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events

WHAT, WHEN & WHERE

May 2001

19-23 ASIC National Conference / Savannah, GA; 816/472-6100

24 Selecting, Planting, Moving and Managing Ornamental Trees / Yorba Linda, CA; Sponsored by California State University — San Bernardino; 909/880-5977

June

7-9 Snow & Ice Symposium Denver, CO; Sponsored by the Snow & Ice Management Association; 814/835-3577

15 Turf-Seed/Pure Seed Testing Field Day / Rolesville, NC; 919/556-0146

21-23 OPEI Annual Meeting Ponte Vedra, FL; 512/442-1788

July

10 University of Missouri-Columbia Turfgrass Field Day / Columbia, MO; 573/442-4893

12-15 ANLA Convention & Executive Learning Retreat / Cleveland, OH; 202/789-5980, ext. 3010

16-17 PLCAA's Legislative Day on the Hill & Arlington Renewal Project / Washington, DC; 800/458-3466

19-21 Turfgrass Producers International Summer Convention and Field Day / Toronto, Canada; 800/405-8873

20-22 EXPO 2001 / Louisville, KY; 800/558-8767

31 Midwest Regional Turf Field Day / West Lafayette, IN; 765/494-8039

August

4-8 Soil and Water Conservation Society Annual Meeting / Myrtle Beach, SC; 515/289-2331

14-23 International Growers' Tour / Germany/Denmark; www.anla.org

15-19 ANLA Landscape Operations Tour / Dallas, TX; www.anla.org

17-19 ALCA Design/Build Workshop / Atlanta, GA; 800/395-2522

19-25 International Garden Centre Tour / New York/Baltimore; 202/789-5980, ext. 3010

21 Cornell University Field Day / Ithaca, NY; 800/873-8873

29-1 CalScape Expo / San Diego, CA; Sponsored by the California Interior Plantscape Association; 707/462-2276

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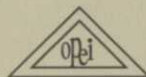
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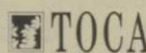
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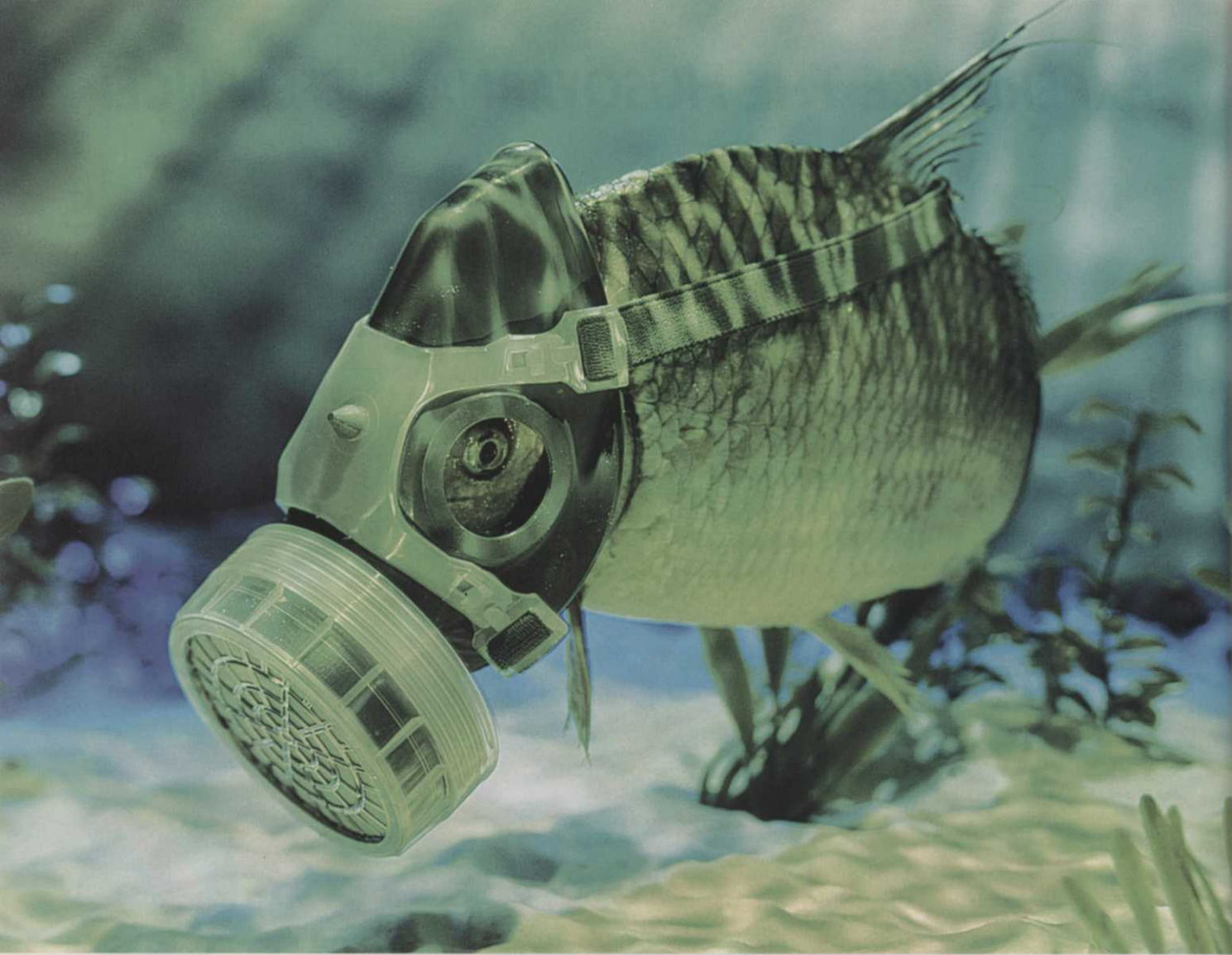
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BY SUE GIBSON / EXECUTIVE EDITOR

We're taking the plunge

As business owners and managers, you are attuned to the needs, shifts and opportunities in your marketplace. Your clients may have asked you to provide a new and different service, which may be troubling because it is so different from the one on which you have built your organization.

I salute those of you who have studied that question and decided against expanding your services. It's a tough decision to turn down business and realize you may not have the proper resources, people or timing to go ahead with an expansion.

But my hat's off to those of you who have added new and different services. It's a gutsy, risky and exciting step to take. It takes real nerve to understand that anything new involves a learning curve (which also means people will make mistakes). It takes true confidence to encourage everyone in your organization, as well as your clients, to believe you can provide the service with the quality and value that defines your reputation.

Finally, it takes a major investment of time and money to research this new offering, plan it, train and equip your employees, sell it and bring your service delivery to a level that meets your own tough standards.

That wild, wonderful Web

I'm very much aware of the tough decision-making and implementation process you have gone through because we're just completing a similar process in the debut of our new Web site, all in a short period of time. I'm happy to announce the debut of www.landscapemanagement.net and invite you to visit it at your convenience and give us your feedback.

This "plunge" we took was so strange and different from any other project I've done that I knew it must be

similar to the process you go through to add an entirely new service to your existing business. We all know how different installation is to establish and operate from maintenance, how irrigation is unique and how franchises offer quite original systems of operating.

Likewise, this whole "Web" business operates with rules and infant traditions far different from the print world. Our development process for everything from content to pricing is very much in contrast to this magazine's traditions. We know our Web site will be much more responsive, dynamic and immediate than the print product, and the whole prospect excites us. Hopefully, you'll find a wealth of new resources through our Web site that expand on this magazine's base of news, information and analysis.

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I'm happy to announce the debut of our new site www.landscapemanagement.net and invite you to visit it and give us your feedback.

Let's talk turf with the Feds

Speak out for a new national turfgrass program that the U.S. Department of Agriculture's ARS (Agriculture Research Service) is starting. The program is in the discussion stages. Because turfgrass research always seems to get shunted aside when it comes to federal funds, this is the best time to give it all the support that we can.

The ARS is big

But, first a little about the ARS, the principal research agency of the USDA. With 8,000 employees, including 2,000 scientists, it conducts an incredible amount of agricultural research, primarily on crops of food and fiber. This involves 1,200 different projects in more than 100 locations around the country. While some of these projects focus on pasture and rangeland grasses, none deal exclusively with turfgrass.

Here's how we can help change that.

We better be there

This fall, the ARS will host a workshop to discuss the national turfgrass program, says Evert Byington, Ph.D., National Project Leader, Rangeland, Pasture and Forage Research.

If we want to have a say in the program, we better be there. When a date is set, we'll let you know

"We're inviting all sorts of people with an interest in turfgrass," says Byington. "It's open to the public, and we want people to express what they feel the research priorities should be. Out of that we will develop a strategic plan and start formulating what kinds of research we will do as funding becomes available."

Byington says that the ARS conducts research that

academia and the industry don't have the resources to tackle. Initially, the program will concentrate on the basic biology and genetics of turfgrasses. Later, it will examine turfgrass systems more broadly, issues like sustainable management and watershed modeling.

But there's one more thing that we can do.

Let them know

Let's contact our respective U.S. legislators and let them know that we feel this program is vital. A phone call or letter will get our point across—especially if we follow up with friendly reminders. Let's point out the importance of turfgrass to our industry and to the nation—its role in controlling erosion and ground water pollution, as well as its obvious importance to landscapes, playgrounds and sports fields.

"We'll be starting on the ground floor with this national program so we can build it the way it needs to be built," says Kevin Morris, executive director of the National Turfgrass Evaluation Program in Beltsville, MD, where the program will be headquartered.

.....
Contact Ron at 440/891-2636 or e-mail at rhall@advanstar.com



Those of us with a direct interest in turfgrass research should be at the Agricultural Research Service workshop and help give direction to the program.

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The important thing is that our industry has matured to the point of recognizing our role in helping to solve the environmental equation.

Use “Silent Spring” as a tool

It wasn't until 1959, just five years before biologist Rachel Carson's death, that her controversial book “Silent Spring” was released to the public. Prior to that time, pesticides were considered benign concoctions derived from naturally occurring substances.

Scientists and laymen of the day thought the term “natural” was synonymous with the term “safe.” The passage of time has not altered this assumption, which has been proven questionable.

Growing fear

The public misunderstood organic phosphates partly because they represented a new technology in 1945. I believe formulators thought field test results would help organic phosphates become widely accepted and used beyond the scope of the “naturals.”

By the early 1960s, however, “Silent Spring” was quickly becoming what many believed to be a guiding truth about various insecticides, and those industries and institutions that relied upon their use.

Carson portrayed the dark side of pesticides, and it's clear that her intent was to incite fear, especially when she writes that pesticides are the “elixir of death” and “500 times more deadly to children.” Her objection to DDT, dieldrin, toxaphene and heptachlor condemns their use and convinces readers that they might have disastrous effects on humans.

Faulty conclusions?

I believe that “Silent Spring” is a well written book, but we all must question the validity of many of its negative statements about pesticides.

Is “Silent Spring” as relevant today as it was in 1959? After 40 years, it's obviously not as well read as it was, but its message hasn't lost any of its warning or force, particularly to readers unfamiliar with pesticides or their proper use.

In 1959, her truth was the only truth out there. But that's not the case today. We're armed with more knowledge and are not as willing to accept “Silent Spring” as the blind truth.

We've also learned that pesticides are tools we can use effectively and to the great advantage of the environment. Our goal is to get that message across with the same force that Carson did in her book.

To help us, we can actually borrow and use some of her own thoughts. For instance, she states, “It is not my contention that chemical insecticides must never be used” and “It is reasonable to suppose that we can apply a broad spectrum insecticide to kill burrowing larval stages of insects, for example, without also killing the good insects.”

Her idea of combining chemical controls and other control methods sounds like Integrated Pest Management (IPM) to me.

Almost there

Thanks to science, technology and education, we have, in fact, fulfilled many of Rachel Carson's dreams. Our industry is truly helping to solve the environmental equation.

Since we all strive for the same truth, let's view Rachel Carson's book for what we have in common with it — preserving and enhancing the environment.

— Doug Hague is president of Lawn Classics, Inc., Findlay, OH. He can be reached at (419) 424-8880.

