

industry almanac

NEWS YOU CAN USE

Bobcat replaces Melroe name

FARGO, ND — Bobcat Co., a business unit of Ingersoll-Rand Co., formally replaced Melroe Co. as the name for the compact equipment manufacturer. Bobcat Co. has also introduced a new brand signature logo which reads "IR Bobcat," reflecting its parent company.

Cad, McNeel form partnership

SEATTLE, WA — Cad Easy Corp., the producers of EasySite, and Robert McNeel & Assoc., producers of Facade, have formed a product partnership for the latest release of each company's products.

The companies will integrate 3D site modeling and architectural model faces, textures, and rendering features to create lifelike, photo-realistic renderings in AutoCAD. The combined products will then be co-marketed as EasySite/AccuRender, EasySite/Facade and Easy Site/AccuRender/Facade.

SOLO appoints Tait Distributors

NEWPORT NEWS, VA — SOLO Inc. appointed Tait Distributors Ltd. as a distributor for the Solor line of outdoor power equipment with dealer sales responsibilities in western Canada, including western Ontario and the provinces of Alberta, British Columbia, Manitoba and Saskatchewan.

CLIPPINGS

TruGreen announces changes to perk LandCare's performance

MEMPHIS, TN — In an effort to make its TruGreen-LandCare landscape operations more efficient and increase its internal growth rate, management at TruGreen headquarters here is implementing changes in corporate and regional responsibility.

The changes are meant to more closely align the two halves of the company's

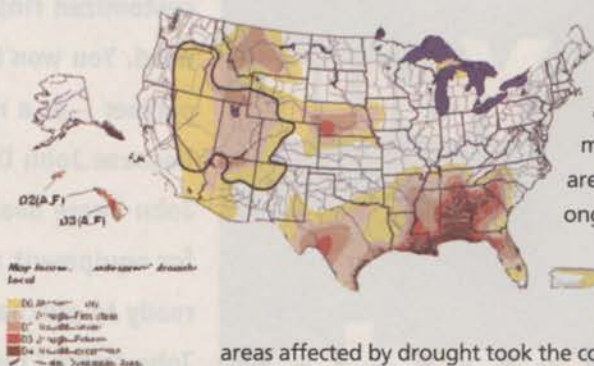
Green Industry businesses, reported Paul Anderegg, vice president of sales and marketing. One of the goals is to provide its landscape operations with some of the same operating efficiencies as its huge lawn care network, he told *Landscape Management* magazine.

The process is already underway in the *continued on page 20*

Southeast hoping for fall moisture

ELECTRA, TX — This summer's drought got so bad in this town of 3,000 about 140 miles northwest of Dallas that Electra city officials suggested that residents use their toilets five times before flushing. They also threatened fines of \$500 for anyone watering their lawn, reported CNN.

In nearby Wichita Falls, city council enacted emergency legislation severely restricting water use, including limiting outside irrigation for homeowners and businesses and banning it altogether on golf course tees and fairways.



This spring and summer, drought settled on the Southeast — from Texas across to and including much of Florida. For many areas, the drought has been ongoing for two and, in some locations, three years.

Most lawn care/landscape professionals in areas affected by drought took the conditions in stride.

"I guess a lot of them are used to droughts by now," commented Thomas Delaney, executive director of PLCAA. "If they've been in business for a while, they've seen a couple." Through August, the Atlanta area was still 11 in. below its normal precipitation rate with communities south of the city suffering even more, said Delaney.

As the end of summer approached, there were indications that the region could expect more moisture.

"It was the worst drought I've seen," said James Bartley, Southern Lawns, Inc., Montgomery, AL, "but the last three days it's been raining and it dumped a lot of water here. Maybe we'll start getting the Gulf moisture like we're supposed to."

Seed companies divide ABT remains

The dust is clearing following the collapse of AgriBioTech (ABT) and the subsequent sale of its turfgrass seed and specialty division assets to Kenneth R. Budd and J.R. Simplot.

