stay.

What's hot, what's not for consolidators

Hot

- Landscape maintenance
- \$1- \$15 million in revenues
- Sun Belt
- Team players
- "Better, faster, bigger"
- Financial acumen
- Customer relationships
- Your deal "team"
- Commercial services

Not

- Landscape design/build
- Less than \$400,000 revenues
- Northern Plains
- Mavericks
- "When we're ready and no sooner"
- "My accountant handles that"
- Environmental liability
- Do the deal by yourself
- Residential services

Selling?

Get help now

They say you have a fool for a client if you act as your own lawyer. Don't rush into a sale or do it alone. Consultants and advisors offer lots of choices and smart advice.

Selling your landscape company? One of the biggest decisions you have to make is: Do it yourself? Many owners have. Others use the help of a consultant or business broker. If you are heavily involved in the day-to-day operations of your company, this might be a wiser course.

Trying to market and sell your landscape company while also running it could be a strain on even the sharpest operator. And keeping news of your activities from leaking to your organization and affecting it would be almost impossible.

Find outside help

Who can help you market and sell your company? There's no lack of candidates. If you've worked with business consultants in the past and they've helped you, start with them. But there are also plenty of newcomers to the green industry — sale advisors and brokers.

"Often, owners aren't trying to sell their companies, but a firm contacts them and says, 'We're interested in buying a company like yours,' so the owner decides to sell," says green industry consultant Ed Wandtke, Columbus, OH. "You can sell the company for whatever you think it's worth, but you should get an indication of your company's value with a valuation before you decide to sell. Otherwise, how do you know if you're getting a reasonable offer?"

Wandtke says landscape company owners, particularly those thinking about selling, are asking themselves two primary questions:

- ▶ what is my company worth?
- ▶ what do I do after I sell my company?

He says he can help them with the first question and, in fact, is getting lots of calls from owners investigating how marketable their companies are. It's up to the individual owner to decide if he or she wants to step down though, even though some buyers require a two to three-year commitment, he says.

The Corporate Finance Group of KPMG LLP, one of the nation's "Big Five" accounting, tax and consulting firms, represented three sizable landscape companies, including Ruppert Landscape Co., that were acquired by larger companies this past year.

"We're looking to advise more green industry companies," says Sean Sands, a KPMG director who worked on the transactions. "We think there are still a lot more landscape companies that would be a good match for us."

He emphasizes that his company acts as a financial advisor, not a broker. "We advise companies from the start, including assessing the company's worth and marketing. We're there all the way through the negotiations," he says. "With a focus on

cont. on page 42



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Staying independent? Check your options

Consolidation brings both threats and opportunities:

Potential problems or threats

1. Cost-efficient competitors may offer low prices.
2. Sophisticated, expensive marketing efforts to win customers.
3. Ability to offer "one-stop shop."
4. Added services and geographical coverage means entry into new service niches.
5. High-visibility name recognition, professional image.
6. Ability to leverage debt for further growth while tweaking economies of scale.
7. Continuing success will encourage more independents to consolidate.
8. Tougher competition for labor — they can offer year-round employment, top-notch training, new career paths and outstanding benefits. Can you?

Potential opportunities or advantages

1. Provide subcontracted services to consolidators, or subcontract to other independent firms.
2. Continue growth and expansion in your markets.
3. Niche services and high-end/high-quality services can continue good growth.
4. "Coat-tail" effect of highly visible national consolidations will heighten awareness of professional landscape services.
5. Consolidators will not win every contract on price.
6. Smaller, flexible firms are quick to respond, innovative and able to develop close customer relationships.
7. Independents need not answer to stockholders, investors, outside directors or financial analysts' expectations.
8. Opportunity to grab downsized senior and middle administrative people.

cont. from page 39

shareholder value, we bring both industry professionals and functional experience in critical areas such as tax and financial deal structuring, valuations and due diligence."

Plenty of shoppers

Mike O'Mara, Acquisitions Management Group, Houston, TX, represents potential sellers in several contracting markets — mechanical, electrical, landscape and janitorial — all of which are in a state of furious consolidation.

A onetime landscaper himself, O'Mara says landscape business owners don't have time to be aware of all potential buyers. In addition to the large national consolidators, there are others, including a surprising number of regional buyers.

"We come across a lot of private buyers who are looking at either buying in a couple of cities or, maybe, in a region," says O'Mara. "Some want to expand their market, some are toying with the idea of a mini-rollup or maybe they want to build a base to sell to a larger consolidator."

Jim Hermann, Mergers & Acquisitions Advisor at The Geneva Companies, Irvine, CA, says his company maintains a proprietary database of about 130 active buyers interested in purchasing companies in the landscape contracting and planning, lawn and garden services and ornamental shrub and tree services industries. Of those buyers, 26% are investment groups, 33% are corporations and 41% are venture capitalists, individual investors, merchant banks and other investors.

If you decide to use a consultant to help you sell your company, do your homework. Find out as much as you can about them, their track record and their fees before you enter into any binding agreements.

Find your strategy

Contractors sell their businesses for a number of reasons, most of them good: it's the right exit strategy; the price is

right; more opportunities for employees; greater growth potential for the business; different new challenges in a corporate structure; and others.

According to James Marcus, Director of Corporate Development, Four Seasons Landscape & Maintenance (LandCare USA), Foster City, CA, it's finding the right strategy for you that matters. As someone who recently sold his company to LandCare

Why should you sell?

- ▶ Lack of operating capital
- ▶ Need for growth capital
- ▶ Elimination of personal guarantees
- ▶ Age
- ▶ Health
- ▶ Boredom/burnout
- ▶ Liquidity/cash Out
- ▶ Unreasonable risks

The two worst reasons to sell are age and health, because they usually rush the process, according to James Hermann, M&A Advisor, The Geneva Companies, Irvine, CA.

USA and currently works with contractors thinking about selling, he sees four major options:

— *Stay independent.* There are huge opportunities for growth through internal measures or through acquisitions of your own.

— *Consolidate regionally.* All consolidations don't have to be national. In fact, some buyers like to buy on a more localized basis.

— *Partner regionally.* Loosely based partnerships with other firms can give you regional marketing and buying clout without having to deal with a cumbersome consolidation.

— *Merge upstream.* Large consolidations bring financing, management systems, national scope, economies of scale and a number of other advantages that can help your business grow in the long term. **LM**

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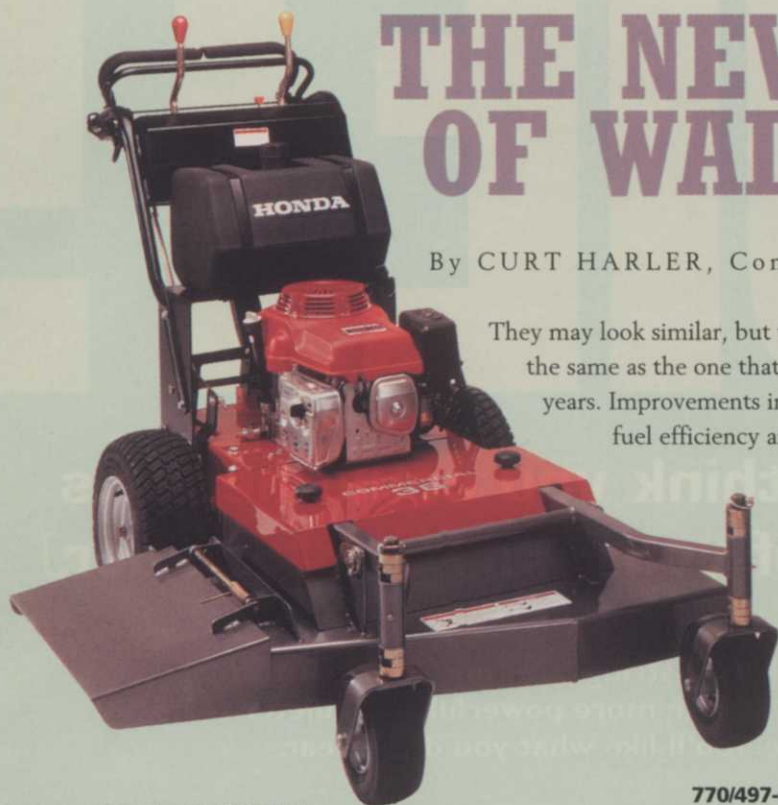
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THE NEW BREED OF WALK-BEHINDS

By CURT HARLER, Contributing Editor



American Honda HRC 7113TXA available with a 36- or 48-inch deck

They may look similar, but the walk-behind mower at your dealer's shop is not the same as the one that has been serving your business for the past several years. Improvements in ease of deck adjustment, user-friendly hand controls, fuel efficiency and noise reduction make the 1999 models worth considering.

In most operations, it is the walk-behind mower that provides the finishing touches to any job. In some cases, it's the only machine required.

Like everything from rakes to pick-up trucks, the price of mowers has gone up. But the features available in today's mowers mean that they will pay back their additional cost in a relatively short time.

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cont. on page 48



Howard Price Hydro Walk-Behind features dual hydro control levers. Floating deck system oscillates to prevent scalping.

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ANNOUNCING: The Third Annual LANDSCAPE MANAGEMENT "Emerald Awards." LANDSCAPE MANAGEMENT magazine is offering a \$500 first prize to the winner of a random drawing to be held on July 1, 1999. Second prize is \$300 and third prize is \$200 in cash. To be eligible for the drawing, simply fill out the questionnaire at right and return it to our editorial offices.

Answers to the questions will determine our "1999 Emerald Awards" winners, to be revealed—along with the contest winner—in our August issue.

CONTEST REQUIREMENTS: Contestants must be owners or employees of landscape main-

tenance companies, lawn care companies or landscape contracting firms; or an athletic field manager or member of an athletic field maintenance crew; or manager or member of a facility landscape management crew. Product selections must be currently used by entrant.

Employees of Advanstar Communications or their families not eligible.

All questions on this entry form must be completed, and all blanks filled. One entry per person. No more than five entries from any one employer will be allowed. Entry forms will appear in the February through June, 1999 issues of LANDSCAPE MANAGEMENT.

Completed questionnaires should be mailed to: Emerald Awards, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130. They must be received by noon, July 1, 1999.

A random drawing of all eligible entry forms will be held July 1, 1999. Winners will be notified within 24 hours.

1999 EMERALD AWARDS

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| Kentucky bluegrass? | <input type="checkbox"/> |
| ----- | ----- |
| perennial ryegrass? | <input type="checkbox"/> |
| ----- | ----- |
| turf-type tall fescue? | <input type="checkbox"/> |
| ----- | ----- |
| turfgrass mix or blend? | <input type="checkbox"/> |
| ----- | ----- |
| biological control product? | <input type="checkbox"/> |
| ----- | ----- |

NAME: _____

EMPLOYER: _____

CITY/STATE: _____

PHONE NUMBER: _____

() _____

We'd like to show you the weeds PENDULUM® controls. But they never showed up.

The reason they never showed up? Because PENDULUM® herbicide is a highly effective preemergent turf herbicide. Compared to the competition, PENDULUM demonstrates a higher level of control across a broader spectrum of weed species. With PENDULUM, weeds won't ever see the light of day. For the PENDULUM herbicide distributor nearest you, call: 1-800-545-9525, Ext. 1676.



PENDULUM offers unsurpassed weed control

Herbicide	Crabgrass	Goosegrass	Foxtail	Poa Annua	Oxalis	Spurge	Henbit	Chickweed
PENDULUM	■	■	■	●	■	●	■	■
Barricade ^a	■	●	●	●	▲	●	■	■
Dimension ^b	■	●	■	●	■	●	●	●
Team ^c	■	●	●	●	●	●	NR	NR
Ronstar ^d	●	■	NR	●	●	NR	NR	NR
Surflan ^c	■	■	■	●	▲	●	■	■

Level of control

● Medium

▲ Medium-High

■ High

NR Not registered

^aNovartis

^bRohm and Haas Co.

^cDow AgroSciences

^dRhône-Poulenc



The Power of Cyanamid Pendimethalin

® Registered Trademark, American Cyanamid Company © 1998 Always read and follow label directions.

cont. from page 44



One lever controls the speed, direction, tracking of John Deere walk-behind units.

ciency, lower noise levels and cooler operating temperatures. Choose from a 36-, 48- or 54-inch deck. The larger two decks are equipped with spring-loaded quick-pull pins for fast, easy cutting height adjustment.

Circle No. 252

EXMARK
402/223-4010
www.exmark.com

The Turf Tracer, from Exmark Mfg. Co., Beatrice, NE, comes with 36-, 48- and 53-inch full-floating TriVantage decks. Mowers offer true zero-turn and instant forward-to-reverse to maximize maneuverability. Ground speeds to 6.2 mph forward and 2.2 in reverse increase productivity. Feather-Lite grip tension and reduced grip-distance steering controls make the units easier to use. The hydro drive system has a 2-year warranty, the spindle assembly is guaranteed for 3 years.

Circle No. 253

FERRIS INDUSTRIES
800/933-6175
www.ferrismowers.com

The HydroWalk DD from Ferris Industries, Munnsville, NY, has an extremely wide and low stance that creates excellent traction and stability. Like all Ferris mowers, it features lap-welded corners to reduce stress and not crack like butt-welded corners, and double-strength steel in wear areas. Large 18 x 7.5-inch drive tires are standard. Available with 48-, 52- or 61-inch deck, and 14-, 17- or 18-hp Kawasaki or Briggs & Stratton engines. Unit has

a reliable Eaton 771 hydrostatic transaxle and cast iron spindle pulleys with tapered hubs for positive locking and easy removal. Three-year commercial warranty is industry's longest.