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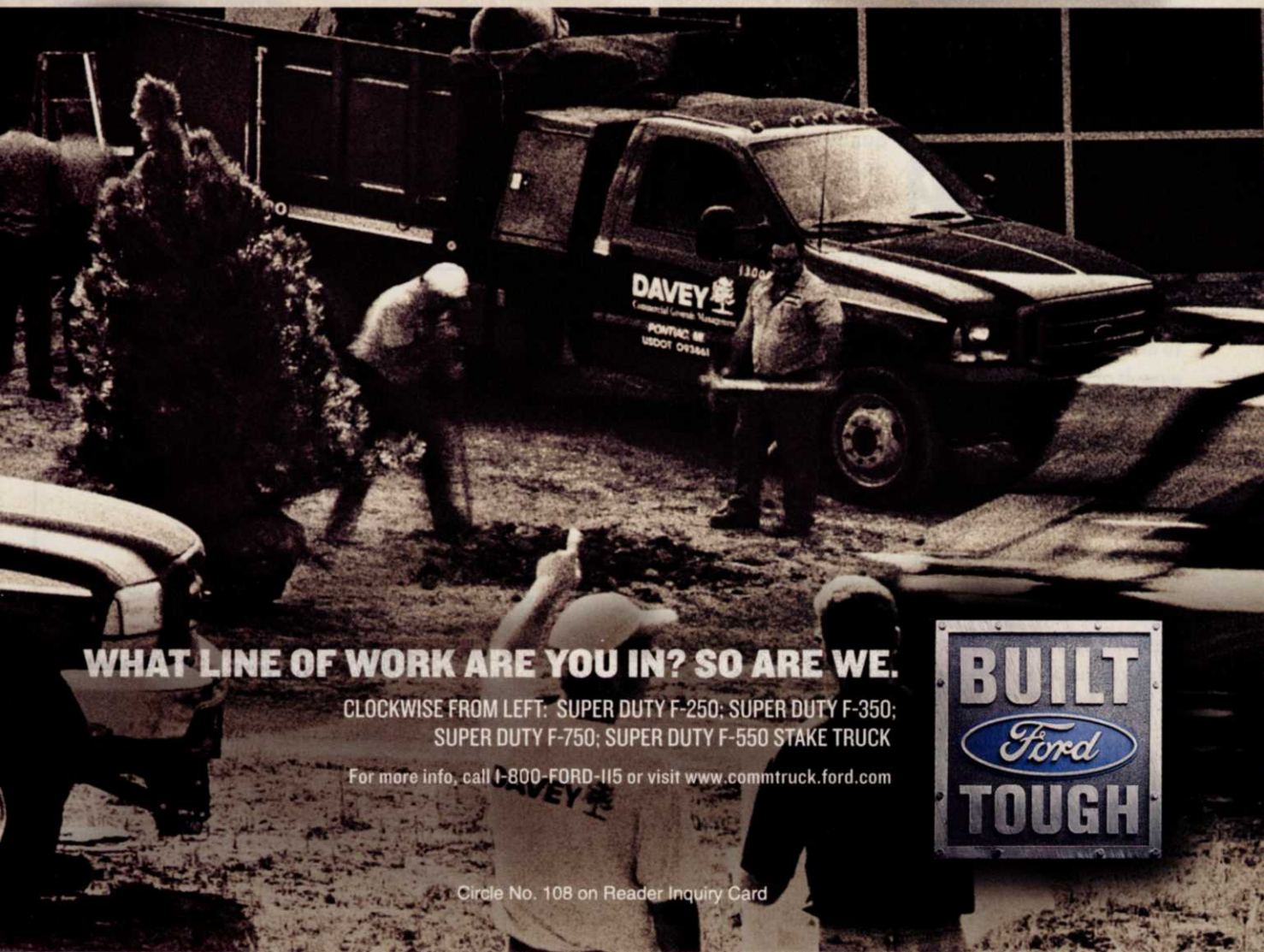
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let's hear it

YOUR OPINIONS, COMMENTS, & QUOTES

Sign me up!

As always, when I receive my copy of *Landscape Management*, I read "On the Record" first. I couldn't agree more with the one entitled "They don't know you" in March — something does need to be done to improve the Green Industry's image. I try to do this on a daily basis by being honest and

on the record

BY JIM GIBSON, PRESIDENT, EDITOR

They don't know you

I've often thought about the title "They don't know you" in March. It's a title that resonates with me because it's a title that I've heard many times over the years. It's a title that I've heard from my clients, my colleagues, and my friends. It's a title that I've heard from people who don't know me, but who have heard about me. It's a title that I've heard from people who don't know me, but who have heard about me. It's a title that I've heard from people who don't know me, but who have heard about me.



straightforward with those I come in contact with, but I'm willing to do more. Sign me up to assist in any way possible! As a result of your editorial, I have contacted my local VFW and offered to take care of the grass and ornamentals around a small veterans' memorial. It's not much, but it may be a first step. The smaller companies really can help, but in order to make a national effort, the big players need to get involved. Thanks for bringing this issue to the forefront.

Neil Fievet
Nitro-Green
Hayden, AL

Nice editorial

On behalf of the Evergreen Foundation and everyone else in the Green Industry, thanks for the great editorial entitled "They don't know you" in your March issue. It was a nice call to action. Way to go!

Phil Fogarty
JP Horizons
Painesville, OH

Pumped up

Your January article entitled "Uncovering your best side" was excellent and really got me pumped up for the upcoming season. The panel of landscape contractors featured are very qualified and have a lot to share, and their advice will help our industry. I think entry level operators like myself are faced with many challenges, and one of them is not knowing what to charge. If you were to ask an experienced operator what to charge, they would laugh. What they don't realize is that the entry level operator is probably unintentionally low-balling his price. In your next issue, maybe you could make a chart showing low ball prices that are unprofitable, medium range prices, high end prices and average prices for different areas. Also, please stress that travel time should be included in your price!

Aaron Shehan
Gro-Lawn and Landscape
Burleson, TX

Bam!

Imagine my surprise when I opened up the March issue of *Landscape Management* and saw the Cleanup Crew item about how my husband Rob looks like famous chef Emeril Lagasse. The funny part is that Emeril is Rob's culinary hero! We have eight jars of Emeril's "Essence" spice in our pantry, and we love Emeril's two restaurants in Las Vegas, Emeril's and Delmonico Steakhouse. Rob loves to watch Emeril on the Food Network, and one of his dreams is to sit in front on Emeril's show so he can taste the food. Thank you for making our day!

Joyanna Diaz
Yards "R" Us Landscape
Las Vegas, NV

Correction

A news item in the Industry Almanac section of the April issue stated that Ted Gramer, former president of Greenzebras, is now Chief Executive Officer of Green2go. He is not. Rather, he is the Chief Operating Officer. We regret the error.

June beetles from hell

In "Goodbye grubs," in the April issue, the damage in this photo (page 68) was attributed to burrowing green June beetles. Thank goodness, it was actually caused by skunks digging for grubs.



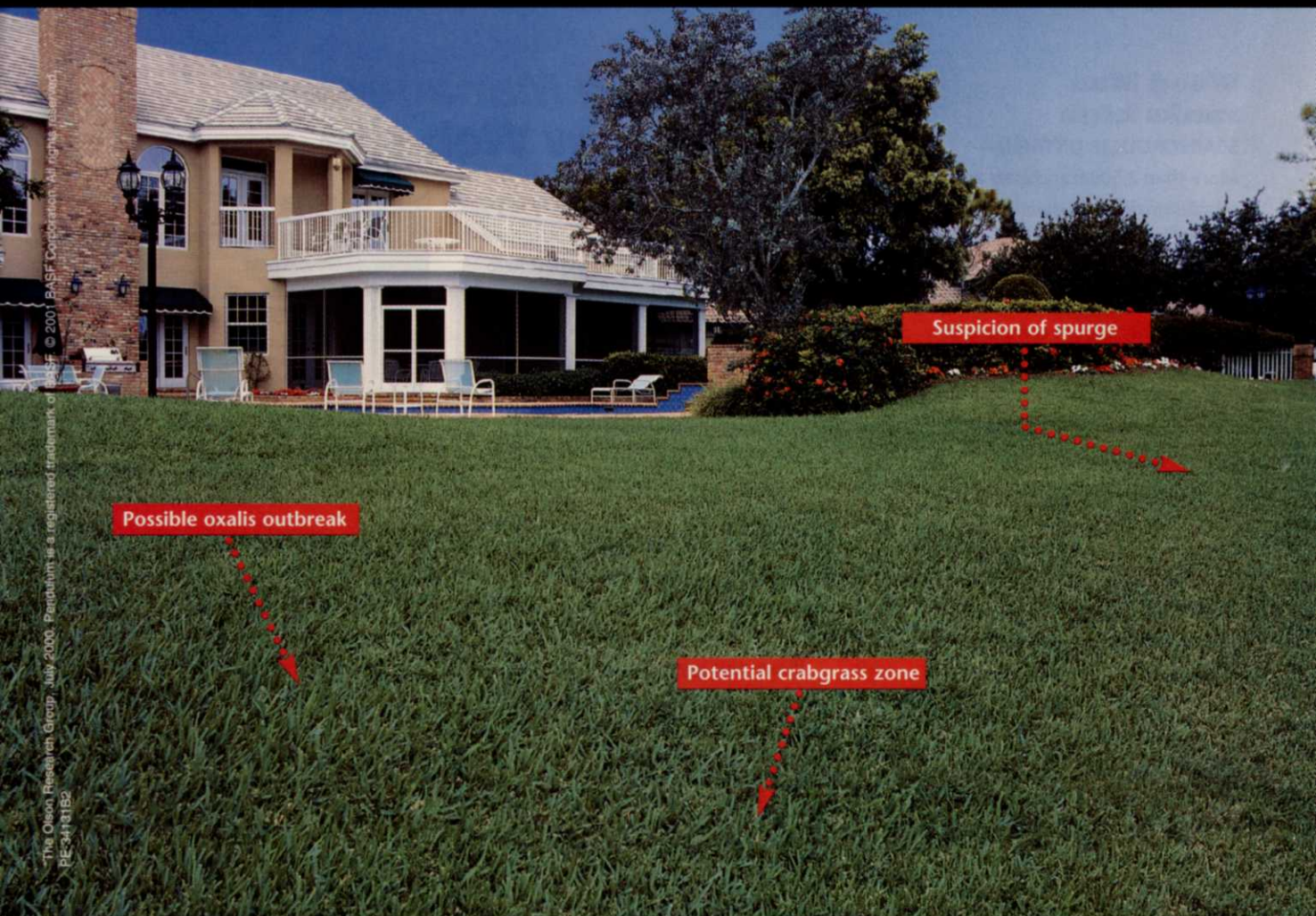
Clarification

In the same article, it should be noted that Imidacloprid is really more effective against young grubs, rather than large grubs.



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The Olefin Research Group, July 2006. Pendulum is a registered trademark of BASF. © 2007 BASF. Copyright. All rights reserved. PE-34141B3

Possible oxalis outbreak

Potential crabgrass zone

Suspicion of spurge

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industry almanac

NEWS YOU CAN USE

Weed Man ranks high

SCARBOROUGH, ONTARIO — More than 2,500 franchisers and related professionals polled in *Success* magazine's list of top franchises ranked Weed Man number four in the top 200, reports Turf Holdings Inc., parent company of the lawn care franchise in Canada and the United States. Companies were compared on financial performance, franchiser/franchisee relationship, corporate management, growth and stability, and opportunities for growth.

VW&R, E&E now use Vopak name

KIRKLAND, WA — The Van Waters & Rogers (VW&R) and Ellis & Everard (E&E) brands have been consolidated under the Vopak name to reflect the expanding global presence of their Rotterdam-based parent, Royal Vopak, a world leader in oil and chemical storage, logistics and distribution.

Bayer Corp has a new name

KANSAS CITY, MO — Bayer Corp. announced that its Garden & Professional Care unit has changed its name to Bayer Corp., Professional Care.

YOU DON'T SAY

► U.S. shipments for power lawn and garden equipment should rise more than 3% annually through 2005, reaching \$9.8 billion.

SOURCE: THE FREEDONIA GROUP, INC.

Landscape Management debuts new Web site

CLEVELAND, OH — Look for more opportunities to get round-the-clock information on operations management, expert help with technical problems, updates on products, hundreds of Green Industry links and insightful industry news at the new Web site developed by *Landscape Management*: www.landscapemanagement.net.

The new site sports a new address and design, eGreenBook resource and reference guide of products and services specifically developed for the Green Industry, an e-mail newsletter, past issue archives of *Landscape Management* and easy subscribing.

Please visit www.landscapemanagement.net to enter the Green Star Profes-



sional Landscape Management Awards, or to enter our PalmPilot Giveaway Contest. We look forward to hearing your comments and suggestions at 800/225-4569 x2729 or sgibson@advanstar.com

CLIPPINGS

Mexico's fledgling program trains workers for U.S. Green Industry

IRAPUATO, MEXICO — State government officials here, at the urging of U.S. businessman Jeff West, began training Mexican workers for the U.S. landscape industry. The training prepares workers for the H-2B program that allows U.S. employers who can't attract local labor to recruit and employ unskilled, seasonal foreign workers. The majority of these workers are recruited in Latin America, including Mexico.

West operates GTO, a Michigan-based labor solutions firm that places H-2B workers. He said the program will help alleviate some of the problems attached to H-2B. He says that bribery and fraud plague the recruiting process in Mexico. The biggest problem for U.S. employers is



Program in Mexico trained 300 workers.

workers going AWOL, and taking higher paying jobs in other industries.

"If we don't get our act together with this H-2B, it could be in big trouble. Officials know what's going on and they don't

continued on page 22

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Circle No. 111 on Reader Inquiry Card

Here today, consolidated tomorrow

BY LARRY AYLWARD

In the past two years, several small-, medium- and large-sized companies have merged with or acquired their counterparts. Some of the more notable deals included:

■ Novartis Agribusiness and Zeneca Agrochemicals combining to form Syngenta

■ The Andersons acquiring Scotts Co.'s U.S. professional turf business

■ BASF purchasing the Cyanamid herbicide division of American Home Products

■ Simplot Turf & Horticulture buying Lange-Stegmann's professional products

■ Dow Ag acquiring Rohm and Haas' agriculture chemical business.

■ Aventis announcing it would spin off Aventis Crop-Science

Why all the mixing and joining? Economics is the simple answer.

Raj Gupta, chairman and CEO of Philadelphia-based Rohm and Haas, said the decision to sell the company's agri-

cultural chemicals business to Dow Ag was difficult but necessary. "It has become evident that the agricultural chemicals business will flourish more as part of a global firm with a stronger presence serving the agricultural markets," Gupta said.

Jennifer Remsberg, residential market manager for Bayer Professional Products, said Green Industry professionals are more concerned about the fate of products, not the fate of companies. "This is a product-driven market," she added.