Budd is again running Lofts Seeds out of Winston-Salem, NC. The Budd Group, run by Kenneth Budd's uncle, Richard Budd, bought Lofts Seed, Inc., in June 1996. Lofts Seed was then merged with AgriBioTech in January 1998, and Richard and Kenneth became officers in ABT. Kenneth Budd was named president chief operating officer of ABT in June 1999.

In August, Lofts struck an



Barenbrug USA's Marc Cool, left, and Roeland Kapsenberg, right, with Phil Ward, director of the Oregon Dept. of Agriculture.

agreement with Barenbrug USA, Tangent, OR, authorizing that company to handle all phases of Lofts grass seed pro-

duction, packaging and shipping on the West Coast.

"This provides stability to the growers on the West Coast who were extremely nervous about ABT's bankruptcy and for two years didn't know who would buy their seed and take deliv-

ery," Barenbrug USA's Marc Cool told LM.

It also provides stability for

users of Lofts seeds on the East Coast. "Lofts is now able to focus on serving and supplying seed to users in the East," he added.

Meanwhile, J. R. Simplot, Post Falls, ID, reported that the part of ABT that it acquired includes the production and marketing rights for a number of turfgrass seed varieties, various international production contracts and several distribution locations.

The seed varieties include: L-93 creeping bentgrass, Southshore creeping bentgrass, Jamestown II chewings fescue and Jaguar 3 turf-type tall fescue. They have also acquired the rights to Signature bentgrass blend and Pinto wildflowers mixture.

Info Center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

THE TURFGRASS MANAGEMENT INFORMATION DIRECTORY... is now available for sale. The directory, in its third edition and edited by Dr. Keith Karnok, University of Georgia, contains almost 8,000 entries. Cost is \$19.95, and discounts are available when ordering more than five copies. For more information call Ann Arbor Press at 800-487-2323.

COOL SEASON TURF DISEASES AND THEIR MANAGEMENT CD... Dr. Henry T. "Hank" Wilkinson knows a nasty turfgrass fungus when he sees one, so who better to offer this CD? With assistance from Dr. M.C. Shurtleff, also of the University of

Illinois at Urbana-Champaign, Wilkinson describes the fungi that drive cool-season turfgrass managers crazy, how to tell one from another and how to control them. Wilkinson has held the position of turfgrass pathologist at Illinois since the inception of the position there in 1982. Call 217/333-7738; fax 217/244-3219; <http://www.turf.uiuc.edu/iaturf.htm>.

HEAVY EQUIPMENT OPERATORS... may be easier to find after the new Tractor Loader Backhoe (TLB) instruction manual is distributed. The manual, available through Vista Training, Inc., is designed to teach

new operators, refresh experienced operators and help all operators safely perform routine and unusual jobs. Hundreds of pictures and diagrams along with plain-talk instruction will the inexperienced become proficient operators of the TLB, the most popular type of construction equipment in use. The manual costs \$38 and can be ordered by calling Vista at 800/942-2886.

DRIP IRRIGATION MADE EASY... by Drip Rite Irrigation Products' Drip Irrigation Products Catalog and Design Manual. To obtain the catalog log on to Drip Rite's Web site at www.dripirr.com.

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Florida, Los Angeles, Dallas and Atlanta markets where the commercial sales staffs of lawn care and landscape have been joined into single selling units in each region.

"It may take us a while to complete the process in the rest of the country, but we felt we needed to bring the two companies together," Anderegg explains. "It was what we always wanted to do but we decided to begin the process now because we felt there was a lot of overlap going on, particularly in sales which was causing some confusion in the marketplace. Our goal is to share resources whenever it makes good business sense."

"We don't see any changes occurring at the branch level," Anderegg added.

TruGreen-ChemLawn became a force in the landscape maintenance industry early in 1998 when it initiated a new landscape management division with the acquisition of four independent landscape companies with combined revenues of about \$40 million. At the same time, a new Houston-based corporation known as LandCare USA, Inc., announced that it had merged seven privately held landscape companies into a single national company.