Circle No. 254

GRAVELY
920/756-2141
www.gravelly.com

Several models and options of Pro commercial mowers are available from Gravelly, Brillion, WI. The Pro 300 is available with a 20-hp Kohler Command or a

14-hp Kawasaki OHV engine. Variable speed hydrostatic transmission offers speeds up to 5.5 mph forward and 1.5 mph reverse. Electric clutch is easy to operate. See-through hydraulic reservoir lets operator check oil level at a glance. The Pro 200 line comes with either the 14-hp Kawasaki or an 18-hp Robin V-twin engine. 4.5 gallon tank makes for long run times at 2.0 to 5.5 mph forward or 3 mph in reverse. All 200 and 300 mowers can be equipped with 36, 40, or 50-inch decks.

Circle No. 255

GREAT DANE
812/246-8770

The zero-radius turn Scamper from Great Dane Power Equipment,



Great Dane Scamper offers 36-, 48-, 52- and 61-inch cutter decks.

Sellersburg, IN, comes with 36-, 48-, 52- and 61-inch cutter decks. There is a simple blade brake-clutch control with no bails, and fail-safe controls: when the operator lets go there is instant traction stop. Engine options include a 14-hp Kawasaki, and twin-cylinder 18- or 20-hp Kohler electric starts. There is a dual hydro drive system with independent left/right wheel control and ground speeds to 6 mph in forward, 3 mph in reverse.

Circle No. 256

LAWN-BOY
612/888-8801

The 21-inch Lawn-Boy Commercial is powered by a 6.5-hp Dura-Force engine. Staggered wheel design provides easier maneuvering and reduced scalping. Fuel tank holds 4.25 quarts of gas. Unit, made by Toro, Bloomington, MN, has a lightweight cast-aluminum deck, steel wheels and cast iron sleeve. It is EPA-certified and carries a 2-year commercial engine warranty. Mulching kit and bagging kits are optional, but the forward-positioned discharge chamber disperses clippings at the fastest point, virtually eliminating windrowing or clumping.

Circle No. 257

LESCO
800/321-5325
www.lesco.com

For operations on difficult terrain, the Lesco 48-inch and 54-inch Float Deck rotary mowers are the



Lesco Float Deck rotary mowers tame difficult terrain.

answer. Floating deck with pneumatic caster wheels and fully articulating front axle assures precision cutting. Deck is designed for maximum air flow for even dispersion of clippings. Height adjusts on four-pin system. The 48-inch version comes with a 17-hp electric-start Kawasaki, the 54-inch with a 20-hp electric-start Kohler. Both have 5-gallon fuel tanks and true zero-turn radius.

Circle No. 258

MTD PRO
330/225-2600
www.mtdproducts.com

The 1852 wide-track, dual-hydro, commercial mower from MTD Pro, Cleveland, OH, offers an 18-hp Vanguard V-Twin engine and a 52-inch fixed fabricated cutting



Hydrostatic deck allows on-the-go tracking with MTD unit.

deck. Dual hydrostatic transmission allows on-the-go tracking adjustment while 5-gallon tank keeps the unit working. Electric start makes it easy to get the mower going and the standard backup recoil spells reliability. Tapered roller bearings in the spindles add reliability and increase life. Mulching kit and bagger

cont. on page 51



Crabgrass

Spurge

Get **2** for the price
of ONE.

With Team* Pro herbicide, you truly get more than you bargained for. You probably already know Team Pro is the most consistent crabgrass herbicide around. But what you may not realize is that it also does a heck of a preemergent job on broadleaf weeds as well. With protection against both crabgrass and broadleaves, Team Pro provides the best weed control for your money.

So how does it work? Team Pro is the only herbicide that uniquely combines the Power of Two. With a unique blend of two consistently

effective herbicides, Balan* herbicide and Treflan* herbicide, Team Pro increases weed-killing activity. Each individual herbicide is designed for a specific task. Balan is a quick-acting crabgrass herbicide. And Treflan provides long residual control of broadleaves as well as crabgrass. When these two powerful herbicides are combined, the end result is a formula that's unrivaled in strength and versatility.

Next time you want protection against both broadleaves and crabgrass, get the Power of Two. Get Team Pro.

*Trademark of Dow AgroSciences LLC

Team Pro gives you more weed control than you bargained for.

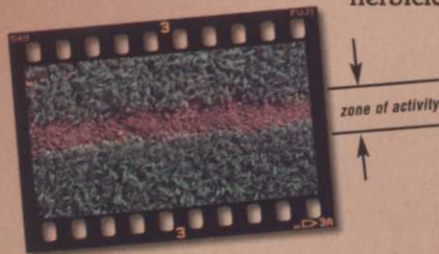
You can always count on the most powerful crabgrass control around with Team Pro herbicide. But you also get increased preemergence prevention of key broadleaf weeds.

This unmatched control is possible because Team Pro uses a unique blend of Balan and Treflan herbicides. Working side by side, this potent duo protects lawns from unwanted breakthroughs of crabgrass, goosegrass, spurge, oxalis and other weeds.

Besides being the most versatile herbicide around, Team Pro is a powerful herbicide that won't harm established

turfgrass or ornamentals. And, unlike pendimethalin, Team Pro won't leave you or your customers' property badly stained.

Next time you're looking for a versatile herbicide, remember, only Team Pro gives you the Power of Two.



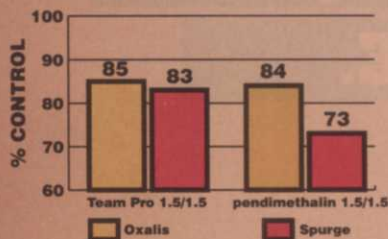
This unretouched photo illustrates just how powerful Team Pro is against crabgrass. The sample was treated with Team Pro at recommended use rates, then overseeded with crabgrass at a rate greater than 700 lbs/acre. The results were photographed one week after seeding. If Team Pro is this tough on crabgrass, just think what it can do for your broadleaf problems.

“Team Pro gives me far better weed control for the money than pendimethalin does. I'm glad I switched.”

Chris Scaglione

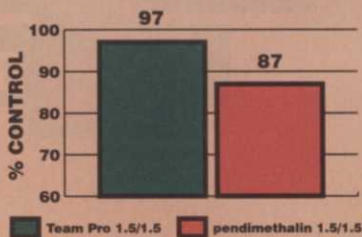
Spring Green Lawn Care, Englishtown, NJ

Team Pro excels in control of key broadleaf weeds.



Average of trials conducted in 1997 in California and Missouri. All rates in lbs a.i./acre. Oxalis results measured 12 weeks after treatment. Spurge results measured 14 weeks after treatment.

Team Pro leads the way in crabgrass control.



Average of trials conducted in 1997 in Indiana, Kentucky, Nebraska, New York, Rhode Island and Virginia. All rates in lbs a.i./acre. Results measured 16 to 20 weeks after treatment.

Benefits of Team professional products:

Power of Two

- Consistent crabgrass control
- Economical crabgrass control
- Broadleaf weed control
- Wide zone of activity
- Quick activity
- Long residual
- Non-staining
- Turf safety
- Prescription formulation options

Dow AgroSciences

Team* Pro
Specialty Herbicide

cont. from page 48

are available as options. The MTD Pro is targeted to commercial uses, while the company's Cub Cadet, White, Yard-Man and Yard Machine lines are for residential use.

Circle No. 259

HOWARD PRICE TURF EQUIPMENT
314/532-7000

The Hydro Walk-Behind from Howard Price, Chesterfield, MO, features dual hydro control levers. They allow the operator to independently set each drive wheel's speed. The unit's floating desk system oscillates nine inches to prevent scalping in tender grass areas.

Circle No. 260

PRO INC.
318/635-8184
www.promowers.com

The Pro Rolling Trimmer/Mower is a professional-grade high-wheel unit that uses monofilament cutting line. The RTM is engineered in Shreveport, LA, to provide a consistent cutting height when trimming under fences and shrubs, along buildings, or around trees. Fixed-line cutting head accommodates four-line or two-line use and offers widths up to 25 inches. It accepts any diameter line from 0.08 to 0.155. It comes with commercial grade 2- or 4-cycle engines, ranging from 5 to 6 hp. Belt idler system allows engine to keep running when the cutting head is disengaged.

Circle No. 261

ROOF EQUIPMENT
909/354-7600
www.roofmowers.com

The new 39400K Piranha walk-behind trimmer mower from Roof Equipment, Riverside, CA, is designed to cut wet or dry weeds or grass at amazing speed. It features a 5-hp, overhead-valve, Kawasaki engine, solid aluminum 1.5-inch cutting head, and uses 0.155 mil thick monofilament cord for more effective cutting. Large 20-inch wheels with precision bearings roll easily. New sprint-loaded clutch prevents premature belt failure.

Circle No. 262

SARLO POWER MOWERS
800/749-5296

A couple of tough string mowers

from Sarlo, Ft. Myers, FL, offer quick, tool-free height adjustment. The 16-inch high rear wheels feature ball bearing hubs, steel rims and spokes, and thorn-resistant tires. The push-version Sarlo SST61/C and the self-propelled SST6SPVC provide a 22-inch cut. A 6-hp engine can be either a Honda or Kawasaki. Sarlo's string trimmers have four high-speed trimmer lines to assure even cutting. There are no spools to jam and the spindle's anti-tangle design comes with a five-year warranty.

Circle No. 263

SCAG POWER EQUIPMENT
920/387-0100
www.scag.com

The Ultimate Hydro walk-behind from Scag, Mayville, WI, features an easily adjustable floating cutter deck with field-adjustable heights from 1 to 4.5 inches, no tools required. Self-adjusting, spring-loaded idler pulleys save time, effort and repair costs by keeping belts in perfect adjustments. New control levers increase productivity and comfort, with less hand-grip reach and lighter spring tension. Patent-pending Adjust-A-Trac feature allows instant, no-toll neutral and tracking adjustment. Comes with 36-inch deck and 15-hp Kohler engine, or 48-incher with 17-hp Kawasaki.

Circle No. 264

SNAPPER
888/SNAPPER
www.snapper.com

Field-serviceable spindle assemblies make it possible to rebuild the spindle assembly on the ProHydro SPLH140KWE with standard tools while it is still mounted to the mowing machine. This innovation from Snapper, McDonough, GA, keeps mowers going during the busiest months. Full-float deck with easy cut adjustment and 7-gauge steel deck is standard; 36-, 48-, 52- and 61-inch widths are available. Independent left/right crank height-of-cut adjustment with built-in height gauge makes mowing simple. Attachments include Ninja mulching system, hard plastic or cloth grass catcher, sully and snow removal kits.

Circle No. 265

SWISHER MOWER
800/222-8183

www.swisherinc.com

Three models of perfectly balanced mowers — with 19-, 20- and 22-inch cutting widths — are available from Swisher Mower & Machine, Warrensburg, MO. All feature rugged cast aluminum decks, made of recycled/recyclable material, that will not rust out like steel decks. Each comes with a 3.75-hp Briggs and Stratton engine with safety control system that stops the blade as soon as the handle is released. The 19-inch version has a 6-inch front and 8-inch rear wheel incremental height adjustment. The 20-inch model has 7-inch front and 8-inch rear quick incremental adjustment. A mulching attachment is available only for the 20-inch model.

Circle No. 266

TEXTRON TURF CARE
414/637-6711

The Bob-Cat® Variable Speed midsize mower is designed to deliver a top-quality cut and reliable performance. It has a variable speed pulley drive transmission. There are two engine choices: a 14-hp Kawasaki or a 15-hp Kohler; and five cutting deck options: 32, 36, 48, 54 and 61 inches.

Circle No. 267

THE TORO COMPANY
612/888-8801
www.toro.com

First available from Toro, Bloomington, MN, in February, the ProLine 21-inch heavy duty mower line now includes a Kawasaki full pressure lube engine. The 5.5-hp, 4-cycle OHV engine also has a larger, more durable 25 mm diameter crankshaft custom built for Toro.

Existing Suzuki 2-cycle and Briggs & Stratton 4-cycle engines also are available. Three models are offered: the zone start hand push 22170, zone start self-propelled

22171 and the BBC self-propelled 22172. The BBC (blade brake clutch) model stops the blade from spinning yet allows the engine to remain running once the bail is released. Units are CARB and EPA certified and include a 2-year engine warranty.

Circle No. 268

TRU-CUT, INC.
323/258-4135

The commercial line of mowers from Tru-Cut, Los Angeles, CA, includes the C2150HQ Commercial Pro which comes with standard, large-capacity commercial fabric grass catcher and has an optional steel catcher. Powered by either a 5- or 5.5-hp Honda overhead valve motor, or a Briggs & Stratton 5-hp, it features 8-inch front wheels, 10-inch rear dual ball bearing wheels with zerk fillings. The 5-speed transmission allows speeds from 1.1 to 4.3 mph. Unit has eight cutting heights from 3/8 to 3 5/8 inches.

Circle No. 269

YAZOO/KEES
800/723-9496
www.yazookees.com

The high-wheel mower from Yazoo/Kees, Jackson, MS, provides a quality cut in the toughest of conditions. Available with a 22-, 24- or 26-inch cutting deck, it is made of 11-gauge steel for durability. Either a 6-hp or 8.5-hp Briggs & Stratton engine, mounted between the drive wheels, provides balanced weight distribution for positive traction and increased maneuverability. Large-diameter pneumatic drive tires are mounted on chrome bicycle-style extra-strength steel spoke rims. Knobby tread drive tires flex and clean themselves as you mow.

Circle No. 270

www.landscapegroup.com
for online LM Reports, with direct links to manufacturers and their products.



Controlling crabgrass in cool-season turf

Crabgrass is the dominant weed in cool-season turf. If you can't eradicate it, at least learn how to master this persistent pest.

By ZAC REICHER, Ph.D.

