

## High-tech wonders

BY JASON STAHL /  
MANAGING EDITOR

It's the Year 2000. There aren't any flying cars yet, nor can people communicate through telepathy. But it's safe to say that more technological advances have been made in the last ten years than in the last 100. Buy a computer today, and it's out of date tomorrow. Rocket scientists are actually considering colonizing the moon. Doctors have cloned animals.

What does all this mean for landscape professionals? Better business, that's what. True, it's still the guys on your crew who are doing all your hard work, but you would be foolish to ignore the technology around you. You need every advantage you can get in today's crammed landscape market.

With so many crews spread out doing so much work, you need to have an adequate communications system. If you have the right software to show a client how his yard could look before you start your actual service, he might hire you instead of the next guy. No doubt your maintenance barn looks like a busy freeway with crew members driving here and there. Wouldn't it pay to invest in a monitoring system so your guys could see what's behind them when backing up? And what about a Web site? Haven't built

one yet? You may be missing out on a prime marketing opportunity, not to mention a good way for your clients to get a hold of you when you're out in the field.

Don't be stubborn. Stick to your hard work ethic but let today's technology help you in whatever way it can. Your customers, and you, will appreciate it.

### MOTOROLA

<http://AccessSecure.mot.com/Accesspoint>

The Motorola Accessories and Aftermarket Division has a full line of accessories to support the recently introduced iDEN i700plus handset, which combines phone, two-way radio, messaging and Internet data capabilities all in one. Data cables connect the handset to most popular PDAs, providing a wireless connection for e-mail and Internet, and transfer data back and forth between iDEN unit and PDA. A "slim" nickel metal hy-



See where rearview mirrors can't with Superior Signals' collision avoidance system.

### what to look for in software

- ▶ **Ease of use.** Make sure it's not difficult for the staff to learn.
- ▶ **Flexibility.** Make sure it can accommodate the expansion of your company so you don't have to replace it down the road.
- ▶ **Windows-based.**
- ▶ **Help.** Find out the costs of technical support.
- ▶ **Reliability.** Companies should offer you lists of customers who can tell you their experiences with the product.

drive battery now provides 160 minutes of talk time on a full charge. A Rapid Travel Charger will recharge a standard battery to 90% capacity in just 75 minutes. A hands-free car kit allows for convenience and safety. For you construction/installation crews, don't forget about Motorola's noise-canceling headsets. Available in headband or hard hat mount styles, the headsets offer noise reduction quality of 22 dBA. Harmful sounds are suppressed to a safe level and low sounds are amplified up to five times original level, but never more than 82 dBA. Headsets are available with boom microphone and compatible with Motorola in-line adapter cables for workers who need to transmit and receive communication often.

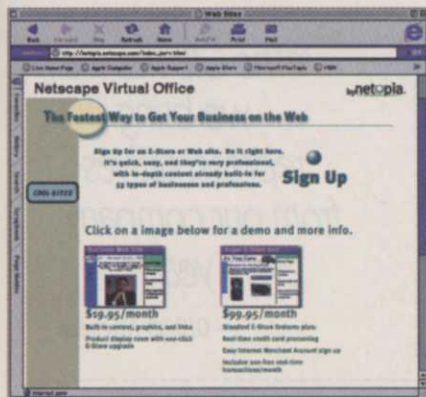
Circle #256

#### NETOPIA, INC.

510/814-5100

[www.nvo.com](http://www.nvo.com)

Netopia Virtual Office (NVO) eliminates the need for hiring expensive Web site developers



and paying huge monthly maintenance and web-hosting fees. By using NVO, landscape professionals can create a Web site that includes full capabilities needed to describe their services, a virtual calendar listing company hours of operation, holidays, etc., Web-initiated conference calling, an online brochure, frequently asked questions posted on their site, and a directory of Web site links to landscape design-related services.

Circle #257

#### SUPERIOR SIGNALS, INC.

800/447-3693

The new SuperSight collision avoidance system allows the driver of a vehicle to view objects

that are behind him and out of sight from the vehicle's rear view mirror. A camera is mounted on the back of the vehicle and sends images to a monitor positioned in the cab. The models include either a standard black and white monitor or deluxe color LCD monitor.

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#### MILLENIUM SOLUTIONS

317/585-6100

[www.milleniums.com](http://www.milleniums.com)

A new software package combining Millenium Solutions' software for Green Industry contractors and Lavelle Engineering Technologies' On-Site Dispatch software promises to give companies 20% to 30% productivity gains. Job information taken at the central office can be transferred into the Millenium software at the contractor's office, then sent to the field over the Internet and wireless networks. From the field, the job's status and completion can be directly entered to update the central office.

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#### FLEETBOSS

407/265-9559

[www.fleetboss.com](http://www.fleetboss.com)

The Boss™ fleet management system, introduced by Fleetboss™, uses individual vehicle units, precision mapping programs and computer software to track vehicle data, including start and stop times, number of stops by address per day, vehicle speed, service equipment used and exact routes traveled. Reusable memory chips and simple antennas in each vehicle are linked to a Global Positioning Solutions



(GPS) satellite, which tracks the vehicle's progress. The chips can then be downloaded to a company's own master database, providing a permanent history of the entire fleet operation.