Still, Green Industry professionals should know that consolidation can be good, said Keelan Pulliam, head of Syngenta's Professional Products Business Unit. "When mergers happen, the size of the businesses are much larger," he noted. "That allows us to spend the dollars we need on research and technology, which is critical to solving Green Industry professionals' problems."

— Larry Aylward is editor of *Landscape Management's* sister publication, *Golfdom*.

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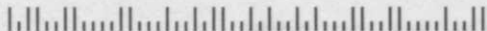
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continued from page 18

like it," said West, explaining that many first-time H-2B laborers arrive at their U.S. employer's office with few job skills. They speak little or no English, are unfamiliar with turf/landscape equipment and have little experience with U.S. laws and customs.



Jeff West seeks more training help in Mexico.

Training needed

With a few reservations, West terms the program a success. Taught by professional bilingual educators, it required worker candidates to attend two weeks of classroom and hands-on instruction. They received lessons in conversational English and U.S. laws and customs, and learned how to operate and maintain commercial mowers

thanks to commercial mowers donated by John Deere.

About 300 potential landscape employees "graduated" from the program. Classes began in early February and concluded in mid-March. West said these workers stand a better chance of becoming productive landscape workers. Also, he insisted, they're less likely to go AWOL from their U.S. employers (become "illegal") to seek better pay in construction or other U.S. industries.

"If these men spend two weeks of their time here, eight hours a day, without getting paid, that tells me they're serious about wanting to work in the United States," he said.

West admitted his motives for promoting the program weren't entirely altruistic. Through his labor contracting firm, GTO International, Whitmore Lake, MI, he said he expected to place at least 100 of the "trained" laborers with U.S. landscapers.

West said that he's also met with officials in other Mexican states, and they're interested in developing similar training programs for workers seeking seasonal employment in the United States.

— Ron Hall

6 steps to successfully recruit H-2B workers

Get temporary work visas. Get an agent or other expert familiar with the H-2B program so you can recruit labor via legal means.

Get involved. Don't depend solely on outside sources to recruit for you. Use them to help make an initial contact and preliminary screening only.

Recruit from within. Use a trusted employee who has permanent or legal status in the United States, or contact a local Hispanic-based group to help acquire new workers.

Meet and greet. Make an effort to send a company representative to the border to meet and greet your new recruits. This will help break down some of the new employees' anxieties, and also provides them with correct transportation to your place of business.

Spanglish? Make some effort to increase your communication with your recruits. Have a translator available as much as possible. You've got to be able to communicate.

Plan for the future. With a successful season of recruitment, you can plan on the next year being just as successful as you will have a local group of employees.

— Terry Foley, Foley Enterprises labor solution company, Austin, TX.

Surfin' Turf

Weed of the Week

Okay, so you think you're the King Weedhead. Why don't you find out if you really are by logging on to PBI/Gordon Corporation's WeedAlert.com Web site to play the



"Weed of the Week" contest?

Each week, the company puts up a new turf weed for site users to identify. The first five participants with correct guesses receive a WeedAlert.com coffee mug and online recognition as winners.

According to Monte VanBibber, Programmer/Webmaster for the company, the "Weed of the Week" page gets around 200 hits and 30 to 40 guesses per week. After each week's contest, the weed is added to the site's identification listing with a full description of the weed, its growing habits and germination timing, cultural control methods and herbicide use timing.

When you're done bruising your brain over weed identification, check out some of the other features on the site: useful tips, links to universities offering turf and horticulture programs, a "Weed Spotter" posting section and an on-line technical advisor.

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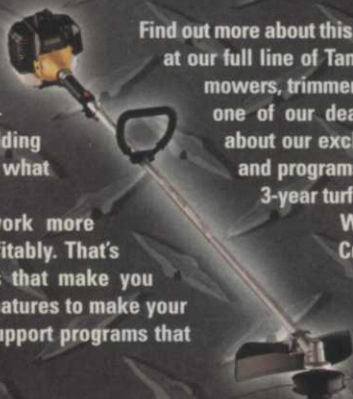
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Circle No. 113 on Reader Inquiry Card

Washington landscape pros face water ban

BY JASON STAHL

EVERETT, WA — A plan to inform the public on how to maintain their landscapes despite a potential water shortage might not be enough to save Washington-area landscape professionals from a big economic hit this year.

In February, the Washington Association of Landscape Professionals (WALP) was told by Seattle Public Utilities that there was a 1-in-10 chance of a drought and subsequent water ban occurring this summer. A

week later, the phase one Advisory Stage of the City of Seattle's 2000 Water Shortage Contingency Plan was implemented.

On March 29, the WALP met with Seattle Public Utilities again and learned there was now a 1-in-7 chance that water restrictions would be put in place. Also, the Advisory Stage was upgraded to Voluntary Stage, requesting the public to take serious steps toward conserving water.

"If this pattern continues, we'll be in the

Emergency Stage before May 19, which is right before our busy season," says Peter Dervin, WALP Executive Director.

An uphill battle

Dervin says the WALP's press releases advising the public to consult with landscape pros who can devise a landscape that conserves water haven't been able to counter negative television coverage. According to Dervin, customers have been hesitating to buy new installations based on what they have heard so far.

"I saw the first brown lawn on television in December," he says. "In a thirty second sound bite, they say to turn off your sprinkler. The public hears this and says, 'If I can't water, then I'm not going to have new landscaping installed.' We try to tell them that installing irrigation systems with rain sensors will actually save them money."

"We've had steady rain for about a month now, so we're telling people that right now is the best time to install new landscaping since the rain will help it get established," Dervin continues.

High demands on water

Washington landscape pros' position is even worse because of the state's agricultural needs and impending energy crisis. Water is needed to allow Washington to make good on agreements to trade power with other states, and to grow produce. Also, the EPA and National Marine Fisheries have asked the state to restore endangered salmon habitats, another water concern. Dervin says out of all these concerns, landscapers end up last.

"The landscape and nursery industries tend to be the sole target because the knee-jerk way to address a water shortage is to stop sprinkling lawns," Dervin says. "Yet the Seattle Times uses water to print its newspaper, and car dealers wash their cars every morning."

Info Center

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People & companies



Ferris Industries promoted **Phil Wenzel** to vice president

and general manager.

Environmental Industries re-hired **David L.**

Hanson as vice president of operations. He held various positions with

Environmental Industries' Environmental Care (ECI) division for over a dozen years.

BASF appointed **Charles Austin** senior sales specialist for BASF Turf, Ornamental and Pest Control Groups.

Patten Seed Company appointed **Joe O'Donnell**

vice president of Georgia Super Sod Outlets.

Simplot Partners promoted **Craig Shafer** to national accounts manager.



Seed Research of Oregon named **Bill Dunn** vice president.



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Make annual plantings profitable

BY RON HALL / SENIOR EDITOR

Seasonal color can make your firm's reputation soar. Try these installation tricks to make it more profitable too

Who says you can't teach an established company, even a 125-year-old one, new tricks in installing seasonal color? Green Industry pioneer Akehurst Landscape Service, Inc., Joppa, MD, is among the landscape firms bringing new ideas to the service.

Installing annual beds is no longer something that firms offer merely to retain maintenance contracts; it has to be a profit center, too. In fact, some companies now focus on flowers even if it isn't to the extent of Atlanta-based Color Burst, which specializes in designing, delivering and maintaining seasonal color.

President Joe Burns remembers, as an employee of another landscape company, dreaming of running such a company.

"I thought, 'We're doing a lot of color and it's getting more and more important,'" he says. "It

seemed like it would be a lot of fun for a horticulturist (degree from Auburn University) like myself to get into this business." That was 14 years ago, and Burns says seasonal color has since evolved from being considered an attractive novelty to being a necessity for many property owners or property managers. This accounts, as least in part, for Color Burst's success in establishing branches in Birmingham, AL, Charlotte, NC and Nashville, TN.



Your goal should be to handle each plant just once when you're installing annual beds for your accounts.

Property managers have learned that "curb appeal" boosts occupancy rates at residential complexes, increases sales at retail sites and enhances corporate clients' image. That's not to say they won't squeeze every splash of color they can out of their budgets. That's why raising prices isn't an option for most contractors. They find themselves caught between shrewd managers and aggressive competitors. They must continually massage their service delivery systems to find ways to wring more production from each labor hour.

Crews stay in contact

For instance, William K. Akehurst, manager of his company's landscape department, has equipped some of his field supervisors with Palm Pilots — chip-driven, handheld organizers that offer instant data storage and retrieval, and e-mail messaging. On-site supervisors can instantly report on each job's progress.

"We have the ability to put each crew's schedule on the portable unit," says Akehurst. "We can track when each job is started and stopped, and the Palm Pilot becomes an in-the-field time clock. At the end of the day, we can upload this information into our network. It lets us know exactly where we are with each job."

Akehurst offers two caveats to using this technology — you must train employees to use it and you should have office software to use the collected data intelligently. "There is a learning curve," he cautions.

Tracking installations doesn't have to fall into the "rocket science" category, though. It can be as simple as affixing erasable boards on the walls in your company's break room. The boards could show a schedule of each crew's tasks and daily records of each crew's production. (See "Planting for profits," May 2000 *LM*).

Whatever system you use, the goal is the same — 1) establish production goals, 2) track them and 3) find ways to meet or exceed them. Basically, every job comes down to labor hours and production.

"All of our jobs are bid by hours," explains Dee Sanders, South Bay Operations Manager for Gachina Landscape, Menlo Park, CA.

Sanders prefers to use smaller crews for color installs or changeouts, typically three people although some large jobs may call for as many as five. The rea-



sons are that crew members can travel to job sites in the same truck, usually a crewcab, and there's less likelihood they'll be standing around waiting for colleagues to finish their tasks.

Smaller is more efficient

"You don't need large crews to plant flowers," insists business consultant Jack Mattingly, Mattingly Associates, Woodstock, GA. "I think you can keep it to two- or three-person crews. One crew can strip out the old flowers and prepare the bed by tilling and adding compost. Then, a second two- or three-person crew can come to the bed at a later date to do the planting. Small crews allow workers to become more specialized and adept at their tasks."

Mattingly also advises installation crews not to spend too much time planting flowers "in perfectly straight lines." After carefully establishing the bed's first row, an experienced worker with good hand/eye coordination can plant annuals without a lot of measuring and handling of plants more than once.

"With this system, if a worker's down there on his hands and knees, you can just hand him the flower

continued on page 28

What client wouldn't appreciate this striking design? Masses of flowers in two basic colors and meticulous maintenance turn this display into a showcase project.

Tips to streamline installations

- Establish realistic installation goals and monitor them
- Prepare beds thoroughly prior to the arrival of install crews
- Have growers ship annuals to the job site
- Two- and three-person crews work best for most jobs
- Don't mulch where it's not necessary
- Don't overlook training women for your install crews

continued from page 27

that's out of the pot, and he can put it in the ground," says Mattingly. "If the plant is off a little bit, in a few weeks it won't matter anyway. The plants will have filled the entire bed with color."

Mattingly's suggestion for mulching flower beds is to put mulch only where needed. "You might want to mulch the primary flower beds in areas where people walk by or where there is lots of traffic and the area has to look good immediately," he says. "In three weeks, after the flowers start spreading, you don't see the mulch anyway."

Partner with growers

Apart from the installation process, contractors streamline seasonal color service by working closely with vendors such as growers. When a contractor and a grower develop a long-term partnership, both benefit.

"We have a grower to whom we contract all of our color, and he tries to grow what we're asking for," says Gachina's Sanders. "We try to get that information to him months ahead of time."

"We want to inspect their greenhouses and their operations," adds Joe Burns of Color Burst. "It takes a while, but once we get comfortable with a grower, we like to operate as a partnership."

With this type of relationship, a grower can save a contractor time and labor by delivering bedding plants directly to a job site.

"A lot of our jobs utilize a full

truckload of flowers, and we'd rather not have them come to our yard," adds Akehurst. "If we can get our growers to ship to the job site, the flowers just come off the truck and practically go right into the hole."

Don't forget employees

No matter what efficiencies you build into your seasonal color programs, none will work without trained and dedicated employees, including women who often make excellent installers,

says Joe Burns in Atlanta.

"The backbone of any company is good individuals who like what they're doing. That makes for happy customers, and happy customers make for repeat business," he adds. **LJM**

Don't cheat yourself by pricing too low

BY BILL PHAGAN

Do we really charge enough for seasonal color? A recent survey indicates that contractors pay an average cost of .55 to .80 a pot for a four-inch annual. The price that most contractors charge their customers for seasonal color is typically too little. Many contractors take the price of each annual and double it. Therefore, the .75 potted plant becomes \$1.50, which may still not be enough.

Here's another reason to reconsider your pricing. The American Nursery & Landscape Association reports that high energy costs hit greenhouse growers hard this past winter. Also, commercial freight carriers tacked on fuel surcharges of 5% to 10%, and growers paid more for the plastic they use to wrap and move plants. Costs will be passed on to you.

Consider what you must do to put flowers "in the ground" for clients, and you'll appreciate why you have to price this service carefully:

- ✓ Go over color, location and timing with the customer. Are you charging for your expertise?
- ✓ Find and order flowers (and hopefully not have to make 10 calls in the process)
- ✓ Pick them up or have them delivered
- ✓ Travel to and from the job site
- ✓ Improve soil in beds (don't forget the cost of labor and soil products)
- ✓ Till beds if they need cultivation
- ✓ Move plants at job site, pulling them from containers, placing them in holes and backfilling them smoothly and carefully
- ✓ Clean up the job site by collecting and stacking pots, etc.
- ✓ Apply a light coat of mulch (if required)

Don't forget state sales and other applicable taxes. Warranties and plant replacements — 30 days, 90 days? Who's responsible for watering the flowers and taking care of pests and nutrition? Is all that included in your price per four-inch annual?