Whether you manage lawns or sports turf, crabgrass is a major weed concern. It germinates in the spring; thrives during the heat of summer forming tillers and growing to a foot or more in diameter; sets seed in the late summer and dies with fall's cool temperatures. It's a prolific seed producer, with a single plant producing thousands of seeds in one season. Because of this, crabgrass can never be eradicated from a turf site and can only be managed to minimize populations.

Baby your turf

Crabgrass control begins with good cultural practices. Thicker and healthier turf is more competitive with crabgrass and results in less crabgrass infestation. The easiest method to control crabgrass is mowing often and mowing on the upper edge of the preferred range of mowing heights. For instance, mowing Kentucky bluegrass lawns at three inches will limit crabgrass pressure, regardless if herbicides are used. However, all of the herbicides in the world will not

prevent a crabgrass infestation on a Kentucky bluegrass lawn mowed at one inch.

Irrigating deep and infrequently also favors turf. As an annual, crabgrass forms shallow roots that compete



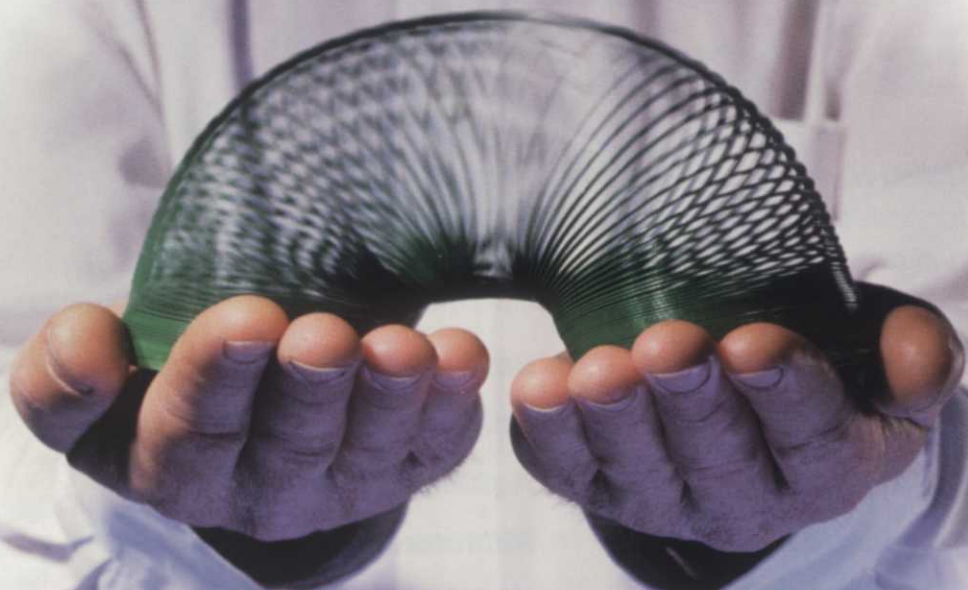
Post-emergence herbicides are most effective on young crabgrass that has not tillered.

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209-253-5700

Circle No. 115 on Reader Inquiry Card

for water in the soil profile. Turf is deeper rooted than crabgrass. If you keep the turf on the dry side and water only to prevent water stress, you will give the desirable grasses an advantage over crabgrass.

Proper fertilization encourages turf density and further minimizes crabgrass infestation. The majority of the annual fertilizer should be applied to cool-season turf in the fall. Make two applications in the fall, one in September and one after the turf has ceased growing. The first application will encourage recovery from summer stress through lateral growth and increased tillering. Include some slow-release fertilizer to feed the plant over the following four to six weeks.

Apply the late-fall application after growth has slowed but while the plant is green and actively photosynthesizing. This may be mid- to late-October in the northern states or mid- to late-November in the southern states with cool-season grasses. The fertilizer should be a source that is quickly available, such as urea. It's important for the nitrogen to be taken up by the plant before winter. This late-fall application maintains deeper green color well into fall, speeds spring green-up and improves spring density.

Other building blocks in a turfgrass program include traffic management and aeration to minimize compaction, increasing drainage and airflow to keep turf as dry as possible and minimizing damage from insects and diseases to prevent a thin turf prone to crabgrass infestation. However, even with our best intentions to maintain a thick turf stand, some areas are still prone to crabgrass infestation and we must use herbicides.

Pre-emergence herbicides

It is important to apply pre-emergence herbicides accurately and evenly across a turf site. Since pre-emergence herbicides are immobile in the soil, a uniform application ensures that the germinating crabgrass

plants will come into contact with the herbicide. Using a pre-emergence herbicide on a large fertilizer granule might make applications easier, but it may not provide a dense enough pattern to ensure consistent application.

Some labels state that the product should be applied two weeks prior to the expected germination period for crabgrass (who can guess the exact germination period for crabgrass each spring?). Some say to apply pre-emergence herbicide when minimum soil temperatures reach 50°F for five consecutive days. However, soil temperatures in West Lafayette, IN, often reach 50°F during early March, only to fall back into the 40s for many more weeks. Others will say to apply pre-emergence herbicides when forsythia is in bloom. Again, it is very common to see the forsythia blooming just before the last March snowstorm.

Timing of pre-emergence herbicides was more important years ago when the herbicides did not have the duration of control like today's products.

Today's pre-emergence herbicides, applied in March, will provide season-long crabgrass control. In fact, our research has shown that November and December applications of pre-emergence herbicides will provide season-long control on most turf areas when used at the high recommended rate.

On areas with extremely high crabgrass pressure, a December application should be followed by a sequential application in the early summer to ensure control, or possibly a spot treatment with a post-emergence herbicide, if needed.



Crabgrass is the most common weed on commercial properties, home lawns, sports turf and most other turf settings.

Late fall and early spring applications work to control crabgrass because microbial degradation is the main factor in breakdown of pre-emergence herbicides. Soil microbes become more active once soil temperatures reach 55°F. Since soil temperatures are at or near 32°F throughout the winter, minimal degradation of herbicide occurs until the soil temperatures warm up in April.

Sequential applications

If you manage areas with extremely high crabgrass pressure or with the possibility of goosegrass, you might consider a sequential application of pre-emergence herbicides. An application in late fall or early spring will provide acceptable control into early summer, but a second application will boost the activity of the herbicide in the soil to extend control throughout the growing season.

Most labels will recommend 2/3 to 3/4 of the high label rate in the first application, followed by a second application of 1/3 to 1/4 of the total label rate in late May

cont. on next page

WEED CONTROL GUIDE

cont. from previous page

or early June. Use the same active ingredient in the sequential application as you applied in the first application.

Research at Purdue suggests that using sequential applications of an active ingredient different than the initial application provides less effective control. It appears that concentrations of different herbicides are not additive in the soil. Instead of boosting the concentration of the initial herbicide in the soil with a second application, you merely add a second herbicide at a concentration that may not give season-long control.

This strategy is important when you are trying to reduce the rate of herbicide used in both the initial and sequential application. As you may suspect, it may not be as important if you are willing to use high

One Tough Crabgrass

- ▶ One crabgrass plant can produce 10,000 seeds per year
- ▶ 12% germination produces 1200 seedlings
- ▶ 10% survival of seedlings leaves 120 crabgrass plants
- ▶ Assuming commercially acceptable 90% crabgrass control, 12 plants survive until seed set when the cycle begins all over

label rates for different herbicides in both the initial and sequential applications, thus creating effective concentrations for each herbicide in the soil.

Post-emergence herbicides, such as MSMA (under a variety of trade names), Acclaim, Dimension and the newly released Drive, offer increased flexibility in a weed control system. Some professionals have opted not to use the traditional pre-emergence herbicide application, preferring a wait-and-see approach. If the summer weather is conducive to crabgrass, and/or regular scouting reveals newly emerging crabgrass, a post-emergence herbicide can be used in early- to mid-summer. This is useful on areas that traditionally have lower crabgrass pressure. During mild summers not conducive to crabgrass, this can reduce expenses and pesticide use.

Post-emergence herbicides are most effective on small crabgrass. The smaller the crabgrass plant, the lower the rate of herbicide necessary to be effective. Since post-

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Mycor™ Palm Saver™ Inoculant

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A palm fertilizer and organic soil

conditioner with beneficial mycorrhizal fungi and Nitrogen fixing/Phosphorus solubilizing bacteria to improve absorbing root growth and survival of palms and related species. Used at planting or as a vertimulch.



Mycor™ Tree Saver™ Transplant Inoculant

Spores of endo- and

ectomycorrhizal fungi mixed with Terra-Sorb™ planting gel, yucca extract, seakelp, and humate soil conditioners. Used to eliminate rework when planting landscape trees and shrubs.



Mycor™ Plant Saver™ 4-7-4 Planting Inoculant

Combines

Healthy Start™ Biofertilizer with endo- and ectomycorrhizal fungi, beneficial bacteria, biostimulants and humic acid to create ideal growing conditions when planting containerized perennials, shrubs, vines and small trees.



Healthy Start™ 3-4-3 Biofertilizer

A totally natural fertility system for new flower and sod

installation. Healthy Start™ contains NPK and a range of micronutrients derived from organic plant and animal proteins, combined with humic acids to recondition poor soils, and Nitrogen fixing and Phosphorus solubilizing bacteria.

emergence herbicides can be phytotoxic to turfgrass, the lower rates will also improve the safety margin. Accurate applications are essential to minimize possible phytotoxicity to the turfgrass.

If you apply post-emergence herbicides early in the summer, include a pre-emergence herbicide in the tank mix to control the later germinating crabgrass. Since Dimension has both pre- and post-emergence properties, it can be used alone to control young crabgrass that has not tillered and that has not yet germinated. Drive actually appears to control tillered crabgrass as well, if not better than younger crabgrass. Drive also is active on clover and a number of broadleaf weeds and appears to be one of the safer post-emergence herbicides on newly emerged seedlings.

Though post-emergence herbicides are



effective in controlling crabgrass, don't attempt to control crabgrass in late summer because the plants are too large and vigorous. Attempting to control crabgrass at this time will only result in disappointing con-

◀ Pre-emergence herbicide applications have been timed in the past to coincide with forsythia bloom.

trol and possibly turf damage. Wait for the most effective, safest and cheapest control of crabgrass — the first frost.

By maintaining a dense, healthy stand of turf, you can limit the amount of crabgrass. This starts with the cornerstones of turf management: proper mowing, irrigation and fertilization. Maximizing these three cultural practices can almost eliminate crabgrass from many turf stands.

—Zac Reicher is Assistant Professor of Agronomy and the Turfgrass Extension Specialist at Purdue University, West Lafayette, IN

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PHC™ BioPak™ Biostimulant

A dry, water soluble biostimulant with beneficial bacteria for promoting root growth, branching and flowering of container, ornamental and bareroot plants. Contains spores of Nitrogen fixing, Phosphorus solubilizing and growth promoting bacteria, together with yucca, seakelp, humic extracts, amino acids and vitamins.

New! PHC™ BioPak™ Plus Biostimulant

PHC™ BioPak™ Plus is a premium water soluble blend of beneficial rhizosphere bacteria, chelated micronutrients, organic biostimulants and yucca plant extract wetting agent. BioPak™ Plus improves the nutritional health, color and vigor of stressed plants and turfgrasses.

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Yuccah™ Natural Wetting Agent

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Terra-Sorb™ Hydrogel Products

PHC™ is the sole manufacturer of Terra-Sorb™ products. Terra-Sorb™ hydrogel is used on sod, new grass seed, potted plants and flower beds to improve water retention.

TerraPam™ Tackifier

New!

A polyacrylamide tackifier used to ensure effective hydroseeding by binding together the various components of the hydromulch, which improves water penetration and retention, and maintains a cool soil temperature. This results in optimum germination and soil stability. Also an effective binder on dirt roads, reducing erosion and dust problems.

BioPam™ Tackifier and Inoculant

New!

A tackifier/biostimulant used to ensure effective hydroseeding by binding together the various components of hydromulch while improving seed establishment. Also contains BioPak™, a dry soluble biostimulant with Nitrogen fixing Phosphorus solubilizing and growth promoting bacteria.

The South's ornery new weeds

Use the latest control strategies for the newest, nastiest weeds in warm-season turfgrass.

By BERT McCARTY, Ph.D.

Turf managers have seen an increase in "new" weeds in the last 5 to 10 years. Previous tough-to-control weeds such as crabgrass, goosegrass, chickweed and henbit caused many turf managers to lose their jobs. Today, however, many of these weeds have adequate control measures, but new weeds have taken their place. Possible explanations for this shift include:

- ▶ Significant increase in the use of pre-emergence herbicides, especially on fertilizer carriers, which do an excellent job on most grass weeds, but allow other weeds to escape and thrive.
- ▶ Significant reduction in the use of traditional post-emergence herbicides which provided adequate control of most weeds, such as MSMA, DSMA and 2,4-D, which provided good general weed control at reasonable prices.
- ▶ Overwatering, which favors certain weeds such as sedges and annual bluegrass, giving these weeds the advantage over the turf.

Up-and-coming weeds

Post-emergence herbicide control options are listed. You, however, must decide if these herbicides can be safely applied to the particular turfgrass species in your area.

Spreading dayflower (*Commelina diffusa*)

- ▶ Summer annual with fleshy, smooth stems; flowers with three blue petals; reproduces by seed and stem fragments; prefers moist habitats
- ▶ Occurs from Massachusetts, Missouri, Indiana, south into Florida and west to Texas, Kansas and Oklahoma.
- ▶ Products containing atrazine or simazine applied twice 30 days apart. Prompt (a pre-mix of atrazine and Basagran) also works well. Tank mixes of MSMA or DSMA with Sencor or multiple

Spreading dayflower



application of two- or three-way broadleaf herbicide mixtures also provide good control but can cause phytotoxicity to certain turfgrass species.