Circle #260

#### J AND J TRUCK BODIES AND TRAILERS

814/443-1691

[www.jjbodies.com](http://www.jjbodies.com)

J and J Truck Bodies and Trailers has integrated Action Trakker™ software into its DynaCon-



trol® Central Hydraulics System™. Available in J and J's line of snow and ice control equipment, the Action Trakker lets the driver control all auxiliary functions from within the cab. The Action Trakker also collects operational and incident data for communication and tracking purposes as well as for the reduction of liability.

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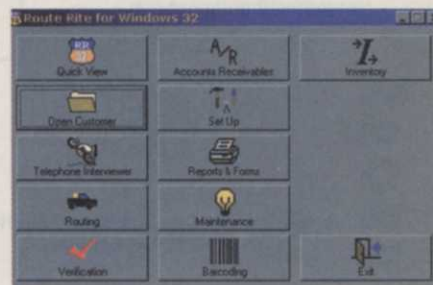
#### PERFORMANCE SOFTWARE

TECHNOLOGIES, INC.

800/788-0788

[www.gopst.com](http://www.gopst.com)

Performance Software Technologies' new 32-bit Windows offering, Route Rite 32®, allows landscape managers to keep tabs on inventory,



sales, vehicle maintenance, inspection, accounting, payroll and time and material job costing. A handheld "Pen Writer™" accepts the two-way synchronized route and customer data with Route Rite 32 via direct RS232 connection or modem. The route person completes his normal route tasks. Instead of writing on paper and then paying someone to retype the activity in the office, the recording is on Pen Writer by

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# lm reports

## HIGH-TECH WONDERS

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the route person touching the hand held screen. The customer then signs on the screen of Pen Writer and now the invoice, complete with customer signature, can be printed in the field or synchronized back to the office.

Circle #262

### TELERADIO COMPANY

888/744-6560

[www.teleradiocompany.com](http://www.teleradiocompany.com)

TeleRadio's line of industrial grade radio remote control systems function in all environments from simple to complex applications. Every system is self-contained with integrated relays and features that include 12/24VDC/AC or 115VAC standard control voltages or 230VAC and 48VAC optional voltages and integrated relays operable in latched, momentary or combination modes. Handheld transmitter types offer from one to 16 functions with a rechargeable

or 9-volt battery version. Additional choices offer 2-step/2-speed buttons on transmitters with security key lock and selectable automatic shutoff and control of up to 10 different receivers from one hand held transmitter. Accessories include a standard belt clip and optional leather carry case, vehicle mounting bracket and user selected function identification faceplates.

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### CAD EASY CORPORATION

800/627-3279

[www.cadeasy.com](http://www.cadeasy.com)

EasySite, a site modeling and visualization application for AutoCAD Release 14 from CAD Easy Corporation®, brings site modeling to AutoCAD users with little knowledge or experience in 3D CAD or digital terrain models. It gives the user the ability to create a true site model by drawing 2D entities. For example, if the user draws a line and defines it as a road, the line turns into a full

3D road with sidewalks, side ditches, etc. Landscape professionals can create anything they would find on a site, including a wide range of landscape features (trees, plants, etc.)

Circle #264

### VISTA PROFESSIONAL

#### OUTDOOR LIGHTING

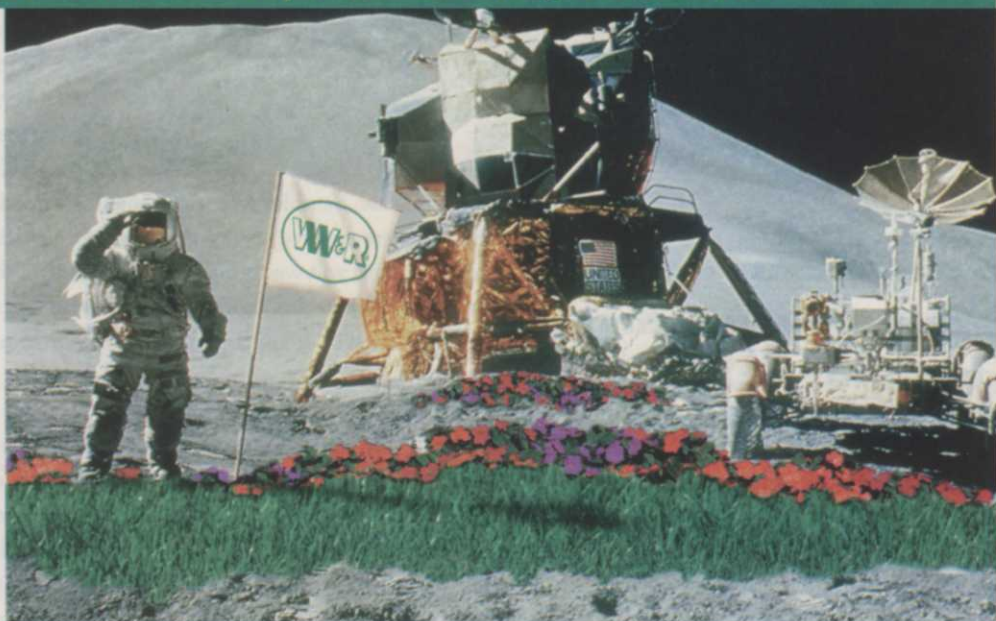
800/766-8478

Vista Professional Outdoor Lighting's Vista Night Vision CD-ROM allows viewers to see landscape projects under different light conditions. The user can add Vista Lighting fixtures models to light up landscape areas on the screen. For a lighting crew, the program prints out a blueprint of the work to be done. Also, a material list of fixture models and transformers can be printed. Users can also access a catalogue of fixture models and information on lighting applications.

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