

# Grab Bag

## Wanted: CPAs with green thumbs

Consultant Ed Wandtke received a lot of interest in his recent article, "Is your service mix costing you money?" (February LM, pages 52-58). And the callers were CPAs, of all things.

Seems that Ed's examples of analyzing a mythical company's (Mixed Mowing & Maintenance Co.) service mix and separating profit and loss information by services was a bit too complicated for some CPAs. Our readers understood it however, and liked it.

"I've had CPAs call me to explain how we did it because their clients (contractors) wanted to do it this way," he explains. "I walked them through the P&Ls in the column."

Wandtke, a CPA himself, is a little mystified. "They know how to put the information into columns but don't understand how to put the types of work into the proper columns."

Does your accountant or financial person truly understand your operations? We hope so. Just to be sure, you might ask them if they understand the difference between maintenance and installation services, or chemical lawn care and lawn maintenance. It might be a real eye-opener!

## Why is Brad Hauter standing?

Maybe it's because on June 10, Brad Hauter will cruise into Santa Monica, CA, on this Yard-Man tractor after having ridden it 4,500 miles in 60 days. He started his journey April 7 in Atlanta. Hauter, sponsored by Yard-Man by MTD, is making the ride to raise over \$200,000 for the Keep America Beautiful Great American Cleanup. Brad, 33, is the soccer coach at St. Mary's University in Minnesota. You can follow his ride at [www.yardman.com](http://www.yardman.com).



## Fill your gas cans the correct way or risk a kaboom!

News reports tell of fires spontaneously igniting when people attempted to fill portable metal or plastic gas cans. The situation linking these events was that the cans were either in the back of a pickup truck equipped with a plastic bed liner or in a car, set on a carpeted surface. Serious burns and other injuries have resulted.

The cause of these fires is the buildup of static electricity. The insulating effect of the bed liner or carpet prevents the static charge generated by gasoline flowing into the container from grounding. A static discharge to the grounded gasoline dispenser nozzle can cause a spark and ignite the gasoline.

When filling a portable gas can, you can dissipate the static charge by: placing the can on the ground before filling; touching the with the gas dispenser nozzle before removing the cover; and keeping the dispenser nozzle in contact with the can while filling.

For more information contact the National Institute for Occupational Safety and Health at 800/35-NIOSH or check it out on the web at [www.cdc.gov/niosh/homepage.html](http://www.cdc.gov/niosh/homepage.html).

## Way to go Bert!

Congratulations to Dr. Bert McCarty, a frequent contributor to LM. McCarty received the "Outstanding Young Scientist Award" from the Weed Science Society of America, the highest society award, for a scientist 40 years of age or younger. McCarty was selected for his research on weed management in turfgrass.