Doveweed (*Murdannia nudiflora*)

► Summer annual with fleshy, creeping stems rooting at nodes; alternate leaves; small, inconspicuous blue to purple flowers; reproduces by seed

► Occurs from North Carolina south through Florida, west into Texas

► Control the same as spreading dayflower

Torpedograss (*Panicum repens*)

► Perennial grass; robust, sharply pointed, creeping rhizomes; reproduces primarily by rhizomes

► Occurs along the North Carolina coasts on golf courses south throughout Florida west into

Texas

► Nonselective control is with at least 3 applications of glyphosate (Roundup Pro) spaced 3 weeks apart. Other nonselective control involves fumigating with methyl bromide and re-planting. Selective control

(or suppression) has recently become available with quinclorac (Drive). Drive should be applied 2 or 3 times spaced 3 to 4 weeks apart. Expect some minor temporary turfgrass discoloration.

Smutgrass (*Sporobolus indicus*)

► Clumping perennial grass; leaf blades flat, very thin; seed often infected with black fungus (or smut); reproduces by seed

► Occurs from Virginia into Florida, west to Texas, inland to Oklahoma and Missouri

► Selective control has been very elusive. Summer atrazine or simazine applications provide about 50% control, but expect temporary turfgrass damage. TFC lists smutgrass, but control is often very erratic with this product. Nonselective control is spot spraying or rope wicking glyphosate (Roundup). If rope wicking, treat in two directions.

Mat lippia or matchweed (*Phyla nodiflora*)

► Mat-forming perennial broadleaf plant with prostrate growing, hairy stems; stems rooting at nodes; leaves opposite with large teeth towards the tip; flowers rose-purple or white, in a head at tip of



Smut fungi on smutgrass seedhead.

a long stalk, resembling a match head; reproduces by seed and stolons

► Prefers sandy coastal plains and occurs from Pennsylvania to Florida, Arkansas, Oklahoma, Texas, California and Hawaii

► Products containing atrazine or simazine applied twice 30 days apart. Prompt (a pre-mix of atrazine and Basagran) also works well. Products containing two- or three-way broadleaf herbicide mixtures applied at least twice 7 days apart also work in tolerant turfgrasses.

Annual blue-eyed-grass (*Sisyrinchium rosulatum*)

► Winter annual, member of the Iris family; appears similar to goosegrass except it is a cool-season annual; leaves flat, light green, all clustered at the base; has zigzag-shaped stems; flowers pale purple to white with a rose-purple eye ring; reproduces by seed

► Occurs from North Carolina south into Florida and west to Texas and Arkansas.

► Products containing atrazine or simazine applied twice 30 days apart. Prompt (a pre-mix of atrazine and Basagran) also works well. Sencor also provides excellent control in tolerant turfgrasses. Products containing two- or three-way broadleaf herbicide mixtures applied at least twice 7 days apart also work.

Chamberbitter (Niruri, Gripeweed) (*Phyllanthus urinaria*)

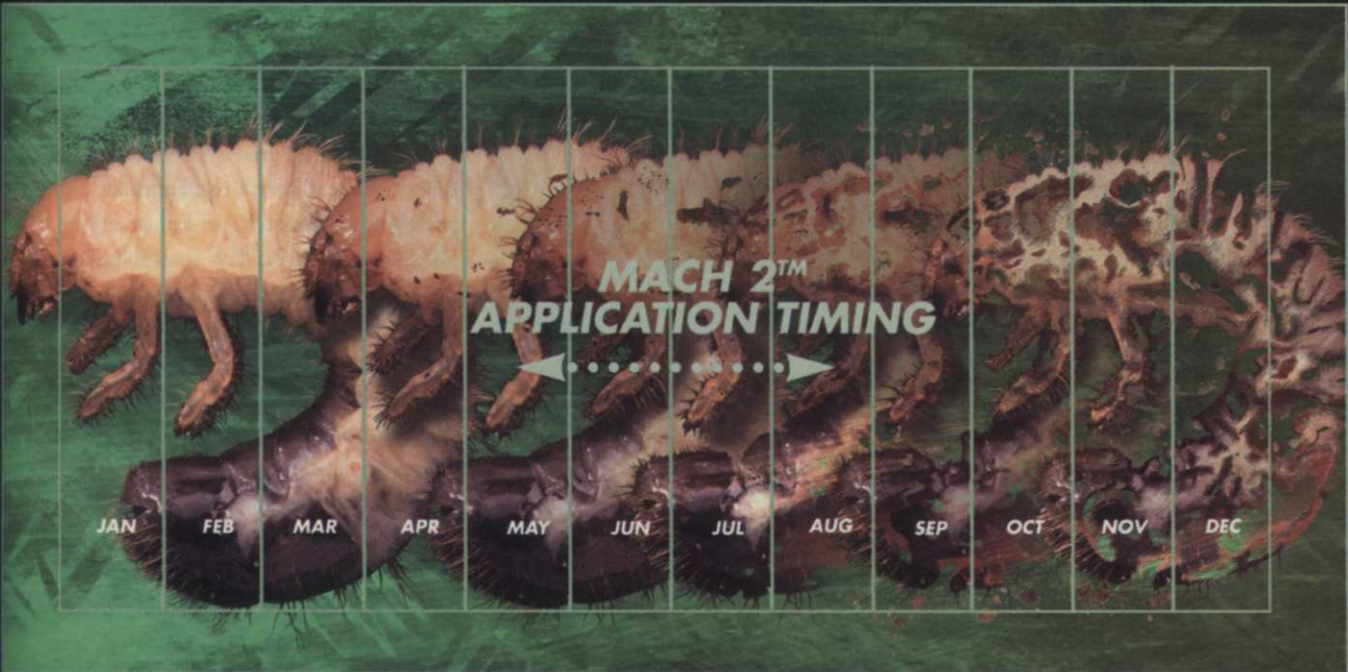
► Small, erect summer annual broadleaf weed, escaped from ornamental industry; leaves oblong, arranged in two rows; flowers inconspicuous (not showy); fruit green, warty, without a stalk, attached

cont. on page 62



Torpedograss

**PREVENT
GRUBS.
STOP THEM IN
THEIR TRACKS.
OR MAKE SURE
IT'S NOT EVEN
AN ISSUE.**



Now you can control grubs preventatively or curatively. With a single application. Only with new MACH 2™ Turf Insecticide.

MACH 2 is a powerful killer with a new chemistry that accelerates the molting process of target insects.

Just hours after ingesting MACH 2, the insect stops feeding. Then it dies beneath the surface in 2 to 3 weeks. It's that simple.

With MACH 2™ Turf Insecticide, you'll kill target enemy insects all season long. Grubs. Cutworms. Armyworms. Sod webworms. Plus, odorless MACH 2™ is easy to apply.

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So don't let grubs control your grounds, or your schedule. Depend on MACH 2™ Turf Insecticide. It's all you need to prevent or cure.

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ALL YOU NEED TO PREVENT OR CURE.

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WEED CONTROL GUIDE

cont. from page 59



Chamberbitter

directly to underside of branch; reproduces by seed

► Occurs in the southeastern United States west to Texas

► Control products the same as matchweed. Treat when plants are small.

Thin or bull paspalum (*Paspalum setaceum*)

► Clump-forming perennial grass; leaf blades flat, hairy to almost smooth with a fringe of stiff hairs along the leaf margins; common in sandy soils; reproduces by seed and clump fragments

► Occurs throughout the coastal plains from Long Island to Florida, west to New Mexico and Colorado, north through Nebraska, Ohio and Tennessee

► Repeat applications of MSMA or DSMA are required every 7 days until complete control is achieved.

Lawn burweed or spurweed (*Soliva pterisperma*)

► Low-growing, freely branched winter annual broadleaf weed; leaves opposite, twice divided into narrow segments or lobes; flowers small and inconspicuous; fruits have sharp spines; reproduces by seed

► Occurs in most southern states from North Carolina to Florida, west to Texas

► Pre-emergence or post-emergence applications of simazine or atrazine provide

excellent control. Prompt and Sencor also work well in tolerant turfgrasses. Repeat applications of two- or three-way broadleaf herbicide mixtures also provide control. Key to control is applications in fall when weeds are small.

Annual or water sedge (*Cyperus compressus*)

► Summer annual sedge; seedhead is a cluster of flat greenish, glossy spikes at the top of bare stems; tolerates close mowing heights; reproduces by seed

► Occurs from Minnesota, Ohio and New York, south through Florida and west to Texas

► Basagran, Image, Manage all provide good control.

Repeat applications of MSMA or DSMA also work.

Annual bluegrass, perennial biotype (*Poa annua* var. *reptans*)

► Similar to annual biotypes except the perennial biotypes produce less seedheads, often produce short stolons and form larger patches compared to annual biotypes; perennial biotypes occur from the transition zone northward where bentgrass is



Annual sedge

grown year-round as greens; triazine (atrazine/simazine) tolerant biotype occur

► In bentgrass greens, selective control is very erratic. Growth regulators such as paclobutrazol (Scotts Turf Enhancer) applied twice in fall 30 days apart followed by 2 or 3 applications in spring allows bentgrass to eventually out-compete the Poa. Several years of this program may be necessary and the treated Poa takes on a characteristic yellow-green appearance following application.

Kyllinga (*Kyllinga* spp.)

► Perennials: perennial or green kyllinga (*K. brevifolia*); *K. gracillima* = *K. brevifolioides* (no common name); white kyllinga (*K. nemoralis*)

► Annuals: annual kyllinga, *K. odorata* = *C. sesquiflorus* (acts as an annual in United States but is a short-lived perennial in the tropics); *K. pumila* and *K. squamulata* (no common names)

► Appear similar to nutsedges except kyllinga does not form underground nutlets; perennial kyllinga species form weed patches from stolons.

► Most kyllinga species occur from Delaware and Rhode Island south through the Carolina into Florida, west to Texas, California and in Hawaii. Currently, white kyllinga is thought to be restricted in the United States to Hawaii, however, it probably can survive in portions of the mainland including southern California and south Florida.

► Annual kyllinga species can be controlled with Basagran, Image, Manage or repeat applications of MSMA or DSMA. Perennial species require repeat applications of Image, Image + MSMA or Manage.

Bert McCarty is Associate Professor of Turf at Clemson University, Clemson, SC



Annual kyllinga

"Success in the professional lawn care industry is based on emphasizing quality service, good programs and products for each and every customer." So says Gary LaScalea, president and owner of GroGreen Lawn, Tree and Shrub Care, which services accounts around the Dallas/Ft. Worth metroplex.

Apparently his philosophy works—GroGreen has expanded an annual 30 to 40 percent since opening its doors just four years ago. Last season, the company generated more than \$1 million in revenue, and it's still growing.

LaScalea, who formerly worked in various positions for ChemLawn, learned early that emphasizing employee relations and on-going training creates pleasant, knowledgeable service personnel. That attribute pays off in high customer satisfaction and cancellation rates of less than 10 percent each season.

Employee perks at GroGreen include above-average salaries, benefits and year-end bonuses. LaScalea also provides employees with comfortable working conditions, such as air-conditioned trucks and properly operating equipment.

The lawn care veteran maintains that keeping his service technicians satisfied increases their enthusiasm in dealing with the occasional customer complaint.

"We expect quality service from our technicians, which includes taking care of any problems in an expedient and professional manner. Our front-line personnel are trained in customer relations as well as product information and application. They are also given the authority to drop everything and make complaint resolution a priority rather than the last task on their list."

LaScalea also believes in supporting his technicians with powerful products and programs including PENDULUM® (pendimethalin) herbicide from American Cyanamid Company. "We can't take the chance of opening ourselves to problems in our preemergent weed control, so we only use proven performers. We rely on PENDULUM as the foundation of our preemergent herbicide program, especially in our residential market which represents 60 percent of our business. I've

Advertorial

depended on this chemistry throughout my career and it has always provided consistent, broad-spectrum control of most annual weeds and grasses. The fact that it can be used across a variety of markets and accounts increases its advantages, LaScalea says.

He points out that although some lawn care professionals turn to cheaper substitutes, the power he receives from PENDULUM makes the program cost-effective. "Look what you get for your money in terms of results and time and costs saved on reduced callbacks. PENDULUM herbicide also goes a long way in keeping customer satisfaction high. I'm sure we'd lose clients without it."

He adds that taking advantage of corporate rebates such as the GREEN CONNECTION PROGRAM™ helps increase the cost-effectiveness of his preemergent herbicide offering. "There are so many different purchase programs out there that you have to watch your options every year," he says. "But, by selecting highly-effective products that also offer cash incentives that meet your needs, you'll get the biggest bang for your buck and keep both your customers, and your bottom line, satisfied."

Get Cash Back with the GREEN CONNECTION PROGRAM

Turf managers know that it's hard to beat the cost-effective weed control of PENDULUM and other pendimethalin herbicides. The number one preemergent product on the market, pendimethalin provides season-long, broad-spectrum control of most annual grasses and broadleaf weeds while exhibiting excellent turf tolerance to warm- and cool-season grasses. Green professionals throughout the country have yet another incentive to use these proven performers—cash rebates from the GREEN CONNECTION™ PROGRAM.

The program covers all pendimethalin products from American Cyanamid, LESCO and The Scotts Company. To qualify, turf managers must simply purchase and take delivery of the product between December 19, 1998 and June 14, 1999 and return their GREEN CONNECTION rebate form with a copy of the invoice postmarked no later than June 14, 1999.

Contact your American Cyanamid distributor for more information. Or contact Cyanamid directly at 1-800-545-9525, ext. T2310, or on the Internet at www.turfacts.com.

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PENDULUM Helps GroGreen Grow Profits and Customer Base



Top 10 Ornamental Weeds

David Letterman's top 10 list is popular, but this group of pesky landscape weeds has more staying power.