— Bill Phagan is a financial and business operations consultant to the Green Industry. He can be reached at 813-961-2149 or e-mail: bphagan@tampabay.rr.com

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Scientists also used autoradiography to photograph and measure the amount of herbicide in the roots two hours after application. Time after time, at least three times more herbicide showed up in the weeds sprayed with Roundup Pro. With the imitator, barely any herbicide has moved to the roots.



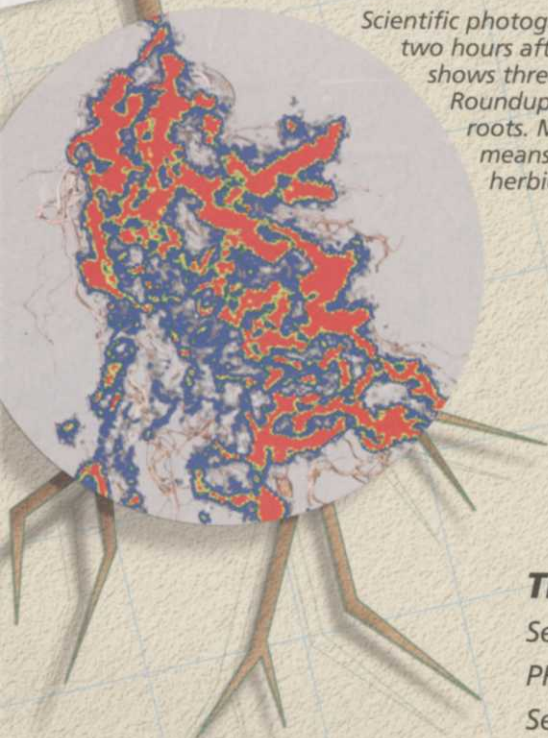
This is a cross-section of a weed leaf magnified 1000x. The yellow droplets mean Roundup Pro is already at work inside.



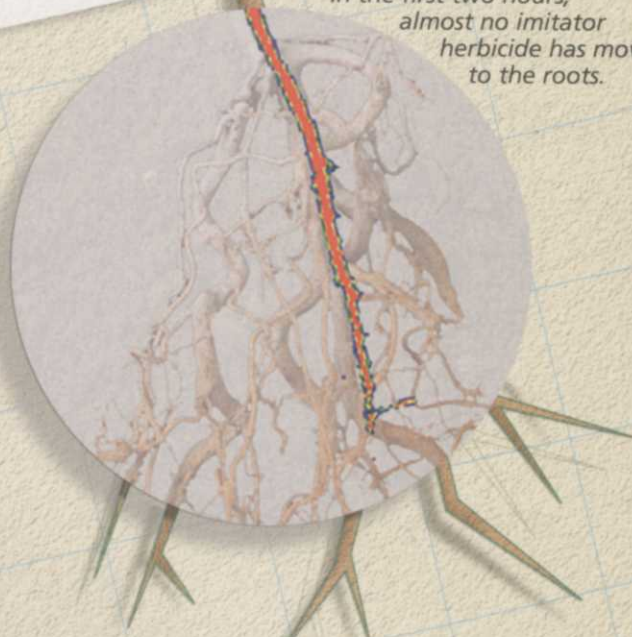
This weed, sprayed with the imitator, has almost no droplets in the leaf.

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Always read and follow label directions. Test conducted with MON 77360, EPA Reg #524-475 with comparison to Dow product carrying EPA Reg. # 62719-322. 1. Test methodology: In scanning-electron microscopy Monsanto scientists identified penetrated formulations of both Roundup Pro and Glypro Plus in the mesophyll cell layer. These micrographs support the evidence that formulations containing Monsanto's patented PROformance technology rapidly penetrate the leaf surface. 2. Test methodology: Radiolabeled formulations were applied at equal acid-equivalent rates. Radioactivity was visualized by autoradiography following a simulated rain event two hours after application. Monsanto laboratory tests, 2000. Glypro Plus is a trademark of Dow AgroSciences LLC. Roundup[®], Roundup Pro[®] and PROformance[™] are trademarks of Monsanto Company. [10613]ct 1/01]
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PHOTO COURTESY: GRASSHOPPER

Efficient mowing

Decrease your mowing time while you increase the quality of your customers' properties with more efficient methods

BY JOHN C. FECH

Almost all lawn and landscape contractors offer mowing. It's boring, time consuming, requires equipment that needs regular maintenance and, toughest of all, is performed by employees that are often hard to come by. Do you need any other reasons to perform this service as quickly and efficiently as possible?

Keep ornamentals in their place

Start with good landscape design which separates turf and ornamentals in the landscape. This will reduce mower damage to ornamentals (tree damage can be costly). Operators can also mow more efficiently, since they don't have to turn and maneuver so much.

Mowing around clean and flowing bed lines is easier than odd-shaped beds. Eliminate narrow strips of turf wherever possible. They're hard to irrigate, fertilize and

mow. One of your goals should be to reduce or eliminate hand mowing and string trimming.

Work with clients to modify their landscapes to make mowing more efficient. Explain how their mowing costs might go down with a few simple changes.

The one-third rule

Follow the one-third rule — mow just one-third of the leaf blade at a time. The operator will get minimal drag on the mower blade. It takes a lot of horsepower to mow 7-in. grass plants down to a couple of inches.

Also, mowing at the proper height allows grass leaves to decompose and be absorbed into the turf canopy. Mowing through overgrown turfgrass results in unsightly clippings piling up. The most important benefit from following

this rule is healthier turf. Photosynthesis occurs in the leaf. Removing small to moderate amounts of leaf isn't harmful, and increases turf density.

The "old school" thinking on how high to mow the lawn is "mow low in spring and fall, and high in the heat of summer."

This strategy is based on documented evidence that shows that as the mowing height is raised, turfgrass root depth increases. Deeper roots are better suited to supplying the grass plant with water in summer heat.

Recently, turf researchers have begun to measure other factors relating to summer lawn care. They've noticed that raising the height of cut causes more leaf canopy to be produced, thus facilitating more

water loss from the turfgrass blades.

Other well documented occurrences have been reconsidered as well, including



Tree damage can be costly, so work with your clients to separate turf and ornamentals.

seasonal decline of the rooting depth in summer and that as the height of cut rises, the thickness or density of the turf decreases.

Raise the height

Considering all of these factors has caused turf experts to recommend raising the height a moderate amount to create more canopy, but not so much that a lot of water is lost from the grass blades.

Turf receiving little or no irrigation doesn't need to be mowed as often. In fact, mowing can

Fertilizer increases mowing

Fertilizer has a direct affect on mowing. Fertilized turfgrass produces more leaves and grows faster, meaning that your crews will have to be on these properties more often.

You can control this growth somewhat by using a slow-release nitrogen source. Sulfur coated urea, urea formaldehyde, water insoluble nitrogen, methylene urea and many organic sources encourage a moderate increase in growth for eight to 10 weeks rather than a

with a plant growth regulator (PGR). The most beneficial time to apply a PGR is when the turf is growing like crazy.

In spring, for instance, cool-season grasses can grow so fast that it's hard to manage them effectively. The one-third rule ends up being violated in many cases because the grass is growing faster than your crews can mow it. The application of a PGR will slow down the grass plants' growth rate so you won't break the rules.

The results of a PGR last for five to six weeks. Using one will increase the amount of time between cuttings three to four days, which can be desirable in certain situations.

Using a PGR adds to your overall turf maintenance budget, but it may be a worthwhile investment.

Be sharp, mow sharp

Mow with sharp blades. Dull blades leave the turf with more points of entry for foliar diseases, not to mention giving it a beat-up appearance. If the blades look "fuzzy" or "ratty" after a mowing, it's time to sharpen. Here's how:

- Remove the spark plug wire from the plug.
- Remove the blade from the shaft.
- Use a flat file to return the blade to its original condition.
- The desired angle for the cutting surface on an impact mower blade is 30°.
- Even if sharp, a blade with a



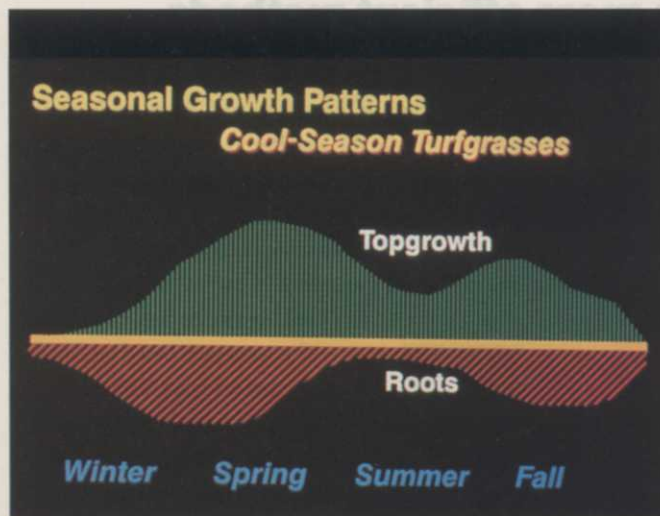
Mowing through overgrown turfgrass results in unsightly clippings piling up in trails or globs on the property.

45° angle will tear and fray grass blades. A blade with a 20° angle cuts well, but becomes dull quickly.

- After you sharpen a few blades, you'll be able to eyeball the degree of slope. Or, you can use a protractor.
- Keep replacement blades on hand. **LM**

— John Fech is with the University of Nebraska

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Turf experts have documented the seasonal decline of rooting depth in summer. This, and other recent research, has led them to reconsider the conventional wisdom about summer mowing.

cause further damage by crushing crowns and tillers. Advise clients to irrigate before you mow.

Too much water can be a problem too. If the soil is too wet, don't mow. It can cause wheel rutting, and may be unsafe for the operator too.

large increase in growth rate that lasts for only two to three weeks. They're more costly than fast-release products, but they're usually worth the extra expense.

Another approach to reducing growth rate is to treat turf

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JOHN DEERE

If you keep your mower blades sharp and mow often enough you may not have to pick up the clippings on clients' lawns.



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Five myths of mulched turf

In theory, mulching turf sounds great because it reduces waste, increases productivity and recycles nutrients. Still, there are some questions: Is not having to dispose of clippings worth dealing with customer complaints about clumps on their lawn? Are the added nutrients worth having to de-thatch later in the season?

If you've asked yourself these questions, it's time to learn more about mulching.

MYTH: The appearance of mulched lawns is inferior.

REALITY: Mulched lawns can look just as clean as bagged lawns as long as you have the

right machine and run it at the proper speed when the grass is in normal condition.

MYTH: Mulching causes thatch build-up.

REALITY: Thatch build-up is caused by over-fertilizing, over-watering and cutting too much of the grass blade. Mulching helps prevent thatch from developing due to the rapid decomposition of tiny clippings. These tiny clippings also feed earthworms, insects and microorganisms that improve the soil. Landscapers who mulch tend to use less fertilizer and other chemicals.

MYTH: Mowing with the discharge chute covered is

REALITY: There is more to a mulching system than plugging the discharge chute. Efficient mulching machines have specially angled, sharp mulching blades and mulching baffles that work with the existing deck baffles to maximize air flow and circulation. Since mulching has higher horsepower requirements than side-discharging applications, make sure your machines have plenty of power.

MYTH: Clients are not willing to give up bagging clippings.

REALITY: Once your clients discover the benefits of

mulching and the savings, they will be more likely to allow you to try it on their property.

MYTH: I can make more money bagging clippings.

REALITY: You can charge more for bagging because it takes more time than mulching. Due to the time saved from not collecting and disposing of clippings, however, your crew can move on to the next property faster and complete more properties in the day. **LW**

— Clover V. Shelton, Swanson Russell Associates

PROS / CONS OF MULCHING

Mulching recycles valuable nutrients.

Nitrogen, phosphorous and potassium are recycled into the turf, providing up to 25% of the lawn's total annual nitrogen requirement.

Mulching reduces waste. When bagging clippings, one challenge is finding a place to dispose of them. Disposal of bagged clippings is time consuming and, in many places, expensive.

Mulching increases productivity. With the proper equipment, mulching can reduce mowing time by 30 to 50%.

Mulching conserves water. Grass blades are 70 to 80% water when freshly cut. When grass is chopped finely and blown deep into the turf, much of this moisture returns to the soil. The dryer mulch acts as a barrier which reduces evaporation from the soil.

Mulching is safer than side-discharging. With the use of a discharge chute cover, mulching is safer than side-discharging, which throws debris toward people, pets, automobiles and homes.

Poor equipment gives mulching a bad name. Many mowers claim to be "mulching mowers" simply because the discharge chute is covered. This equipment

(which could also possess inadequate blades and low power to the cutting deck) can leave clumps of grass on the lawn.

Mulching isn't appropriate for all seasons. It is usually better to bag during spring clean-up. In the fall, when there are lots of leaves on the ground, bagging is better. When there is only a small amount of leaves on the ground, mulching is okay. Mulching also might not be the best option if grass is wet or long.

Conservative clients. It's difficult to convince clients that mulching is good for their lawn and can improve its looks. Once their neighbors choose mulching, however, they might do the same.