TruGreen and LandCare competed to make acquisitions until TruGreen announced in November 1998 that it had acquired LandCare and would merge it with its landscape division in 1999. In July 1999, the merged companies became known as TruGreen LandCare with Dave

Slott, president and chief operating officer of TruGreen and Anderegg as president/chief operating officer of TruGreen LandCare.

Since that announcement, TruGreen LandCare has labored to consolidate its landscape operations — consisting of over 80 formerly independent companies.

As part of the recent changes at TruGreen headquarters, it was announced that Don Karnes will return to a more active management position in TruGreen and head up the integration of the two businesses. Also, all field operations in both lawn care and landscape will not report to Dave Slott and all sales and marketing will be directed by Paul Anderegg.

— Ron Hall

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People & companies

The Arizona Nursery Association

hired Lynda Tatum as its new communication and education coordinator.



Arbor Care, a tree care service of landscape maintenance company Environmental Care, promoted James G. Walsh to East Coast Chief Technology Officer.



Swingle Tree Co., Denver, CO, promoted John Gibson and Jeff Oxley to the positions of Directors of Operations.

Van Waters & Rogers

named Bill Barrs district manager for the Florida District of the company's Professional Products & Services business unit.



Solo Inc. named North Coast Distributing Inc. as a distributor for its Solor line of outdoor power equipment. North Coast will be responsible for dealer sales in Kentucky and Ohio.

The American Society of Landscape Architects

awarded its highest honor of Fellow to Chris Dimond, vice president and national director of urban design and planning for HNTB Corporation.

FertiGator formed an alliance with

Down To Earth Distribution. The company now offers Down To Earth's natural, organically-based fertilizers to users of the FertiGator™, a system that provides lawns with continuous fertilization through existing or newly installed in-ground sprinkler systems.

Riverdale Chemical Co. named

Lendel Schutzman regional sales manager, Mark Phipps northeast regional

sales manager, Jeff Ziehmer western regional sales manager and David Champion sales representative.

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Surfin' Turf

LawnSite.com
LawnSite.com bills itself as "the place for lawn and landscape professionals." It features 10 different forums on topics such as commercial lawn care, residential lawn care, snow plowing, landscaping, pesticide application, Grass Masters, and Chevy, Dodge, Ford and GMC trucks. One stressed lawn care professional posted this comment in the com-

mercial lawn care forum: "I just went and bid a job that pays well, but have never mowed anything so steep, 40-degree angles. I plan to use a walk-behind 52. It's around two acres. Could use some advice on this job."

The site also features a place to buy and trade used power equipment. Users post a classified ad, and those interested can click on the item and respond.

Forum	Posts	Threads	Last Post	Replies
Commercial Lawn Care Forum This forum is a place to discuss the commercial aspect of the business. Please keep discussions related to commercial lawn care.	34003	2742	08-24-2000 05:29 PM by Kraberm	874
A place to buy and trade used power equipment Please use this forum to post ads for used power equipment. This forum is for the end user and NOT intended for commercial use or unlicensed advertising. LawnSite.com is only a venue for the sale. We have NO control over the actual transaction.	188	188	08-23-2000 11:56 PM by WALCER.MOW	874
Commercial Pesticide Application Forum This forum is for discussion about the pesticide applications side of the business. Please keep discussions related to this.	580	94	08-24-2000 01:08 PM by Kent Lawes	874
Grass Masters Forum Welcome to Grass Masters Message Forum. www.lawnsite.com is your information center for the lawn care industry.	100	23	08-18-2000 11:50 PM by GrassMaster	874
Landscaping This is a Landscaping Forum	1389	205	08-24-2000 02:34 PM by gals	874

The site boasts over 400,000 hits per month, and, while not as fancy as some other sites, it manages to work well because it's simple and easy to fol-

low. All of the forums and other areas of interest appear in a list as soon as you log on, and you get what you see.

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