BY JEFFREY F. DERR, Ph.D.

If you focus on the 10 weeds that represent the major weed groups infesting our landscapes, you will have a good base of information on the subject. Each weed life cycle group, with the exception of biennial weeds, is represented by at least one member.

I have listed possible chemical control options for these weeds. While there are nonchemical methods for control, that is a topic for another article. You can integrate chemical and cultural control in an IPM program.

You will deal with more than the 10 weeds listed here, but remember that control strategies for other weeds in that group may be quite similar to those listed. For example, yellow foxtail is in the summer annual grass category, just like large crabgrass. Chemical control options are essentially identical for these two weeds. In other cases, control strategies may be different for closely related weed species. Herbicide recommendations differ for yellow nutsedge compared to purple nutsedge, although both are perennial sedges. Check herbicide labels

and other sources of information for control of weeds not listed in this article.

Summer annuals

Large crabgrass is a troublesome weed in many situations, including landscape beds. It begins to germinate in spring when soil temperatures have risen above 50° to 55°F. It can germinate throughout the spring and summer, making it difficult to achieve season-long control with a single herbicide application. Split applications of pre-emergence herbicides, spaced 2 to 3 months apart, are often used for long-term control.

The best way to control crabgrass is through pre-emergence herbicide application. Products available for pre-emergence crabgrass control include Pendulum, Surflan, Barricade, Treflan/Preen, Ronstar, Devrinol and Dimension. All can be used on woody ornamentals but only certain ones can be used on annual and perennial flowers. Consider using a granular formulation for enhanced crop safety, especially for herbaceous ornamentals. Although certain pre-emergence broadleaf herbicides will suppress crab-

grass, they generally do not provide the level of control seen with the crabgrass preventers.

Crabgrass can be controlled selectively post-emergence using the post-emergence grass herbicides Acclaim, Envoy, Fusilade/Ornamec or Vantage. Since these products have little soil residual, a pre-emergence herbicide should be applied to extend the length of control. Treat prior to tillering of crabgrass for optimum results.

Prostrate spurge (spotted spurge) is a low-growing summer annual broadleaf that germinates during the warm months of late spring and summer. Certain crabgrass preventers such as Pendulum or Surflan are fairly effective on this weed. The combination products on the market, such as Rout, OH2 and Snapshot, provide good control in woody ornamental species. It is difficult obtaining long-term control of spurge since no herbicide provides excellent control of this weed for more than about 2 months. As with crabgrass, split applications can provide longer control. Prostrate spurge is difficult to control post-

emergence. Use careful applications of nonselective herbicides such as Roundup Pro, Finale or Reward.

I generally place *common groundsel* in the summer annual broadleaf category, although it overlaps the



Spotted Spurge

winter annual category as well. It can tolerate mild frost and survive through a mild winter. Most crabgrass preventers provide poor control of this weed and it is, therefore, quite difficult to control in herbaceous plantings.

Products that contain oxyfluorfen, such as the granular materials Rout or Regal O-O, or the liquid formulation Goal, provide excellent control of groundsel. Goal is mainly used on conifers since it will damage foliage of most other ornamental species. The granular formulations are a better choice in landscapes containing a variety of woody species. Other herbicides, such as Gallery, Snapshot, Ronstar and Princep, (if triazine sensitive) will control groundsel. For post-emergence control, use Goal where possible, primarily in dormant conifers

Annuals

▶ Live <1 year

▶ Reproduce by seed

Summer annuals:

Germinate in spring, flowers produce seed in late summer/early fall, die in fall.

Winter annuals:

Germinate fall through late winter, flowers produce seed in spring, die in late spring/early summer.

and dormant deciduous trees. Otherwise use careful applications of a nonselective herbicide.

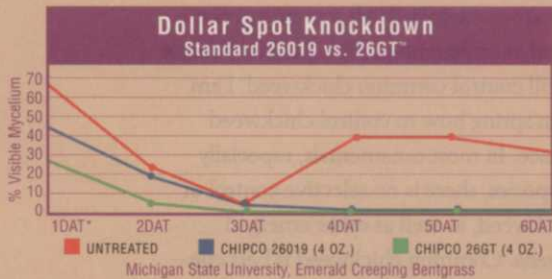
Winter annuals

Annual bluegrass germinates in fall and early spring. The best way to control it is through application of a crabgrass preventer in August, prior to the initiation of germination. Annual bluegrass tolerates most post-emergence grass herbicides. Envoy is the only one in this group that will control annual bluegrass. Alternatively, the nonselectives such as Roundup Pro or Finale provide excellent control. Kerb will control emerged winter annuals like annual bluegrass in certain established woody ornamentals, along with providing residual control. Barrier/Casoron can also be used for pre-emergence and post-emergence control of a range of winter annual weeds (it can only be used on established woody ornamentals). Kerb and Barrier/Casoron work best when applied under cold conditions in late fall or winter.

Common chickweed is a winter annual broadleaf that germinates in fall and early spring. As with annual bluegrass, timing is critical for a pre-emergence application. Late August would be a good time to treat in most areas. Essentially all pre-emergence herbicide used in ornamentals, with Ronstar a major exception, will control common chickweed. I am often asked in spring how to control chickweed post-emergence. In most ornamentals, especially herbaceous species, there is no selective control of emerged chickweed, as well as other emerged broadleaf weeds. Common chickweed is best con-

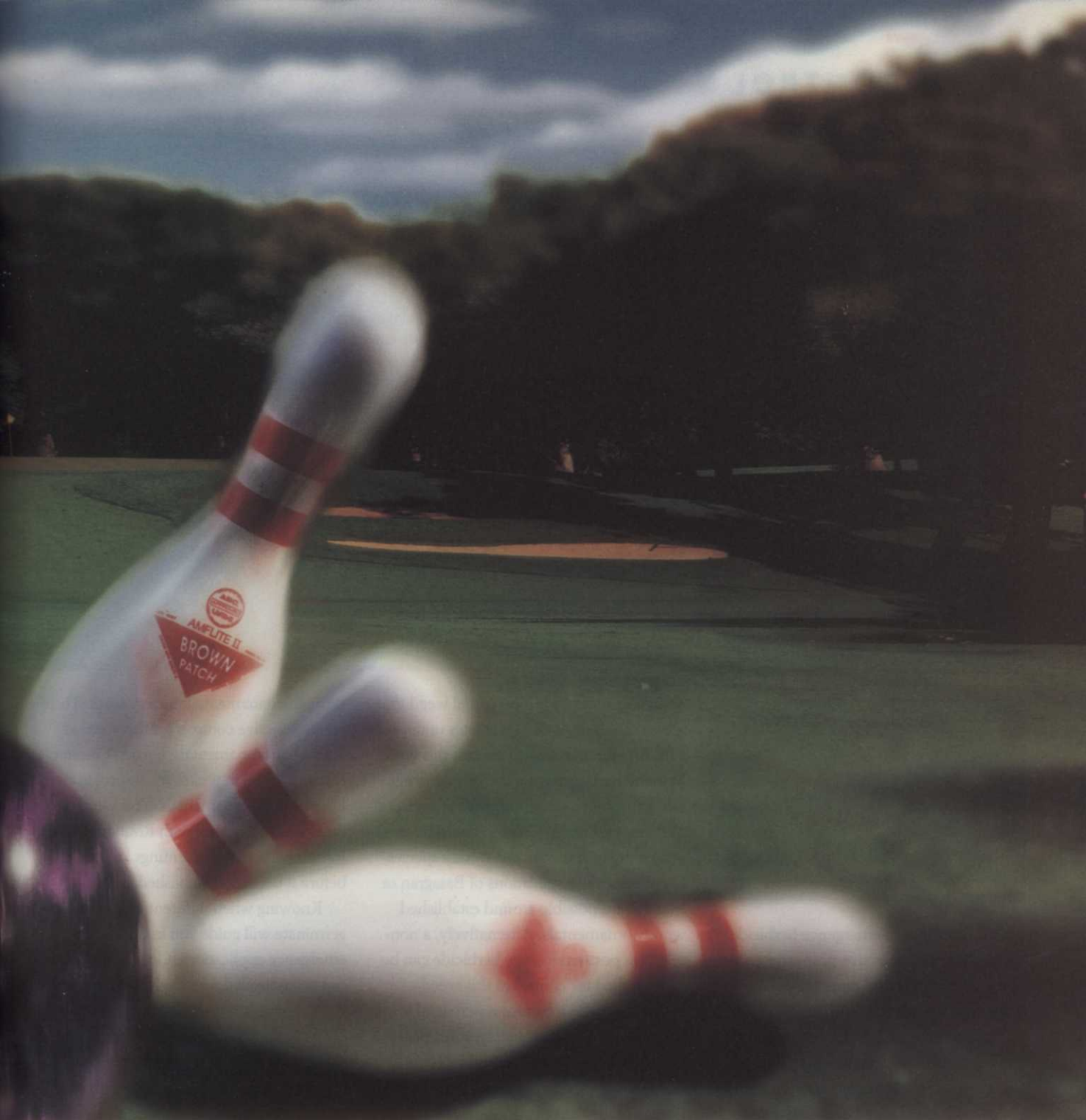
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**NOTHING KNOCKS DOWN
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For years, you've relied on CHIPCO®26019 brand fungicide to deliver the best brown patch and dollar spot control available.

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patch than the standard CHIPCO® 26019 • In fact, CHIPCO® 26GT™ was as much as 48 hours faster. That means you'll see activity against disease mycelium within just 24 hours after application. And that means faster turf recovery. You can also count on CHIPCO® 26GT™ to give you both preventative and curative activity against dollar spot and

Brown Patch Knockdown
Chipco® 26GT™

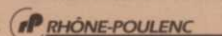
	0DAY*	1DAT	2DAT
UNTREATED	PRESENT	PRESENT	PRESENT
CHIPCO®26GT™	PRESENT	NONE	NONE

brown patch. • Best of all, new CHIPCO® 26GT™ gives you the same powerful, broad-spectrum, long-lasting disease control you've come to expect from CHIPCO® 26019. Now you don't have to sacrifice quality and duration for quickness.

You get them all with new CHIPCO® 26GT™.



*0DAY = Spray applied; DAT = Day(s) After Treatment
Ohio State University, Penncross Bentgrass



WEED CONTROL GUIDE

cont. from page 65

GENERAL GUIDELINES FOR SELECTIVE PRE-EMERGENCE AND POST-EMERGENCE CONTROL IN HERBACEOUS AND WOODY ORNAMENTALS.

	<i>Herbaceous ornamentals</i>		<i>Woody ornamentals</i>	
	Selective Pre-emergence control	Selective post-emergence control	Selective pre-emergence control	Selective post-emergence control
Large crabgrass	Yes	Yes	Yes	Yes
Prostrate spurge	Yes	No	Yes	No
Common groundsel	Yes	No	Yes	Limited options
Annual bluegrass	Yes	Yes	Yes	Yes
Common chickweed	Yes	No	Yes	Limited options
Bermudagrass	No	Yes	No	Yes
Yellow nutsedge	Yes	No	Yes	Yes
Wild garlic	No	No	No	No
Creeping woodsorrel	Yes (from seed)	No	Yes (from seed)	No
Mugwort	No	No	Yes	No



Common chickweed

trolled through pre-emergence herbicide application. Nonselective post-emergence herbicides will control emerged chickweed.

Perennial weeds

Post-emergence herbicides are generally used to control perennial weeds, with a few exceptions. *Bermudagrass* is an example of a perennial weed that often cannot be controlled using pre-emergence herbicides. Although certain pre-emergence herbicides will suppress pegging down of bermudagrass stolons, post-emergence herbicides are required for control. The best option in broadleaf ornamentals are post-emergence grass herbicides such as Vantage, Fusilade/Ornamec or Envoy. Repeat treatments will be needed for control. Although these are systemic chemicals, one application may will not completely kill the rhizome system of bermudagrass.

Yellow nutsedge is a perennial weed that grows especially well in wet sites under full sun. An effective way to control this weed in many herbaceous and woody ornamentals is through a pre-emergence application of Pennant. Barrier/Casoron could be used pre-emergence in selected woody species. Directed spray applications of Basagran or Manage are possible around established woody ornamentals. Alternatively, a non-selective post-emergence herbicide can be spot-applied for control of this weed.

Wild garlic is a common perennial weed in landscapes. Unfortunately, most pre-emergence herbicides have no effect on this weed. Careful applications of Finale or Roundup are the only option in most landscapes.

Creeping woodsorrel is a low-growing perennial with mostly reddish-purple leaves. This plant throws its seed several feet when the seed pods are mature. It is sensitive to the nonselective herbicides Finale and Roundup. Include a pre-emergence broadleaf herbicide to stop re-establishment by seed.

Mugwort (wild chrysanthemum) is one of the most difficult-to-control field nursery weeds and can become a landscape problem

through contaminated nursery stock. There are no selective controls for this weed in herbaceous ornamentals. Barrier/Casoron can be applied in winter for control in established woody ornamentals. This weed can be difficult to control with Roundup. Scout for mugwort in new plantings and remove before it becomes established.