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Build your team for the big job

Learn how planning and team building provided efficient irrigation to the 8,000-home Ladera Ranch, CA, project

BY DON DALE

Landscape irrigation supervisor Phillip Heald learned one important thing from the Ladera Ranch project, a

huge California housing development that will span 12 years and put 30,000 people in 8,000 new homes: If you want to do the job right, work from a team concept from day one.

On any job, there is as much a chance the project will produce chaos as there is it will produce cohesion, but on large developments like Ladera Ranch that feature many disparate elements, the chance for chaos is much stronger.

"We tried to find where all the hidden snags were," says Heald of Rancho Mission Viejo, the company building Ladera Ranch in southern Orange County. Thus, a project that didn't begin construction until 1998 began building a consulting team in 1994.

A gigantic project

To give an idea of the Ladera Ranch project's scope, the first phase includes a school, community center, 22-acre sports park, water quality management basin and walking trails. That's in addition to the homes.

Because the project was huge, the team began by producing a master plan guideline, an operation manual and management specs.



Irrigation consultant Steve Hohl programs one of over 300 Rainmaster Evolution controllers being installed for the Ladera Ranch project.

Having those guidelines made early preparations easier. For example, because the heavy clay soil on the 8,100-acre property was going to be difficult on landscape plants, Heald began his consultations on soil materials. "We spent a lot of time early on grading logistics," Heald says. Before soil was ever moved, he had team members working on soil tests, developing plant palettes and customizing soil amendments and backfill mixes.

Heald and his team, which included an overall land and environmental planner, landscape design company, nursery, some of the four installation contractors and the landscape maintenance contractor, then determined the actual irrigation design and selection of components.

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This part of the Ladera Ranch site in Orange County shows some of the 591 miles of irrigation pipe that will eventually be used.



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Go team!

Steve Hohl, irrigation consultant and director of Water Concern Ltd., is also glad that Rancho Mission Viejo had a team-building concept for the new project. During the project, he was the irrigation director for a company called Land Concern that was designing the landscape. The first phase of Ladera Ranch was Oak Knoll, which had over 80 acres of landscaping.

"We started to break (the job) up into smaller pieces," Hohl says, noting that team members contributed ideas from their own areas of expertise.

One of the early decisions that had to be made was what type of irrigation controls to use. Hohl says the entire irrigation project hinged on how it was to be controlled.

"We determined that the whole community would be central-controlled, and that it would be operated by telephone, hard-wired," Hohl says. Radio controls were state-of-the-art, but the team decided that more reliable and cheaper land lines would be used to connect all valves.

The team also helped Hohl decide which control manufacturer to use. This was such an important decision that even employees of the eventual maintenance contractor, O'Connell Landscape Maintenance, were asked for input.

"The maintenance group usually comes in at the end, and it's a low-bid contract," Hohl says. But

he says their viewpoint is important at a project's beginning because they will be stuck with it after construction crews leave.

Tom Page, O'Connell's area manager and liaison with Rancho Mission Viejo, says that as a result of the decision to involve his company in the selection of central irrigation, the Ladera Ranch Homeowners' Association will be spared lots of money and headaches in the future.

"Our aim is to keep maintenance costs down," Page says.

Because of his company's early involvement, Page and his associates were also able to offer advice on the plant palette selection for Ladera Ranch. When shown soil test results, they determined which plants would and wouldn't be appropriate.

It was just as important to make Pacific Coast Nursery, the nursery growing for Ladera Ranch, an early team member. Advance scheduling was required to grow thousands of trees and shrubs.

"We try to stay about two years ahead of the nursery," Heald says of planning the plant material orders. His company considered soil important enough to demand control over the backfilled materials. They also wanted to research the matter thoroughly before deciding if the work should be done on a labor-only basis.

Decisions, decisions

Hohl ended up choosing the

Rainmaster Evolution system because it could program irrigation based on fixed amounts of recycled water, and divide that irrigation throughout the development for maximum efficiency.

"It turns on multiple valves on the same controller to optimize the flow of the whole site while maintaining safe hydraulic conditions on each water meter," Hohl says.

The system was also selected for its ability to conserve water. "Public perception of water management is growing," Hohl says. With that in mind, he knew sprinklers operating during a rain storm would not go over well. The system has alleviated some of his worries because it has its own weather station and makes it easy to customize irrigation settings.

Eye on the future

The first phase of Ladera Ranch, which will one day be an incorporated city, is nearly complete.

All involved with the project laud the team concept because it not only gave them more control over the development but allowed them to take charge of even minor obstacles.

One joint decision that proved valuable involved stringing 168 miles of electrical wire for the irrigation controllers. Since everyone involved had

seen projects that had break-in problems with controllers because of faulty wiring, they brought in one small irrigation contractor who made sure controller wire was properly strung and pulled through conduit.

Construction blueprints with future irrigation timing guidelines right on them eased future maintenance, too. O'Connell Landscape, which also maintains nearby Rancho Santa Margarita, likes this type of cooperative vision. It makes everyone's job easier for the lifetime of the development. And it will make life more pleasant for the people who live there, too. **LM**

— The author, based in Hollywood, CA, frequently writes for *Landscape Management*

THE LADERA PROJECT

TEAM MEMBERS

- ▶ Rancho Mission Viejo
- ▶ Land Concern
- ▶ O'Connell Landscape Maintenance
- ▶ Pacific Coast Nursery

PROJECT MATERIALS

- ▶ 591 miles of PVC pipe
- ▶ 1,600 miles of irrigation wire
- ▶ 175,000 irrigation heads

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Circle No. 118 on Reader Inquiry Card



Property at a glance

Location: Abbott Park, Abbott Park, IL**Staff:** Abbott Park Grounds

Department

Category: Industrial or Office Park**Year site built:** 1966**Acres of turf:** 155**Acres of woody ornamentals:** 16**Acres of display beds:** 21**Total paved area:** 135 acres**Total man-hours/week:** 650

Maintenance challenges

- ▶ Snow removal
- ▶ Prairie maintenance
- ▶ Patio/outdoor eating area maintenance

Project checklist

- ▶ Abbott Park Zone 30 patio installation project
- ▶ Sports field construction
- ▶ Abbott Park Zone 52 patio installation project

On the job

- ▶ 15 full-time staff, 7 seasonal employees, 15 licensed pesticide applicators

Abbott Park

A 2000 Grand Award Winner of the Professional Grounds Management Society for Industrial or Office Park

The Abbott Park Grounds Department has its work cut out for it. The staff is not only responsible for Abbott Park, the 481-acre Abbott Laboratories corporate headquarters located in northeastern Illinois, but it also cares for the 45-acre "K-Complex" and 89-acre Abbott Park East nearby.

With so much territory to cover, organization is key. That's why Abbott Park, Abbott Park East and the K-Complex are divided into eight zones. Once crew members are assigned to a zone, they "own" it. This instills a great sense of pride in the work each crew performs.

Winter can be miserable in northeastern Illinois, especially when you have to clear snow and ice from 98 acres of parking lot, 11 miles of sidewalks and eight miles of roadways that must remain open to traffic 24 hours a day, seven days a week. Crew members work three shifts to provide 24-hour coverage Sunday evening through Friday evening, then remain on call over the weekend.

The best time to see the Abbott Parks Grounds Department in action is shortly before Abbott Labs' annual shareholder

meeting in late April. Gotta impress those shareholders! The crews remove all the sod that's been damaged by road salt and replace it along all roads, sidewalks and parking lot perimeters. They also apply about 1,850 cu. yds. of shredded hardwood mulch to shrub beds and tree rings, and to highlight the pansies, forced tulips, hyacinths and daffodils that beautify the executive patio.

Nontraditional plants like pennisetum grasses, blue salvia, purple wave petunia and verbena bonariensis provide this flower bed with a unique design.



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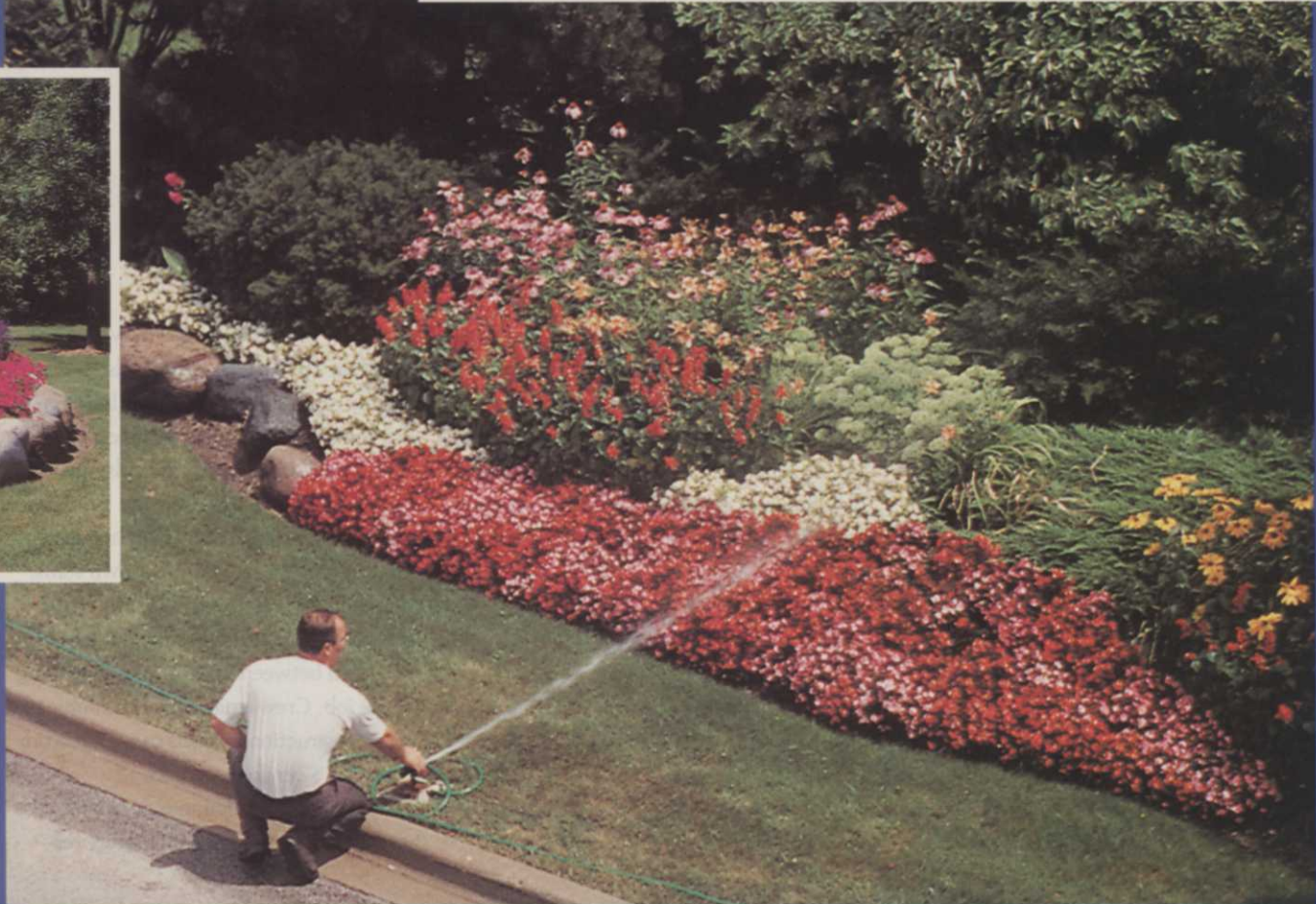
Editors' note: *Landscape Management* is the exclusive sponsor of the Green Star Professional Grounds Management Awards for outstanding management of residential, commercial and institutional landscapes. The 2001 winners will be named at the annual meeting of the Professional Grounds Management Society in November. For more information on the 2000 Awards, contact PGMS at:

720 Light St. • Baltimore, MD 21230 • Phone: 410/223-2861. Web site: www.pgms.org

An employee sets up a sprinkler at a display bed near Abbott Park's Gate 1 entrance. These beds are designed differently each year.



Each crew member works in one of eight zones on the property, and takes ownership in its care and appearance.



Got it, Use it

BY VICKY POULSEN

Three landscape contractors discuss getting the most out of construction and installation equipment

Every landscape contractor knows that if his equipment "ain't workin', it ain't makin' money." That's why they look for equipment that's versatile enough to handle many tasks and productive enough to pay for itself in a short time.

Equipment with those qualities does exist in this industry, as you can learn by reading what the manufacturers have to say and reviewing the latest products in the pages that follow. First, read about what types of construction and installation equipment work best for three contractors we interviewed.

▲ PHOTO COURTESY TORO

LARGE CONTRACTOR

Name: Frank Mariani

Title: President

Company: Mariani Landscape

Location: Lake Bluff, IL

2000 revenues: \$23 million

Business mix: 97% commercial

Employees: 320

Company profile: Founded by Vito Mariani, Sr. in 1958, the company also has a satellite office in Bollingbrook, IL, to service the western suburbs. Located in Lake Bluff is its design/build and landscape management maintenance divisions hailed as its top two "profit centers." Both departments are operated with their own staffs. Maintenance crew sizes range from two and five people and construction crews may need between four or five, depending on the job. Crews may even be combined since construction projects can range from \$2,000 to \$2 million per job.