Knowing when different weed species germinate will guide you in timing pre-emergence applications. Grasses and sedges can be controlled selectively in many landscape situations



Mugwort

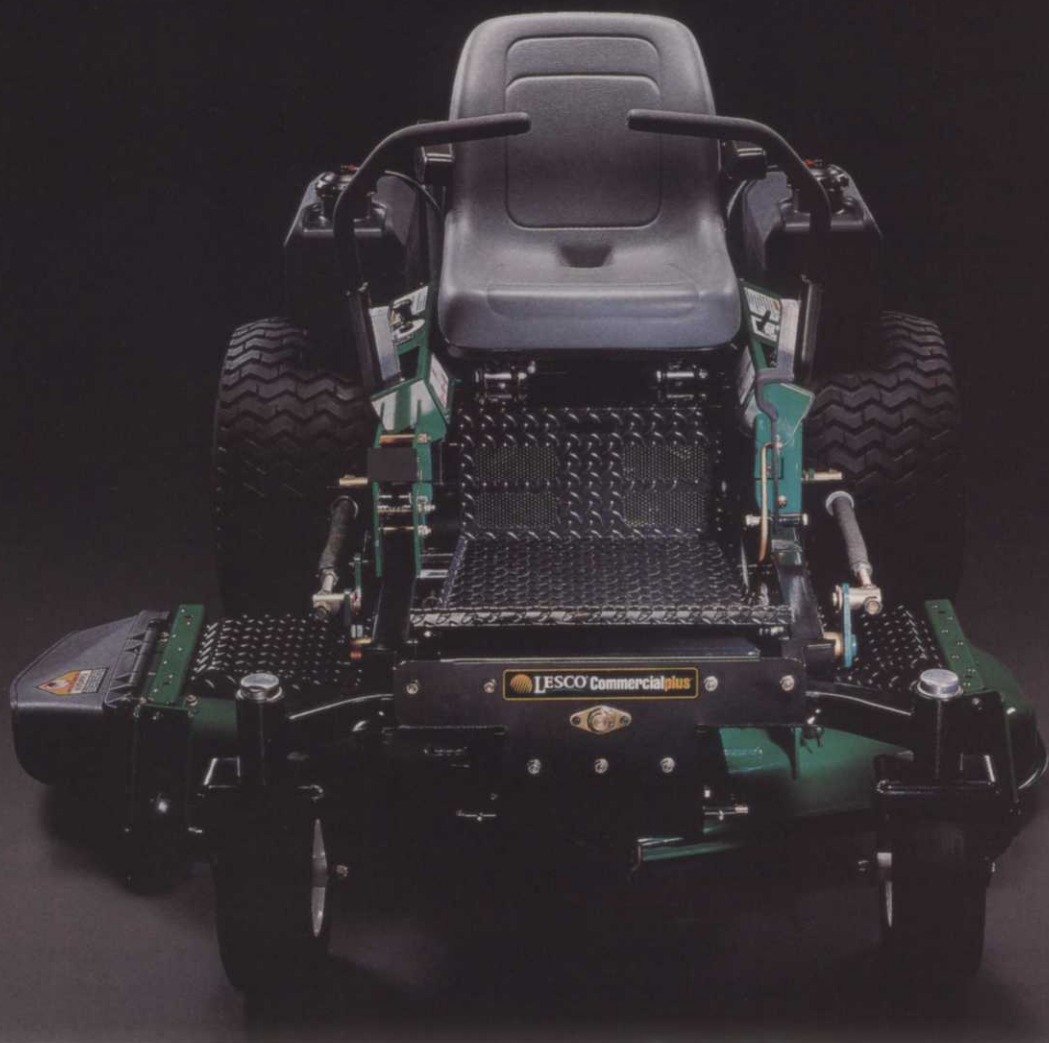
post-emergence. You'll need to be diligent, especially for perennial weeds, since few options besides application of a non-selective herbicide exist.

Once we learn how to control this entire list of weeds, a new set of species will probably invade our landscapes. Then it will be time to develop a new top 10 list!

Jeffrey Derr is Associate Professor of Weed Science with Virginia Tech.

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Circle No. 119 on Reader Inquiry Card

Time to add a new service?

Survey current customers and study the receptiveness of potential clients to gauge the likelihood of a new service's profitability in your market.

By ED, TODD & AARON WANDTKE

Many lawn and landscape company owners are considering expanding their services. This month we look at our make-believe Mixed Mowing & Maintenance Company to show what to consider when you're thinking about expanding your services.

Start by asking yourself:

- * Should the new service be offered to all of your current customers this year?
- * Should you test market the new service before offering it to your entire customer base?
- * Should you buy a franchise for the new service?

Choose your target market

Objectively determine the strength of your company's image. Study the retention pattern for current customers and get their feedback. Then, survey noncustomers in your market.

This will give you insight as to the receptiveness of the market and alert your current customers that you may be planning to offer a new service. Collect this information carefully.

Don't rush — take it easy

If you're still on track to launch a new service, answer these questions:

- * How willing are you to do a test?



Our make-believe company, Mixed Mowing & Maintenance Co., identified potential clients and gained the support of its current staff before offering its new seasonal color services.

- * Are you excited about doing something new and think a test is unnecessary?
- * Can you limit the new service to a restricted group of current customers?

You'll also have to determine how much financial investment is required, the risk level of your new venture and the availability of qualified people (or the ease of training them). Also consider the impact on your current employees. Many new service offerings fail because current employees are not informed, do not understand the purpose of a new service or feel left out.

When you understand the needs of

your employees, you can count on them to help launch the new service. If you don't involve these employees, you may find yourself with an "us" vs. "them" situation.

Should you franchise?

One way to lower your risk is to obtain a franchise in the new service area. Franchisers market a tested system for the purchaser and many of them offer extensive training and backup. Is a franchise for you?

Pros

- * Established service concept already being marketed in other areas.
- * First year's budget and marketing plan

cont. on page 73



It's One Tough Bluegrass.



RAMBO BLUEGRASS

Other bluegrass varieties looked like sissies in comparison as **Rambo** outranked top challengers in demanding transition-zone tests. While others whimpered and withered, **Rambo** withstood brown patch, leaf spot and melting out, and was virtually unscathed by necrotic ring spot. As you might expect, **Rambo** was also among the densest. Thick with fine leaf texture, it stood strong even when mowed down to 1/2 inch. If grass knew fear, **Rambo** wouldn't. For extreme confidence, put **Rambo** in your turf today.

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JACKLIN
S E E D

Simplot Turf and Horticulture



Award Rules



High Tolerance At Short Cuts

No matter how you gauge performance, **Award** measures up. It handles disease pressure better than other Kentucky bluegrass varieties in its class, even when cut as short as 1/2 inch.* And trial after trial proves that **Award** maintains its intense dark green color under varying management regimes. **Award** has earned its status as an elite variety by raising performance standards to a whole new level. But, isn't that what you would expect from  Jacklin's Five Steps Above™ Program?

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*NTEP data available upon request.

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cont. from page 70
readily available.

- * Ability to talk with other franchisees.
- * Franchiser provides established marketing and advertising plan.

Cons

- * Franchise has fixed initial investment.
- * You must follow the rules of the franchise agreement.
- * The franchise may not offer an exclusive territory.
- * Financial results must be reported to franchiser and a fee paid based on revenue volume.

The risk/time tradeoff

Before making a decision to start a new service, consider how much risk you can accommodate. Risk can be in the form of money, people or concept.

All too often, an owner finds that a new service is requiring more management involvement than initially envisioned. Consider what could happen to the current

business if you and your managers are unable to concentrate on the core business while you get the new offering launched.

Establishing a budget

Develop the first year's budget of the new service based on a conservative estimate of its potential performance. Assume that events will not occur as predictably as you might wish. Allow for some shortfall in revenue and some overspending. Assume certain startup costs and also include the efficiency of office personnel services.

Mixed Mowing & Maintenance's budget for the addition of seasonal color service is shown below. While it may not reflect your new startup, it contains the type of costs and operating planning you should address when offering a new service:

1. Sales

Revenue is based on assumed customers from the current client base determined by the current customer survey and a projection of customers we can attract.

2. Operating Expenses

The cost of flowers is based on the cost per flat of flowers. Shop around early on in the process for volume discounts. Develop a realistic picture of your expenses.

Vehicle costs relate to the new vehicle purchased for the new service. Don't pass along an old vehicle to a new service. Budget also for vehicle operating costs for fuel, oil, maintenance and other items.

Labor. When a new service is started, often it doesn't run smoothly unless sales are being recorded in excess of the plan. Include payroll taxes and other employee benefits in the budget here.

3. Administrative Expenses

Payroll expense should cover the cost of a new sales person for this service. Again, budget for payroll taxes, other employee benefits and, possibly, vehicle expenses.

Advertising will be the cost for direct mail, brochures and other communications.

If you purchased a franchise, you will need to budget the costs to attend the franchise training seminar.

Ask questions everywhere

Before launching a new service, become as well informed as possible. Contact owners in a different market about their experience, seek input from consultants and, if you choose a franchise, call other franchise owners. Embarking on a new service for a company can be exciting. Just remember to be certain that the new business is not taking the life out of your main business.

Often, employees who are not involved with the new service can become frustrated when they see the enthusiasm generated by the new venture. Keep a finger on the pulse of all your employees when a new service starts up. Be ready to provide focus and excitement to the people involved in your main business too.

A new service can be both profitable and rewarding. However, this usually doesn't occur in the first year. Give a new service offering 3 years before you make a decision about its success.

The authors provide green industry consulting services for Wandtke & Associates, Inc.

SEASONAL COLOR INC. – PROJECTED PROFIT & LOSS STATEMENT

Revenue	Year 1	Year 2	Year 3
Seasonal color	\$75,000	\$170,000	\$285,000
Total Revenue	75,000	170,000	285,000
Operating Expenses			
Payroll	36,000	50,000	75,000
Materials	37,500	76,500	114,000
Gasoline	3,000	4,500	6,000
Vehicle maintenance	1,500	3,000	4,500
Payroll taxes	7,200	10,000	15,000
Operating supplies	500	1,000	1,500
Uniforms	1,200	1,500	1,800
Total operating expenses	86,900	146,500	217,800
Gross profit	(11,900)	23,500	67,200
Administrative Expenses			
Payroll- sales	15,000	29,750	43,320
Payroll- taxes, etc.	3,000	5,950	8,664
Trade shows	600	600	600
Advertising/promotion	5,000	5,000	5,000
Vehicle depreciation	3,000	3,000	3,000
Vehicle expense	3,000	3,000	3,000
Entertainment	800	800	800
Total Administrative Expenses	30,400	48,100	64,384
Operating profit	(42,300)	(24,600)	2,816

Award-winning landscape management



In the last two years, 5 full-time staffers maintained this property and installed annual color twice yearly. They also renovated the water feature, provided remedial work on a 40-year old Japanese maple and stabilized a flood plain in the complex's nature preserve.

Post Dunwoody Apartment Homes

The 1998 Grand Award Winner of the Professional Grounds Management Society for Condominium, Apartment Complex or Planned Community

In keeping with the Post mission statement, "to provide the superior apartment living experience" for their residents, the lush, inviting, naturalistic grounds of this award-winning property are integrated to serve as outdoor living environments.

The Post Dunwoody Apartment Homes is a 20-acre, 530-unit, upscale, garden-style apartment community in north Atlanta, GA. The property has two resort-style swimming pools; two tennis centers; a 25-plot urban vegetable garden; an eight-acre nature preserve; a one-mile jogging/biking trail that borders the nature preserve; 10 picnic areas; and 1/4 mile of road footage.

To maintain year-round color interest, 15 annual beds, totaling 13,500 square feet, are installed twice yearly. Summer annual displays are incorporated in late April, and cool-season presentations of tulips and pansies are planted in November. More than 30,000 square feet of herbaceous perennial displays also offer seasonal color support.

The grounds are made up of a very diverse plant palette: turfgrasses, such as Meyer zoysia in irrigated areas, and Tif 419 hybrid bermuda in nonirrigated areas; evergreen and deciduous trees; woody ornamental shrubs; ground covers; ornamental grasses; herbaceous perennials; annuals; and wetlands.



Property at a glance:

Location: Atlanta, GA

Staff: Post Landscape Operations

Category: Condominium, Apartment Complex or Planned Community

Year site built: 1989

Total acres maintained: 20

Acres of woody ornamentals: 4

Acres of display beds: 1

Total man-hours/week: 80

Maintenance challenges

- ▶ The multilevel koi pond, surrounded by specimen conifers, must be carefully maintained. The groundcovers must be hand pruned.
- ▶ Neighboring development just south of this property has caused the team to increase its efforts to maintain the ambience of these apartment landscapes.
- ▶ Regular deadheading and pruning of summer annuals keep them shapely, in peak bloom and inbounds.
- ▶ Taking care of the many specimen conifers is a large challenge, including preventive and curative measures such as systemic injections for pest control.

Take the *plunge* into irrigation

By PALMA PATRUCCI

For many landscape maintenance professionals, making the decision to expand your services to include irrigation system installation and maintenance not only requires increased product knowledge, but a renewed focus on sales techniques as well.

The best place to start is with your local irrigation equipment distributor. A distributor will be able to walk you through various irrigation products, show you how the products work and provide valuable guidance for setting up your new venture. Additionally, they'll be able to put you in touch with manufacturer sales and technical support personnel.

Before taking the plunge into irrigation, it's best to learn as much as you can about the products currently on the market. Talk to your distributor and see when they will be holding a product field day in your area. Also, try to meet with a distributor sales representative, who may also recommend additional sources of training.

Arming yourself with the correct product and sales information is vital. Competition can be fierce. Focus on offering your customers and potential customers quality products and service. This will help set you apart from your competition.

Seven steps for success

The following 7 steps will help you sell irrigation services to your customers:

TIP #1: Talk to existing customers.

▶ Do they have an automatic irrigation system? Is it water efficient, automatic and was it installed properly? Repairing or

retrofitting an existing system can be an excellent source of revenue and can provide some valuable experience as well.

▶ Do your customers' properties have extensively landscaped beds? Do they have a drip irrigation system? If not, find out why. Demonstrate a drip irrigation system.

▶ Explain the benefits of automatic irrigation: eliminating hand watering; efficient coverage; and the ability to apply water at the correct time (early morning).

▶ If they have a front yard irrigation system, is there an opportunity to do the backyard or hanging pots?

TIP #2: Ask customers for referrals.

▶ In addition to asking friends, family and your existing customers' neighbors, talk to local suppliers. They can be an excellent source to find "overflow" work from your competitors.

TIP #3: Use direct mail.

▶ Develop and send out business reply cards (BRCs). One side discusses your services and a place for interested potential clients to respond. The other side has your address with prepaid postage. Include your phone and fax number.

▶ A BRC can advertise a special price if your potential customers act now. Put a time limit on the special to create urgency.

▶ Place a flier in a third-party coupon pack mailer like "Value Pack."

▶ Pay a teenager to canvas nearby neighborhoods and place fliers on doors.

TIP #4: Immediately cultivate leads.

▶ Call the potential customer *immediately* and set up an appointment.

▶ Be prompt for the appointment and dress professionally. Your image will affect the first impression you make.



Develop a list of pertinent questions to gather information about the needs of the potential customer. Give some background on you and your company. Have references ready.

► Make sure your truck or car is clean.
► Develop a list of questions to gather information about the needs of the potential customer. Explain why you need the questions and give some background on you and your company. Have references and phone numbers handy. (Get approval from the references beforehand).

► Set up a second appointment so you can come back with your recommendations and a proposal.

Some manufacturers provide homeowner literature to include in your presentation. Use it.

► Present a typed, professional and clear proposal. Include prices, service and all value-added services you will provide. If your proposal is higher than most competitors' prices, be prepared to explain why you're worth it.

► Ask for the job!

TIP #5: Keep promises

► Follow through on your promises, prices and commitments. Show up for the job on the day you said you would come and be prompt. If you're delayed, call and explain your situation.

► Inform your customer how long you expect to be working on their property and try to keep to that timetable.

► Clean up the job site daily.

TIP #6: Promote yourself

► Place your company sign and sales brochures in a visible place on the job site, with the client's permission, of course.

TIP #7: Educate the customer.

► Once job is done, walk the homeowner through the system. Explain the controller, basic troubleshooting, and cleaning or changing a nozzle. Place a sticker with your company name and phone number on the controller cabinet.

► Follow up with the customer either by phone or mail two weeks after completing the job to ensure satisfaction and to answer any questions. If the customer is happy, ask to use him or her as a reference.

Palma Patrucci is Western Regional Sales Manager for Rainbird.

A-TO-Z IRRIGATION EQUIPMENT TERMS

Application Rate: A measurement of the volume of water applied to landscape in a given time. (In the United States, usually expressed in inches per week. Its metric equivalent is centimeters per week.)

Automatic Control Valve: A valve which is actuated by an automatic controller by electric or hydraulic means. It is synonymous with "remote control valve."

Automatic System: An irrigation system which irrigates in accordance with a preset program.

Controller: A controller is a timing device (usually electronic) which activates, times and sequences control valves according to a user-defined program.

Coverage: The area of landscape watered by a sprinkler or grouping of sprinklers.

Cycle: The completion of a controller's watering time when it sequences through all the zones in an irrigation system.

Domestic Water: Potable or "drinking" water. It can be used as a source of irrigation water, but once water enters an irrigation system it is no longer considered domestic or potable.

Drip Irrigation: This is a low-volume method of irrigation utilizing specially designed components to deliver precise amounts of water directly to the root zone of plants. Used primarily in landscaped and planter areas, this irrigation method maintains an optimum moisture range in the soil.

Dynamic Pressure: The pressure of the irrigation system during operation. Synonymous with "working pressure."

Evapotranspiration: The amount of water lost by the plant and the soil through both evaporation and transpiration.

Irrigation Efficiency: The percentage of water which is actually stored in the soil and available for use by the landscape as compared to the total amount of water provided to the landscape.

Irrigation System: A set of components which includes the water source (e.g., domestic

service or pump), water distribution network (e.g., pipe), control components (e.g., valves and controllers), emission devices (e.g. sprinklers and emitters) and possibly other general irrigation equipment (e.g. quick coupler and back-flow preventer).

Irrigation Requirement: The quantity of water needed by the landscape to satisfy the evaporation, transpiration and other uses of water in the soil. The irrigation requirement is usually expressed in depth of water and equals the net irrigation requirement divided by the irrigation efficiency.

Precipitation Rate: The rate at which a sprinkler system applies water to the landscape over a period of time. PR is expressed in depth of water per hours of operation, usually in "inches per hour."

Radius of throw: The distance a sprinkler will distribute, or discharge water. It is conventionally the radius of water discharged from the sprinkler nozzle.

Rain Shut-Off Device: A device which prevents the controller from activating the valves when a preset amount of precipitation occurs.

Remote Control Valve: A valve which is actuated by an automatic controller by electric or hydraulic means. Synonymous with "automatic control valve."

Rotor: A rotor is a rotary sprinkler, usually with an adjustable arc. Generally, rotors have single or multiple nozzles which rotate across the area of coverage to distribute water. Rotors have a distance of throw from 15 to 160 feet and economically apply water to large areas by using fewer heads than spray heads.

Spray head: A spray head is a fixed-arc sprinkler that requires no moving parts to distribute water. Generally, sprayhead sprinklers emit single or double sheets (or "fans") of water in a fixed pattern. They have a distance of throw of 5 to 18 feet and are used in smaller areas.

Valve: A valve is a mechanical or electrical device used to control the flow of water in a system. In most irrigation systems, the valve is actuated by a controller.

Quiet hand-held power blower

Echo, Inc. introduces the PB-24LN (Low Noise) hand-held power blower. This gas-powered blower generates 67dBA at full throttle at 50 feet, per ANSI B175.2-1990. This new blower is one of the quietest gas-powered, hand-helds on the market, designed specifically with the sensitive issue of blower noise in



mind. It delivers an average air volume measured at the end of the pipe of 300 cubic feet per minute and a maximum velocity of 150 mph.

The unit is powered by Echo's commercial-duty, 23.6-cc, dual-piston ring engine, with Pro-Fire® electronic ignition and purge pump-equipped carburetor for fast starts. Other features include a fully adjustable cruise control, a wide, rubber-padded base and a soft, rubber grip, sloped handle which is contoured to

fit the hand naturally. In addition, the PB-24LN has a re-designed muffler, an enclosed engine with sound-blocking materials, a modified air intake and sound-attenuating materials around the blower itself.

For more information contact Echo, Inc. at 847/540-8400 or

Circle No. 271

Blower with 195 mph air velocity

The Shindaiwa EB500 is a more powerful version of the SuperQuiet EB480, capable of nozzle velocities up to 195 mph. Designed to loosen debris with high wind speed and move it efficiently with high air volume, the EB500 was designed in response to requests for a stronger piece of cleanup equipment.



The new unit is powered by a 43.6-cc engine and features an advanced design, glass-filled nylon impeller and precision blower case. The air tube swivels vertically for easy operation and a large 71 oz. fuel tank allows for long work cycles.

Other features include high performance, air-cooled, two-cycle engine with chromed cylinder and two-ring piston; improved throttle and fuel shutoff controls; Walvro WYJ diaphragm carburetor with primer pump for all-position operation; all transistor electronic ignition; forced air cooling; and high capacity dry element air filter.

For more information contact Shindaiwa at 503/692-3070, on the web at www.shindaiwa.com or

Circle No. 272

MTD offers first rider in Pro line

The MMZ is the first sit-down professional mower in the Pro line. Powered by a 25-hp Kohler OHV



V-twin engine, the MMZ has a 54-inch floating deck. It also offers fully adjustable lap bar controls, 5-inch operator seat adjustment, 10-gallon fuel capacity, 9-mph transport speed, Service Pro meter and a

pivoting front axle. The 980-lb. machine provides for lower impact

mowing and with 75% of the weight in the rear, the MMZ has better traction.

For more information contact MTD at 330/273-4550, fax 330/225-9133 or

Circle No. 273

DRIVE® registered for turf use

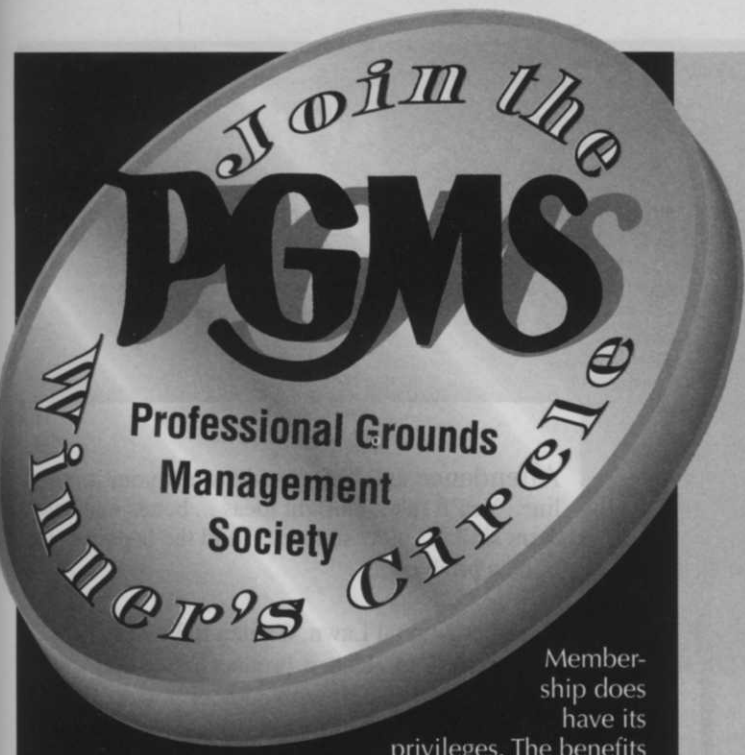
Drive herbicide, from BASF Specialty Products, represents a new chemistry for the turf herbicide market with the active ingredient quinclorac. It can be used on a number of turf species including creeping bentgrass, Kentucky and annual bluegrass, perennial and annual ryegrass, tall fescue, both common and hybrid bermudagrass and zoysia.

Drive also offers a unique combination of postemergence and residual control in a single postemergence application. Target weed species include crabgrass, dandelion, speedwell and numerous broadleaf and grassy weeds, including torpedograss and kikuyagrass.

The herbicide provides lawn care operators flexibility. As a postemergent spring treatment, contact and residual activity controls broadleaf weeds and crabgrass in a single application. With broad tank mix flexibility, most early-season weeds can be treated with one pass.

For more information contact BASF at 800/669-1770 or

Circle No. 274



Membership Has Its Privileges.

Professional Grounds Management Society (PGMS) invites you to join its ranks and start benefitting from membership in a professional organization dedicated to assisting individual managers. We've been growing since 1911, helping to strengthen the educational and economic advancement of professional managers nationwide.

Membership does have its privileges. The benefits of PGMS membership including helping you become more effective and efficient. Why go it alone, when there's over 80 years of expert help available? Comprised of on-staff grounds managers and independent contractors, PGMS is the #1 broad-based professional grounds management organization in the United States. So far, *the only thing missing is you!*

Members nationwide agree: PGMS provides the greatest professional networking opportunity for grounds professionals.

What are you waiting for? For more information about beginning your membership, fill out the form below and mail today. Or save time and FAX us: **1-410-584-9756**. Isn't it about time?

Mail to: **PGMS**
120 Cockeysville Rd, Suite #104
Hunt Valley, MD 21030
Phone: 410-584-9754 • Fax: 410-584-9756

Name (please print) _____
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- Local branch meetings
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- Membership card and certificate, entitling you to discounts on rental cars, books and videos
- Certified Grounds Manager and Groundskeeper Certification programs
- Training manuals
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- Information clearinghouse
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- Annual conference and Green Industry Expo

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1. My primary business at this location is: (fill in ONE only)

CONTRACTORS/SERVICE COMPANIES

- 02 255 Landscape Contractors (installation and maintenance)
- 03 260 Lawn Care Service Companies
- 04 265 Custom Chemical Applicators
- 05 270 Tree Service Companies/Arborists
- 06 275 Landscape Architects
- 07 280 Land Reclamation and Erosion Control
- 08 285 Irrigation Contractors
- Other Contractors/Service Companies (please specify) _____

INSTITUTIONAL FACILITIES

- 09 290 Sports Complexes
- 10 295 Parks
- 11 300 Right-of-Way Maintenance for Highways, Railroads or Utilities
- 12 305 Schools, Colleges, Universities
- 13 310 Industrial or Office Parks/Plants
- 14 315 Shopping Centers, Plazas or Malls
- 15 320 Private/Public Estates or Museums
- 16 325 Condominiums/Apartments/Housing Developments/Hotels/Resorts
- 17 330 Cemeteries/Memorial Gardens
- 18 335 Hospitals/Health Care Institutions
- 19 340 Military Installations or Prisons
- 20 345 Airports
- 21 350 Multiple Government/Municipal Facilities
- Other Groundscare (please specify) _____

SUPPLIERS AND CONSULTANTS

- 22 355 Extension Agents/Consultants for Horticulture
- 23 360 Sod Growers, Turf Seed Growers & Nurseries
- 24 365 Dealers, Distributors, Formulators & Brokers
- 25 370 Manufacturers
- Other (please specify) _____

2. Which of the following best describes your title? (fill in ONE only)

- 26 10 **Executive/Administrator** - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27 20 **Manager/Superintendent** - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28 30 **Government Official** - Government Commissioner, Agent, Other Government Official
- 29 40 **Specialist** - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30 50 **Other Titled and Non-Titled Personnel** (please specify) _____

3. SERVICES PERFORMED (fill in ALL that apply)

- 40 A Mowing
- 41 B Turf Insect Control
- 42 C Tree Care
- 43 D Turf Aeration
- 44 E Irrigation Services
- 45 F Turf Fertilization
- 46 G Turf Disease Control
- 47 H Ornamental Care
- 48 I Landscape
- 49 J Turf Weed Control
- 50 K Paving, Deck & Patio Installation
- 51 L Pond/Lake Care
- 52 M Landscape Installation
- 53 N Snow Removal
- 54 O Other (please specify) _____

4a. Do you specify, purchase or influence the selection of landscape products?