Construction/installation equipment: "We have close to 100 trucks. For safety rea-

sons, we decided eight years ago that any truck we purchased would have a crew cab and four doors. All our trucks are equipped with an enclosed trailer and outfitted with every piece of equipment necessary for a job. All equipment is turned in twice a week for maintenance. We have five full-time mechanics on staff. Our loading crews pull up to a marked spot near our garage where our trailers are undone and add a new set of equipment. We pattern our maintenance.

program after UPS's preventive maintenance program. We run a 4900 series International four-door dump truck equipped with a 12-ft. contractor's box and a side lift gate that can lift almost 3,000 lbs. We like our Case skid steers because we do a lot of high-end residential work that requires a greater lifting capacity. We've also had one of our semi-tractors custom built with a heavy laid-up crane."

Best features: "Our dump truck

lets us load and unload plant material without damaging any of the plants. Also, the lift gates on our construction trucks save us a lot of time and labor."

Making a profit: "In our industry, it's important to follow a schedule where your crew is at the job on time. We pride ourselves in handling unapplied labor or labor that can't be billed to a job. We also have all our materials direct-shipped to the site."

Purchase method: "We have our own leasing company."

Equipment needs: "This year, we added seven maintenance crews, which means seven more vehicles, seven more trailers and all the equipment that makes up a maintenance crew. We also retire about 10% of our equipment a year to keep our stock fresh. Every 10 years, we have a new equipment base. We're buying based on need, and can identify that need far enough in advance."

Dream machine: "We would

continued on page 42

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Circle No. 119 on Reader Inquiry Card

continued from page 41

love a skid steer that was a little more compact but with the lifting capacity of a larger machine. I don't know if that's possible."

MEDIUM CONTRACTOR

Name: Billy Gray

Title: General Manager and partner

Company: The Southern Landscape Group

Location: Pinehurst, N.C.

2000 revenues: \$1.4 million

Business mix: 81% residential

Employees: 23

Company profile: Company started in April 1999. Landscape construction encompasses 68% of business, while the rest is maintenance. Crews usually consist of two people but, for construction, the crew size can vary from two to five. Each crew is headed by a supervisor.

Construction/installation equipment:

Dump trucks, dedicated spray vehicles, pickup trucks, a van dedicated for irrigation purposes, Bobcat 763 and a Toro Dingo, both with various attachments, New Holland and Mustang skid steer loaders, Ditch Witch trencher, and the King Of Spades, one of Gray's favorite tools.

Best features: "We like to use equipment that can perform many tasks. With the Dingo and Bobcat, you can switch out of various attachments. We also try to keep



all our attachments centralized on a trailer with the Dingo and the Bobcat. We'll pull the trailer to the job site and hook from one attachment to another. The same goes for the Bobcat. We like to take our loaders into small areas without disturbing the existing soil."

Making a profit: "We purchase all multi-function equipment that's easy to operate and efficient. Our employees are more productive and the morale is high because they are less tired at day's end."

Purchase method: "Always buy new."

Equipment needs: "We believe in preventive maintenance and regular cleaning of our equipment and vehicles. For bigger repairs, we take our vehicles to one centrally located outside mechanic. We have all vehicles professionally cleaned bi-weekly because our company is big on image. New purchases depend on what our needs will be for the following year."

Dream machine: "A small loader that can pick up heavier material and move a substantial amount of weight."

SMALL CONTRACTOR

Name: Richard and Ann Marie Breimann

Title(s): Co-owners

Company: Breimann's Landscaping, Inc.

Location: Allentown, NJ

2000 revenue: \$350,000

Business mix: 75% residential

Employees: 8

Company profile: Founded in 1986, the company provides a 50/50 mix of landscape and maintenance services performed, mostly, by three-man crews.



Equipment: A dump truck with an aluminum bed, Kubota tractor/front-end loader, a roto-tiller, a bed edger, several barrels and shovels.

Best features: "The tractor has helped with loading topsoil and mulch. The new bed edger lets us prep beds in 15 minutes. The roto-tiller has also helped us get through some of the heavier clay soils."

Making a profit: "It's important to order your materials ahead of time. I personally pick up our plant materials from the nursery before heading to a job, and I always make sure we're getting a good price."

Finance method: "We initially lease, then purchase later."

Equipment needs: "We usually base any purchases on the contracts we currently have. We plan to offer irrigation services, which means we'll need to invest in a trencher and other pieces of equipment. We'd also like to get a sod cutter."

Dream machine: "A Finn mulch blower. It would free me up and maybe allow me to stretch the season by subcontracting it out to other companies."

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Rough and tough

Manufacturers tell about the versatility, toughness and power contractors want in construction/installation equipment

BY VICKY POULSEN

Construction and installation equipment versatility makes it hard for contractors to say "no" when it's time to buy. With so much popularity, manufacturers are introducing new equipment that can handle more add-ons.

We went right to the source — the manufacturers and here's what they had to say:

ALLMAND BROTHERS, INC.

Rick Veenstra, Product Manager

Product: TLB loader-backhoe tractors

Design trends: "We have five loader-backhoe tractors that can perform many jobs traditionally reserved for larger machines."

Accessories & attachments: "One new feature that is not currently available is a combination loader bucket and grapple fork that can pick up and transport debris."

Special features: "We have quick-attach plates for loader arms that permit the use of pallet forks or a hydraulically driven auger. The TLBs are available with an auxiliary hydraulics circuit. The front loader joystick control has a built-in bucket float position for quicker, more precise grading and back filling. The backhoe can also be equipped with an optional hydraulic breaker."

Finance terms: Our experience tells us that many contractors lease their machinery, but others purchase them outright."

BOBCAT

Paul Anderson, Attachment Business Manager

Product: Skid steer loader

Design trends: "Users want tools that help them do jobs faster and more comfortably. That's why operator cab options such as air conditioning in our larger Bobcat skid steer loaders are so popular."

Attachments & accessories: "Landscapers want flexible tools, and the compact Bobcat 463 is ideal because of its size and versatility."

Finance terms: "Contractors generally purchase the smaller equipment."

Components and accessories for skid-steer loaders are shown on the production line at Bobcat's factory.

THE BOSS

Rick Robitaille, Marketing Manager

Product: Skid steer power-V plow

Design trends: "Contractors want attachments with greater control and versatility. The trend is to make hitch systems easy. We have also introduced a poly-power-V multi-position plow for pickup trucks. Plows made of polyethylene are becoming popular."

Attachments & accessories: "They offer the power, control and versatility contractors need to work more effectively than with traditional skid steer attachments."

Special features: "Our skid steer power-V plow adapts to any position — V-, scoop, straight or in between. It features a hydraulic side-to-side tilt option."

JOHN DEERE

Kyle Phillips, Product Specialist/Skid Steer

Product: Skid Steer 200 Series (240 & 250)

Design trends: "Contractors want machines that are powerful, versatile and compact. We've designed our products based on what our customers in the field have told us."

Accessories & attachments: "Over 100 attachments fit on these skid steers. This may allow contractors to take on more business. With today's tight labor market, they need equipment that can do many tasks quickly and efficiently."

Special features: "All our models feature our Quick-Tatch system, which uses a self-cleaning, rotating paw to stop dirt from clogging levers. Also, contractors want equip-

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Simplot



continued from page 44
 ment that's small but powerful."

Finance terms: "We probably see more attachments rented than skid steers because it's often cheaper to rent different attachments that you use only once a year."

JOHN DEERE

Terry Brown, Product Manager/Compact Tractors

Product: 4000 series compact utility tractors

Design trends: "Contractors want versatility, convenience and serviceability."

Accessories & attachments: "Adjustable sway bars make attachment and removal of implements to the three-point hitch easy."

Special features: "A well-designed product should have a dual element air cleaner with a primary air filter on the outside. We've equipped these tractors with an air cleaner restriction indicator that warns the operator when the air cleaner needs to be serviced and put all essential service checks on one side of the machine."

Finance terms: "Many contractors rent equipment locally, then make a purchasing decision."

DITCH WITCH

Richard Greenwell, Product Manager/Compact Line

Brent Bolay, Product Manager/Heavy-Duty Line

Product(s): 3700 compact trencher; 1030/1230 pedestrian trencher; 5700

trencher; HT25 light utility trencher

Design trends: "Landscapers use our machines for installing irrigation systems, fencing and electric lights. Compact, light utility vehicles are also important."

Attachments & accessories: "Our HT25 can be equipped with a cab, backhoe, backfill blade and one of three available digging attachments."

Special features: "Our customers wanted a trencher that would go through a 36-in. wide gate, so we developed the 35-1/2-in. wide HT25 with zero turn radius."

Finance terms: "Large contractors typically buy equipment while smaller ones rent."

FINN CORPORATION

Dana Ellefson, Director/maintenance product division

Product: Eagle skid steer 250 (compact)

Design trends: "Contractors want units that can get into tight places but have as much power as the larger units."

Accessories & attachments: "The most com-



mon attachments are augers and power heads. For waterscapes, you can dig 36-in. holes with our machines and use a trencher with a reversed chain to sculpt the sides."

Special features: "Our universal faceplate allows the use of all standard mini-skid steer attachments currently on the market. Another important feature is the ability to haul the compact skid steer with up to 10 attachments on a trailer."

Finance terms: "We see a mix of both leasing and purchasing."

HUSQVARNA

Ken Taylor, Business Unit Manager/Commercial Lawn & Garden

Product: Power Cutter

Design trends:

"Our sod cutter offers an exclusive 4-wheel drive design, which increases traction and requires less operator effort. Our Power Cutters have an ergonomically designed handle and "air injection" system."



Attachments & accessories: "End-users want machines that can perform multiple tasks."

Special features: "With our Power Cutters, a contractor can change the type of blade to perform different tasks or purchase a portable cart and water cart for larger tasks."

Finance terms: "Some contractors believe in leasing this type of equipment; others purchase outright or look for financing options."

KANGA

Brent Matthews, Vice President

Product: Mini-skid steer loader

Design trends: "There will be smaller versions of these machines getting into smaller areas."

Attachments & accessories: "We design and manufacture most of our attachments, so they're built to work with this machine. A hot item is our new Kanga Kid, a 30-in.-wide, 13-hp skid steer that can fit into tiny places."

Finance terms: "The average contractor will keep a machine for three to five years. When they update, they purchase a new one."

TEXTRON GOLF, TURF & SPECIALTY PRODUCTS

Peter Whurr, Vice President/Product Management

Products: Cushman, Turf-Truckster, Cushman, Commander, Ryan Jr. Sod Cutter

Design trends: "We're interested in designing equipment that reduces noise, eliminates noxious fumes and features a tighter gap between service intervals. We're also interested in operator comfort and safety."

Attachments & accessories: "The back end of our trucks can take a PTO, so any PTO-driven piece of equipment up to a certain horsepower can be used with this product."

Special features: "With our sod cutter, controls are within easy reach. With our Truckster, the carrying capacity is 2,500 lbs. for the three-wheel version and 2,850 lbs. for the four-wheel version."

Finance terms: "We see a mixture of both leasing and purchasing."

TORO

Marc Bowers, Marketing Manager/Toro

Sitework systems

Product: Dingo compact utility loaders

Design trends: "There are an ever-expanding number of attachments for compact utility loaders that increase the number of applications, and manufacturers now offer walk-behind track-driven units."

Attachments & accessories: "With over 40 attachments available, a compact utility loader can accomplish anything on a job site. Some of the more popular attachments are the trencher, auger, ad-

justable forks, leveler, multi-purpose tool and buckets."

Special features: "Toro has introduced the Dingo 420 TX, a walk-behind, dedicated track drive machine that provides more ground engaging, power reducing slippage, single-hand steering and joystick-operated loader arms."

Finance terms: "The most economical, long-term solution is to purchase a compact utility loader with three or four attachments. An advantage of leasing is that the company or person leasing the equipment is often responsible for maintenance and repairs." **LM**

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CONSTRUCTION *workers*

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Allmand Brothers, Inc.'s TLB-220 compact tractor loader backhoe can maneuver in tight areas. It's 3,100 lbs. and features a Robin EH65D air-cooled gasoline engine that generates 20.5 hp at 3,600 rpm. A Kohler 20-hp air-cooled engine is optional. The backhoe features 2,875-lbs. of digging force as well as an 8-ft., 4-in. digging depth. For more information contact Allmand Brothers, Inc. at 800/562-1373 or www.allmand.com. Circle 281

The ace of spades?