- 75 Yes
- 76 No

4b. If yes, check which products you buy or specify: (fill in ALL that apply)

- 55 1 Aerators
- 56 2 Blowers
- 57 3 Chain Saws
- 58 4 Chipper-Shredders
- 59 5 De-icers
- 60 6 Fertilizers
- 61 7 Fungicides
- 62 8 Herbicides
- 63 9 Insecticides
- 64 10 Line Trimmers
- 65 11 Mowers
- 66 12 Snow Removal Equipment
- 67 13 Sprayers
- 68 14 Spreaders
- 69 15 Sweepers
- 70 16 Tractors
- 71 17 Truck Trailers/Attachments
- 72 18 Trucks
- 73 19 Turfseed
- 74 20 Utility Vehicles

5. Do you have Internet Access?

- 77 A Yes
- 78 B No

5a. If so, how often do you use it?

- 79 A Daily
- 80 B Weekly
- 81 C Monthly
- 82 D Occasionally

101	113	125	137	149	161	173	185	197	209	221	233	245	257	269	281	293	305
102	114	126	138	150	162	174	186	198	210	222	234	246	258	270	282	294	306
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104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
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- 74 20 Utility Vehicles

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101	113	125	137	149	161	173	185	197	209	221	233	245	257	269	281	293	305
102	114	126	138	150	162	174	186	198	210	222	234	246	258	270	282	294	306
103	115	127	139	151	163	175	187	199	211	223	235	247	259	271	283	295	307
104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
111	123	135	147	159	171	183	195	207	219	231	243	255	267	279	291	303	315
112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316

Events

MARCH

16 Trees, People and the Law

Seminar Los Angeles, CA; National Arbor Day Foundation, 402/474-5655; fax 402/474-0820

16 OSU Extension Small Equipment and Safety School

Avon, OH; Charles Behnke, 440/322-0127

17-18 Advanced Topics in Professional Grounds Maintenance: Managing Turf and Landscape Weeds

Rutgers University Campus, New Brunswick, NJ; 732/932-9271

18 Trees, People and the Law

Seminar Seattle, WA; National Arbor Day Foundation, 402/474-5655

18-21 ALCA Student Career Days

Univ. of Kentucky, Lexington, KY; Elise Lindsey, 703/736-9666

18-21 San Francisco Flower & Garden Show Cow Palace, San Francisco; 800/829-9751; www.gardenshow.com

20-21 State Garden Show of Texas Heart of Texas Fairgrounds, Waco, TX; 800/727-9020; fax 817/772-8696

22 Plant Health Care: a new direction in the care of ornamental landscapes and trees University of California Extension-Riverside; Jan Crump 909/787-5804, ext.1621; fax 909/787-2456; www.unex.ucr//ns/ns.html

23 Turfgrass Management for the Landscape Industry University of California Extension-Riverside; Jan Crump 909/787-5804, ext.1621; fax 909/787-2456; www.unex.ucr//ns/ns.html

25-28 U.S. Bank Boise Flower & Garden Show Boise Centre on the Grove, Boise, ID; 888/888-7631

29-30 Building With Trees Conference Lied Conference Center, Nebraska City, NE; National Arbor Day

Foundation, 402/474-5655; fax 402/474-0820

31-April 1 CLCA Landscape Industry Show Long Beach Convention Center, Long Beach, CA; Kim Heckes, 916/448-2522; www.clca.org

APRIL

13 The Practice of Restoring Native Ecosystems Seminar Milwaukee, WI; National Arbor Day Foundation, 402/474-5655; fax 402/474-0820

15 The Practice of Restoring Native Ecosystems Seminar Indianapolis, IN; National Arbor Day Foundation, 402/474-5655; fax 402/474-0820

19-22 North American Snow Conference Shaw Conference Centre, Edmonton, Alberta, Canada; 816/472-6100; www.apwa.net

22-23 Color Magic/Elements of Color, Florida Nurserymen & Growers Assn. Epcot/Orlando, FL; Merry Mott, 407/295-7994; www.snga.org **LM**

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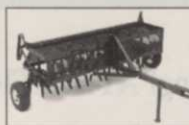
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1. My primary business at this location is: (fill in ONE only)

- | | |
|---|---|
| 0040 <input type="radio"/> Sports Complexes | 0020 <input type="radio"/> Lawn Care Service Companies |
| 0050 <input type="radio"/> Parks | 0030 <input type="radio"/> Landscape Architects |
| 0060 <input type="radio"/> Schools, Colleges & Universities | 0090 <input type="radio"/> Dealers/Distributors/Formulators/Brokers |
| 0070 <input type="radio"/> Hotels/Resorts | 0100 <input type="radio"/> Manufacturers |
| 0080 <input type="radio"/> Hospital/Health Care/Military | <input type="radio"/> Others Allied to the Field (please specify) _____ |
| 0010 <input type="radio"/> Landscape Contractors (installation & maintenance) | |

2. Which of the following best describes your title? (fill in ONE only)

- 10 **Executive/Administrator**- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
 20 **Manager/Superintendent**- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
 30 **Government Official**- Government Commissioner, Agent, Other Government Official
 40 **Specialist**- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
 50 **Other Titled and Non-Titled Personnel** (please specify) _____

3. SERVICES PERFORMED (fill in ALL that apply)

- | | | |
|---|--|--|
| A <input type="radio"/> Mowing | F <input type="radio"/> Turf Fertilization | M <input type="radio"/> Landscape Installation |
| B <input type="radio"/> Turf Insect Control | G <input type="radio"/> Turf Disease Control | N <input type="radio"/> Snow Removal |
| D <input type="radio"/> Turf Aeration | I <input type="radio"/> Landscape Design | O <input type="radio"/> Other (please specify) _____ |
| E <input type="radio"/> Irrigation Services | J <input type="radio"/> Turf Weed Control | |

4a. Do you specify, purchase or influence the selection of landscape products?

A Yes B No

4b. If yes, check which products you buy or specify: (fill in ALL that apply)

- | | | |
|-------------------------------------|--|--|
| A <input type="radio"/> Aerators | I <input type="radio"/> Insecticides | O <input type="radio"/> Sweepers |
| B <input type="radio"/> Blowers | J <input type="radio"/> Line Trimmers | P <input type="radio"/> Tractors |
| E <input type="radio"/> De-icers | K <input type="radio"/> Mowers | Q <input type="radio"/> Truck Trailers/Attachments |
| F <input type="radio"/> Fertilizers | L <input type="radio"/> Snow Removal Equipment | R <input type="radio"/> Trucks |
| G <input type="radio"/> Fungicides | M <input type="radio"/> Sprayers | S <input type="radio"/> Turfseed |
| H <input type="radio"/> Herbicides | N <input type="radio"/> Spreaders | T <input type="radio"/> Utility Vehicles |

5. Do you have Internet Access? A Yes B No

5A. If so, how often do you use it? A Daily B Weekly C Monthly D Occasionally

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AD INDEX

132	AA-Tach Inc	84
111	American Cyanamid	47
112	American Cyanamid	63
116	American Cyanamid	79(reg)
107	Bayer Corp	30-31
	Dodge Chrysler	3
	Dow AgroSciences	49-50
	Dow AgroSciences	9
133	Earth and Turf	84
130	Environmental Care	85
106	FMC Chemicals	13
131	Finn Corp	85
114	GMC	16-19
101	Griffin LLC	CV3
105	Howard Price Turf Equipment ..	11
123/155	Intl Lawn & Garden Expo	80
120/145	Jacklin Seed	71
121/146	Jacklin Seed	72
104	John Deere	6-7
113	John Deere	45
135	Kawasaki	43
103	Kubota	CV4
102	LESCO	Cv2-1
119	LESCO	69
126	MTD Pro	34-37
129	Mill Creek Mfg	85
117	Plant Health Care	56-57
109	Rexius	21
118	Rhone Poulenc	66-67
122	Rhone Poulenc	24-25(reg)
125	Rhone Poulenc	40-41
150	Rohm & Haas Co	15
141	Rohmid	60-61
110	SNG	27
140	Turf Seed	5
108	Turfco	20
115/151	United Horticultural Supply ..	53-54
127	Versa Lok Retaining Wall Sys ..	84
124	Wellmark Intl	26
128	Western Production Inc	85

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Grab Bag

Horticultural and Turfgrass Study Tour

RISE (Responsible Industry for a Sound Environment), PLCAA (Professional Lawn Care Association of America) and TruGreen-Chemlawn sponsored the second Horticultural and Turfgrass Study Tour, hosted by the National Association of County Agricultural Agents (NACAA). The tour agenda was developed and led by turfgrass and horticultural experts from industry, academia and extension services.

Twenty nationally selected urban and suburban county extension agents spent six days visiting research centers, greenhouse operations and botanical gardens, including on-site demonstrations and exhibits. Workshops focused on environmental practices that improve and maintain plant growth, as well as promote stewardship of urban and suburban areas.

Nice lawn boosts home value 15%

A recent Gallup survey shows that a well-kept lawn and landscape can add up to 15% to the value of a home.

"If Americans want to take advantage of the booming economy and hot real estate market by selling or adding value to their homes, they don't necessarily have to soak thousands of dollars into extensive home renovations," says Sonny Pennington of Pennington Seed.



A black-tie affair? When the Arizona Diamondbacks opened the 1998 season, their first season in Bank One Ballpark, a domed stadium with a zoysiagrass playing field, the grounds crew showed up in tuxedos. Hey fellas, what about those sneakers?

That's my home sweet home!

The last thing Jim and Lois Syth expected to hear at their son's basketball game was, "Hey Jim, your home is on the cover of a magazine!" The Syths, of Bozeman, MT, were surprised to say the least.

Their acquaintance was Tom Greason of the Montana Fish, Wildlife & Parks Department, who brought them a copy of the February *Landscape Management* and sure enough, it was their home of 10 years. Mrs. Syth, who landscaped the property, vaguely remembered a photographer taking shots of the home.

Each month, *Landscape Management* searches for examples of beautiful commercial and residential landscapes from a variety of sources — landscape contractors themselves and independent photo houses are used most often.

This got us thinking: How many of you have homes with outstanding landscapes? We'd love to see them and may even highlight the most striking. If you have original slides, you can send them to us with contact information, and we'll get them back to you promptly.

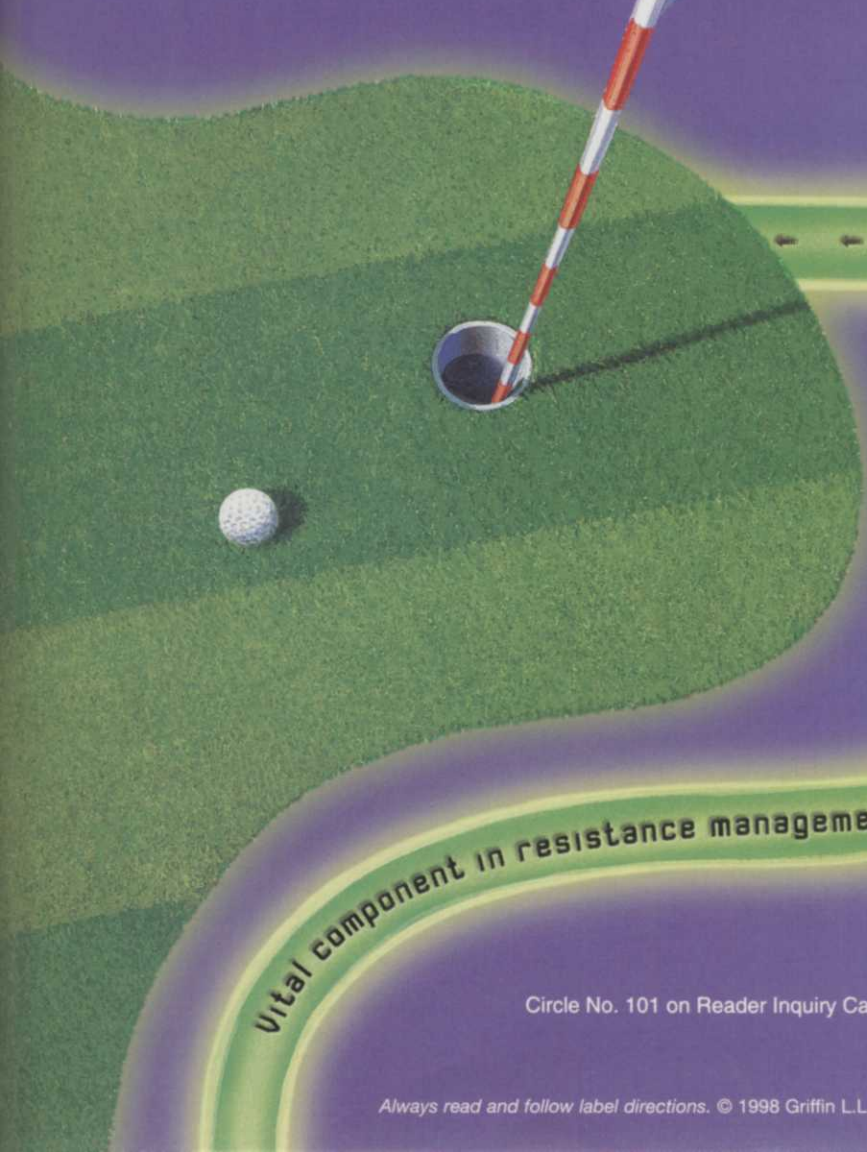


Grab Bag features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you'd like to share with us, please send it in...

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