Bamboo Gardener's King Of Spades is designed for harvesting or planting trees, shrubs and bamboo. Made of 1/8-in. thick steel, the blade is ground to a self-sharpening tip. Spades come available in a traditional straight blade or diamond point. A 13-in. or 15-in. blade length is available in both designs. For more information contact Bamboo Gardener at 206/782-3490 or www.bamboogardener.com. Circle 282

No small deal

Bobcat Company's ultra compact 463 skid steer loader nicknamed the "Mini-Bob" is the smallest

model in Bobcat's loader line. It has a 700-lb. rated operating capacity. Measuring 3-ft. wide and 6-ft. tall, the 15.7-hp loader can power numerous attachments with its 10-gal.-per-minute hydraulic flow and 2,450 psi hydraulic system pressure. For more information contact a Bobcat dealer or visit www.bobcat.com. Circle 283

Power plow

The Boss skid steer Power-V plow adapts quickly and easily to any position. Designed for moving snow or dirt, it can also be used for light trenching, grading, leveling and bulldozing. For more information contact Boss at 800/286-4155 or www.bosspow.com. Circle 284

Ditch your problems

Ditch Witch's HT25 is a compact light utility trencher that, at 35 1/2 in. wide, can access confined areas. It can be equipped with a cab, backhoe, backfill blade and one of three available digging attachments: centerline, wide centerline and offset. An optional drilling attachment allows contractors to make installations under sidewalks and driveways. It's mounted on rubber tracks with hydrostatic ground drive and independent track controls. For more information call the Ditch Witch at 800/654-6481. Circle 285

Skid steer here

John Deere's 240 and 250 skid steers feature a low center of gravity, high ground clearance and long reach. The 240 features a 53-hp (gross) John Deere 3029D engine. With almost 4,200-ft.-lb. of torque, the 240 has a rated operating load of 1,500 lbs., a lift height of 9-ft., 6-in., a 29-in. reach and breakout force of 5,500 lbs. The 250 is equipped with a 64.4-hp (gross) John Deere

3029T engine with a 1,750-lb. load capacity and a bucket breakout force of 5,500 lbs. For more information write John Deere at P.O. Box 12217, Research Triangle Park, NC 27709. Circle 287

Hole everything

Husqvarna's 19-Series aerator features a free-wheeling outer tine system, minimizes turf damage around corners and in tight areas, and features variable depth to 3 in. It comes available with Briggs & Stratton or Honda engines from 3.5 to 4 hp. For more information contact Husqvarna at 704/597-5000. Circle 286



Quite a load

Kanga's mini skid steer loader is a compact, multi-purpose machine that's ideal for laying turf and drainage, trenching, tree planting, digging/leveling/transporting soil, fencing post holes, installing irrigation systems, horizontal boring and snow plowing. For more information contact Kanga at 918/252-7930 or www.kanga-loader.com. Circle 288

Fine line

Kubota's L48 compact loader/utility tractor line includes the L48TL tractor/loader and L48TLB tractor/loader/backhoe. The L48 features higher horsepower. With the loader and backhoe mounted, length is 241 in., width is 75 in. and overall height is 113 in. It has a maximum bucket lift capacity of 2,540 lbs. and 3,000 lbs. of lift capacity at the pivot pins. For more information contact Kubota Tractor Corporation at 800/458-2682, ext. 900 or www.kubota.com. Circle 289



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Compact fast

Northern Tool & Equipment Co.'s 5-hp plate compactor features a travel speed of 65 to 82 ft. per minute and is

designed for sidewalk block compacting. Powered by a Honda gas-line engine, the compactor has 3,600 maximum RPM and ramped sides. For

more information contact Northern Tool & Equipment Co. at 612/894-9510.

Circle 290

Cuttin' sod

Textron Golf, Turf & Specialty Products' Ryan Jr. sod cutter is available in 12- and 18-in. cutting widths and can cut up to 135 ft. of sod per minute at a depth of up to 2.5 in. The self-pro-



pelled machine offers two engine choices: a Honda 5.5-hp model or Briggs & Stratton 6-hp Vanguard. For more information contact Textron Golf, Turf & Specialty Products at 888/922-8873. Circle 291

Do it all

Toro's Dingo compact utility loader offers more than 35 attachments that include the DD619 trencher, auger power head and a backhoe. Flush face couplers and the quick attach plate allow attachments to be changed in under one minute. For more information contact Toro at 800/344-8676 or www.toro.com. Circle 292

Shape up

Turfco's Edge-R-Rite bed shaper cuts flower beds and tree rings, edges walkways or trenches in underground wiring for outdoor lights or dog fencing. For more information, contact Turfco at 800/679-8201 or www.turfco.com. Circle 293

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Contact vs. Systemic

Contact fungicides (a.k.a. "protectants") are an older type of fungicide. They intercept a fungus and prevent it from attacking or getting inside a grass plant. They **don't** penetrate plant tissues. Contact fungicides inhibit fungi by interfering with their growth and development in a number of ways (i.e., multiple site inhibitors). This creates a very low risk that fungal resistance will develop. For a fungus to develop resistance, it needs to change its DNA.

However, contact fungicides are toxic to many different fungi, including many non-target fungi that are beneficial to your turf. In addition, they must be applied frequently.

In contrast, *systemic* fungicides "move" once applied to the turf and redistribute inside the plant. Some fungicides are locally systemic, meaning they only move a few cells away from the point of entry.

Generally, systemic fungicides require 3 to 5 days to become fully effective. To work well, disease severity at the time of application must be low. So it is important to scout your turf and watch for the start of disease. — H.W.

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manager, you are the reason that turf diseases become severe problems. Every year you manage it, most of the Big 25 diseases will occur. However, only occasionally do any of them become severe enough for you to notice or take action.

Is it a *real* problem?

Turf diseases are only considered serious if they are conspicuous and last for a considerable period of time. Most turf professionals estimate that a disease is only noticed if it develops in 3% to 5% of the total turf, so the goal of turfgrass disease management is to limit the severity of a disease to less than that. This is a tremendous goal, because it acknowledges that disease is necessary and should not be eliminated from the ecology of the turf. In fact, we know that turf with a low level of disease severity is more protected from severe disease outbreaks. The reason this is so is biological buffering.

When your soil has many different, active microorganisms, they tend to control one another. If you eliminate one of the players in this system, everybody else must adjust.

For example, if you selectively kill fungi that control Pythium, the Pythium fungi might grow unchecked and attack your turf. Nothing in



The delicate biological balance in a turf ecosystem can easily get out of kilter, allowing diseases like pythium to attack young, vulnerable turf.

turf is this simple, but it does illustrate biological buffering.

Biological control is a well-known term that is quite different from biological buffering. Biological control is the action by one living organism to suppress the activity of another. It is a natural process and, collectively, all the one-on-one episodes of biological control add up to biological buffering.

Complex turf ecosystem

Adjusting the biological buffering of a turf is a slow process. Don't attempt to rapidly change the biology of a turf-grass ecosystem because it is strong and will resist changes because of the many organisms in it. You can change it, but if you go too fast, you imbalance the entire system, resulting in havoc. Here are two cases of how the balance gets upset:

Case one: Fumigation with methyl bromide kills microbes,

animals and plants.

All biological balance is eliminated when you treat a soil with this chemical. When you seed grass plants into such a soil, it will take months and maybe years to reestablish biological balance. In the process, diseases like Pythium blight, Rhizoctonia blight and take-all patch will rapidly attack the young turf.

Case two: You apply fungicide at a therapeutic rate to control dollar spot. Initially, the severity is reduced, but what you do not see are other changes in the microbial community taking place. It also inhibits non-target fungi, while other fungi race to fill the void created by those inhibited ones. In short, the turf ecosystem is out of balance. Note that fungicidal activity is greatly diminished for 2 to 4 weeks after application, but some effects last

continued on page 57



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Why ornamental fungicides fail

BY BAL RAO, PH.D

Generally, fungicides fail because of the conditions to which they're exposed.

Unreasonable expectations can also cause someone to call a fungicide application a failure. By following label specifications and using the process of elimination, you can identify the cause(s) of disease management failures. This will help you develop better strategies. Some of the following factors may be responsible for poor disease management on ornamentals.

■ **Not following label specifications**

■ **Not knowing the disease** or plants well — improper identification or misunderstanding resistance, plant sensitivity, disease characteristics or pathogen life cycle.

■ **Product failure** due to improper selection, activity, concentration, surface penetration, solvent action, product age/breakdown, incompatibility of products, short residual, label limitations or heavy disease pressure.

■ **Misunderstanding treatment** methods by miscalculating active ingredient, improper mixing/cleaning, failure to add agents, failure of application/water in, improper equipment or calibration, poor plant uptake, weather.

■ **Poor timing** related to pathogen's life cycle, degree days, cool and moist periods favoring disease, activity after residual is gone.

— *The author is Manager of Research and Technical Development at The Davey Tree Expert Co., Kent, OH.*

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for much longer. At the University of Illinois, we have seen the effects of fungicides last more than 12 months, following application for the control of dollar spot on bentgrass.

Fighting Mother Nature?

As turf managers, you are expected to produce a uniform and perfect turf, but all the forces of nature are going to fight you unless you harness them. So how do you approach turfgrass management using biological buffering and ecological balancing? Can fungicides be a part of such a program?

Good turfgrass management does not start with a fungicide budget. Table 1 on page 52 lists 28 factors to consider when managing turf (not just disease management). Note that fungicides are last, because I believe it should be the last factor considered for disease management. However, a good understanding of fungicides, how they work and how best to use them should improve your management results.

Realistic management strategies

How should you effectively use fungicides? Here are a few tips from a turfgrass pathologist:

■ Realize that fungi are a necessary part of your turf ecology; you do not want to eliminate them, just manage them.

■ Know that disease management is just one component of turf management, and think seriously about integrated turf management.

■ Make every effort to use as many of the first 27 management factors listed in Table 1 before going on to number 28.

■ When choosing a fungicide, think of it as a short-term solution to re-establishing the balance in your turf.

■ Stop using a fungicide for treatment as soon as possible in the treatment cycle.

■ Choose fungicides that are appropriate for the disease problem that you have.

■ Use them according to the manufacturer's recommendations.

■ Consult a plant pathologist and review your disease management program.

■ Remember, effective turf management emphasizes the benefits and minimizes the problems diseases create. **LJM**

The author is a professor at the University of Illinois. He can be reached at 217/333-8707.

Know a fungicide from a fungistat

The popular definition says *fungicides* are any chemical that can inhibit the growth or development of a fungus.

Technically, a "fungicide" is any chemical that *kills* a fungus. On the other hand, *fungistats* are chemicals that inhibit—but do not kill—the fungus.

In our industry, the term "fungicide" is used for any chemical that prevents the development of a fungal disease. But this is different than the true action of a fungicide.

There are many ways chemicals can inhibit or kill a fungus. And there are many different fungi, each of which can react differently to the fungicides.

The effectiveness of a fungicide is determined by much more than just its chemical nature. — H.W.

Great ways to spray

BY CURT HARLER / CONTRIBUTING EDITOR

BUBCO

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www.bubco.com

The Spraydome 1800, 2000 and 5000, produced by Enviromist Industries and distributed by Bubco, Lodi, CA, give 70-, 90- and 192-in. coverage respectively. Ground speed is 2.5 to 6.2 mph for all three models with 8 to 9.5 gpm flow rate for the 1800 and 2000 and 18 to 29 gph for the 5000.

Circle no. 258

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919/850-0123

www.deere.com

Both a 15-gal. and a 25-gal. model sprayer from John Deere Commercial, Research Triangle Park, NC, develop 90 psi operating pressure. Powered by an electric motor with a Santoprene diaphragm, they have an adjustable handgun with a Viton valve for spraying up to 30 ft. high.

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Circle 261

ECHO INC.

800/432-ECHO

Gas-powered sprayer from Echo, Lake Zurich, IL, allows spraying at distances up to 25 ft. with the optional jet nozzle. Unit comes standard with two-headed fan spray nozzles for fogging a 3-ft. area. Unit is powered with 21.2cc, 2-stroke engine and diaphragm purge pump carb. Delivers 145 psi and 1.9 gal. per minute.

Circle 262

JONATHAN GREEN

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www.jonathangreen.com

The Yard Tender 20 is a 2-gal., hand-held sprayer available through Farmingdale, NJ-based

continued on page 60



Buying questions

- ▶ Is the unit tough enough to take a lot of banging and bumping?
- ▶ What does it weigh?
- ▶ What kind of agitation does it offer?
- ▶ Is hose length sufficient?
- ▶ Is the opening to the fill well big enough to prevent spilling?
- ▶ On mounted units, does the hose spool out and retract easily?
- ▶ If it's a backpack unit, can you easily lift it? What does it weigh full?



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Fax: 570-602-3060
www.redexim.com

Im reports

continued from page 58

Jonathan Green's catalog. This unit can spray continuously for 10 minutes. Designed for gravity flow, it drains from the bottom of the tank.

Circle 263

GREGSON CLARK

800/706-9350

www.gregsonclark.com

V-Series skid sprayers from Gregson Clark, LeRoy, NY, leave room in pickup beds for other gear.

Available in 30- to 300-gal. sizes, they feature Honda engines, Udor pumps and Hannay reels.

Accessories include add-on modular tank systems, a boom kit and the Eco-500 injection system.

Circle 264

GROUNDTEK MFGR.

407-877-7473

groundtek@aol.com

The GT Pro Max sprayer from Groundtek, Ocoee, FL, features 10-in. wheel rims with 23-in. tires. Powered by a V-twin 16-hp Kohler engine, it is equipped with an improved computer for speed and area measurement.

Circle 265

JRCO, INC.

800/966-8442

www.jrcoinc.com

The 30-gal. zero-turn sprayer from JRco, Minneapolis, MN, is a tow-behind unit that turns a zero-turn mower into a complete applications vehicle. Unit has a 3.5-hp Briggs & Stratton Industrial



Plus engine with Udor diaphragm pump. The 3-section breakaway boom has 5-, 8- and 11-foot spray patterns with zone control valves and ultra low drift nozzles. Gun with 10-ft. hose is included.

Circle 266

continued on page 62

Convertible

A Work of Art

The Convertible is a zero turn rider for mowing open areas; and as easy as flipping a lever, you have a hydro walk behind for mowing hillsides and hard-to-reach places.

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Rich Mfg. markets the Convertible mower through a network of independent distributors and dealers. We are proud that the Convertible commercial mower is not only being purchased by the landscape contractor, municipalities, and government agencies, but by private homeowners. We, as the manufacturer, will constantly strive to make the necessary improvements that will make our product stand out from the rest!

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Circle 128

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Im reports

continued from page 60

KROMER CO. **800/373-0337**

The self-propelled spray unit from Kromer, Mound, MN, can be equipped with four sizes of spray booms: 43-in. one piece with 60-in. swath, 63-in. two-piece folding with 80-in. swath, 103-in. two-piece folding with 120-in. swath and 163-in. three-piece with 180-in. swath and 7-way valve. A 25-ft. hose and gun is available.

Circle 267

LESCO **800/321-5325**

The newest design in a 200-gal. sprayer comes from Lesco, Rocky River, OH. It fits sideways into a full-size pickup. Pump, hose and



engine are accessed from curbside of truck. Powered by Kawasaki 5.5-hp FE-series engine and Hypro 403 series 3-piston diaphragm pump. Hannay electric hose reel has 300 ft. of 1/2-in. 800 psi urethane inner core hose.

Circle 268

MANTIS/LITTLE WONDER **877/596-6337**

www.littlewonder.com
The Mantis Spray Partner from Mantis/Little Wonder, Southampton, PA, has an adjustable nozzle that changes from gentle mist to powerful jet up to 25 ft. or more. Pump provides 50 psi pressure

and maximum flow rate of 2.2 gal. per minute..

Circle 269

MASTER MANUFACTURING **712/258-0108**

The TC1060-008 (14-gal.) and TC1060-009 (25-gal.) Turf Choice spray units from Master Manufacturing, Sioux City, IA, come with non-corrosive poly tank with 5-in. screw-on lid and sit-on flotation tires. They are equipped with a Shurflo 12-volt santoprene diaphragm pump providing 1.4 gpm at up to 60 psi. Comes standard with trigger gun with nozzle that adjusts from hollow cone to straight stream, 25 ft. of hose, and 2-nozzle, 7-ft. cover boom.

Circle 270

PROFESSIONAL TREE & TURF **800/237-7785**

ptte@worldnet.att.com

A complete line of backpack spray systems, including the SP Systems line, is available from Dakota Industries' Professional Tree & Turf Equipment catalog.

Circle 271

ROGERS INNOVATIVE **888/975-8294**

www.rogersinnovative.com

With the ETT2000, a 90-in. drift containment tow sprayer, the wind can blow and the public can look on. Its electric pump connects to your tractor or riding lawn-mower's battery with a cable switch near the operator.

Circle 272

SHINDAIWA **800/521-7733**

The Model SP415 from Shindaiwa is made of high density, UV-protected polyethylene. Unit comes

with four spray nozzles. The pump handle is reversible for right-handed or left-handed operation.

Circle 273

SMITHCO **610/688-4009**

www.smithco.com

The Spray Star 1000 turf sprayer from Smithco, Wayne, PA, has a 160-gal. fiberglass tank and two-wheel mechanical drive. The 3000 has a 300-gal. cross-linked polyethylene tank and two-wheel hydrostatic drive. All units have low centers of gravity and offer three spray control options.

Circle 274

SNOWEX **800/725-8377**

The Pivot Pro 1075 tailgate spreader from the TrynEx International SnowEx division, Warren, MI, has pivot mount and maximum torque transmission. The mount requires no drill holes in the truck bed, yet allows spreader to swing away providing full tailgate or rear door access. Includes 12-volt DC motor.

Circle 275

SOLO, INC. **757/245-4228**

www.solo-germany.com

The 425 backpack sprayer from Solo, Sindelfingen, Germany, comes with padded straps and a 4-ft. sprayer hose. All parts are made of corrosion-resistant plastic. Piston-style pump delivers up to 85 psi from the 4-gal. tank.

Circle 276

SP SYSTEMS **800/457-3440**

www.spsystemsllc.com

The SP2 4-gal. backpack sprayer

from SP Systems, Santa Monica, CA, is capable of 180 psi and uses polyethylene tank treated with UV inhibitors. Spray pistol has brass shut-off pin and double O-rings made of upgraded Viton formula. A 6-in. mouth with built-in strainer makes for easy filling.

Circle 277

TORO **800/476-9673**

www.toro.com

The Toro 80T and the 50T trailer sprayers both have a 3.5-hp Briggs & Stratton engine that powers a diaphragm pump. A handgun with 25 ft. hose is standard. The 80T from Toro, Bloomington, MN, has a 14-ft. boom with eight nozzles. The smaller 50T has a 6-ft. boom with four nozzles.

Circle 278

TRI-CON INC. **800/448-2486**

If you're looking for nozzles, wands, or other related parts, check out the products available from Tri-Con, Cleveland, OH. Among the popular attachments are the S-125 adjustable nozzle water spray gun.

Circle 279

WYLIE MANUFACTURING CO.

800/722-4001

www.wyliesprayers.com

Wylie Manufacturing's new spot sprayer is compatible with diesel as a chemical carrier. Available in 15-, 25- or 55-gal. sizes, it features a 12-volt Flojet pump, brass trigger gun, adjustable nozzle and 25 ft. of fuel grade hose.

Circle 280

Grow Your Business

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

CONTRACTORS/SERVICE COMPANIES

- 02 255 Landscape Contractors (Installation & Maintenance)
- 03 260 Lawn Care Service Companies & Custom Chemical Applicators (ground & air)
- 04 285 Irrigation Contractors & Consultants
 - Other Contractors/Service Companies (please specify) _____

LANDSCAPING/GROUNDS CARE FACILITIES

- 05 290 Sports Complexes
- 06 295 Parks
- 07 305 Schools, Colleges & Universities
 - Other Grounds Care Facilities (specify) _____

SUPPLIERS AND CONSULTANTS

- 08 355 Extension Agents/Consultants for Horticulture
- 09 360 Sod Growers, Turf Seed Growers & Nurseries
- 10 365 Dealers, Distributors, Formulators & Brokers
- 11 370 Manufacturers
 - Other (please specify) _____

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

- 12 10 Executive/Administrator - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 13 20 Manager/Supervisor - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 14 30 Government Official - Government Commissioner, Agent, Other Government Official
- 15 40 Specialist - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 16 50 Other Titled and Non-Titled Personnel (please specify) _____

3. SERVICES PERFORMED (fill in ALL that apply)

- | | | |
|---|--|---|
| 17 <input type="checkbox"/> A Mowing | 22 <input type="checkbox"/> F Turf Fertilization | 27 <input type="checkbox"/> K Paving, Deck & Patio Installation |
| 18 <input type="checkbox"/> B Turf Insect Control | 23 <input type="checkbox"/> G Turf Disease Control | 28 <input type="checkbox"/> L Pond/Lake Care |
| 19 <input type="checkbox"/> C Tree Care | 24 <input type="checkbox"/> H Ornamental Care | 29 <input type="checkbox"/> M Landscape Installation |
| 20 <input type="checkbox"/> D Turf Aeration | 25 <input type="checkbox"/> I Landscape Design | 30 <input type="checkbox"/> N Snow Removal |
| 21 <input type="checkbox"/> E Irrigation Services | 26 <input type="checkbox"/> J Turf Weed Control | 31 <input type="checkbox"/> O Other (please specify) _____ |

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

58 Yes 59 No

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

- | | | |
|---|---|---|
| 32 <input type="checkbox"/> 1 Aerators | 39 <input type="checkbox"/> 8 Herbicides | 46 <input type="checkbox"/> 15 Sweepers |
| 33 <input type="checkbox"/> 2 Blowers | 40 <input type="checkbox"/> 9 Insecticides | 47 <input type="checkbox"/> 16 Tractors |
| 34 <input type="checkbox"/> 3 Chain Saws | 41 <input type="checkbox"/> 10 Line Trimmers | 48 <input type="checkbox"/> 17 Truck Trailers/Attachments |
| 35 <input type="checkbox"/> 4 Chipper-Shredders | 42 <input type="checkbox"/> 11 Mowers | 49 <input type="checkbox"/> 18 Trucks |
| 36 <input type="checkbox"/> 5 De-icers | 43 <input type="checkbox"/> 12 Snow Removal Equipment | 50 <input type="checkbox"/> 19 Turfseed |
| 37 <input type="checkbox"/> 6 Fertilizers | 44 <input type="checkbox"/> 13 Sprayers | 51 <input type="checkbox"/> 20 Utility Vehicles |
| 38 <input type="checkbox"/> 7 Fungicides | 45 <input type="checkbox"/> 14 Spreaders | |

5. Do you have internet access? 52 A Yes 53 B No

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

54 A Daily 55 B Weekly 56 C Monthly 57 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
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

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May 2001

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 Signature: _____ Date: _____

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

CONTRACTORS/SERVICE COMPANIES

- 02 255 Landscape Contractors (Installation & Maintenance)
- 03 260 Lawn Care Service Companies & Custom Chemical Applicators (ground & air)
- 04 285 Irrigation Contractors & Consultants
- Other Contractors/Service Companies (please specify) _____

LANDSCAPING/GROUNDS CARE FACILITIES

- 05 290 Sports Complexes
- 06 295 Parks
- 07 305 Schools, Colleges & Universities
- Other Grounds Care Facilities (specify) _____

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- 11 370 Manufacturers
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- 13 20 **Manager/Supervisor** - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 14 30 **Government Official** - Government Commissioner, Agent, Other Government Official
- 15 40 **Specialist** - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 16 50 **Other Titled and Non-Titled Personnel** (please specify) _____

3. SERVICES PERFORMED (fill in ALL that apply)

- 17 A Mowing
- 18 B Turf Insect Control
- 19 C Tree Care
- 20 D Turf Aeration
- 21 E Irrigation Services
- 22 F Turf Fertilization
- 23 G Turf Disease Control
- 24 H Ornamental Care
- 25 I Landscape Design
- 26 J Turf Weed Control
- 27 K Paving, Deck & Patio Installation
- 28 L Pond/Lake Care
- 29 M Landscape Installation
- 30 N Snow Removal
- 31 O Other (please specify) _____

4a. Do you specify, purchase or influence the selection of landscape products?
58 Yes 59 No

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

- 32 1 Aerators
- 33 2 Blowers
- 34 3 Chain Saws
- 35 4 Chipper-Shredders
- 36 5 De-icers
- 37 6 Fertilizers
- 38 7 Fungicides
- 39 8 Herbicides
- 40 9 Insecticides
- 41 10 Line Trimmers
- 42 11 Mowers
- 43 12 Snow Removal Equipment
- 44 13 Sprayers
- 45 14 Spreaders
- 46 15 Sweepers
- 47 16 Tractors
- 48 17 Truck Trailers/Attachments
- 49 18 Trucks
- 50 19 Turfseed
- 51 20 Utility Vehicles

5. Do you have Internet access? 52 A Yes 53 B No

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

- 54 A Daily
- 55 B Weekly
- 56 C Monthly
- 57 D Occasionally

101	113	125	137	149	161	173	185	197	209	221	233	245	257	269	281	293	305
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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

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ask the expert

BY BALAKRISHNA RAO

Salty situation

I manage turf in the central San Joaquin Valley of California with high levels of salts, chlorides and sodium in the soil. Common bermuda and tall fescue are dominant grasses (in different areas). What are the best seed choices for overseeding or for the seeding of new lawns, in soils of this type?

— CA

According to the adaptation map, both the tall fescue and bermudagrass will grow in your area. However, the National Turfgrass Evaluation Program (NTEP) report indicates that bermudagrass tolerates salt very well, while tall fescue tolerates salt only moderately well. As far as alkaline tolerant turfgrass, only bermudagrass was mentioned. For the most current information on tolerant species, check out the NTEP's Web site at www.ntep.org.

Pine needle scale and sawfly

Mugo pine and other pines on our clients' properties are affected by pine needle scale and pine sawfly every year. How well does Merit insecticide control these diseases?

— PA

One way to manage pine needle scales and pine sawflies is to use the multiple target principle, which allows you to gain control of more than one pest with an insecticide application. Before you do this, check if the product is active on other target pests and the timing coincides.

Pine sawfly is on Merit's label, so it should manage the problem well. The reason Merit can manage sawflies is that it's

root absorbed and moves to new candles. If the soil is dry when you apply the product, irrigate to improve its movement within the plant. This increases its effectiveness.

Treat for pine sawflies in the fall for best results. Merit will manage the larvae when they hatch and feed on the new growth the following spring.

If you miss the fall treatment, treat early in the spring, early March, if possible. Sawfly eggs hatch during late April or early May. Be aware, however, that if the soil is saturated from melting snow or rain, the product uptake may be affected. Another problem is the short duration between treatment time and egg hatch. Also, if the pine trees are large, the product may not be distributed fast enough throughout the tree to protect the needles.

Don't expect a good result from managing pine needle scale with Merit, particularly if the scale infestation is heavy. Pine needle scale is a sucking pest with a hard or armored scale cover. You may get some suppression from the treatment, but reports indicate you can't depend on the treatment for scale management. After treating in fall, monitor the population the following spring. If scales are present and still alive, provide management as needed.

Insecticide failure

I applied insecticide to a client's property, but it didn't solve the problem. What could have gone wrong?

— VT

Several factors may be responsible for poor insect and mite control on ornamental trees and shrubs.

Here are several beyond those I detailed

in last month's *Landscape Management* article, "Why Insecticides Fail," found on page 58.

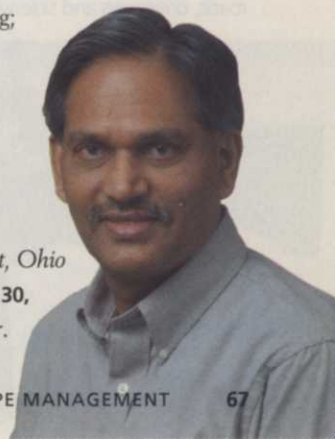
Failures related to lack of product knowledge include: improper selection of product or formulation; slow activity on target pests; too-high customer expectations; low concentration of mix; failure to penetrate surfaces; phytotoxicity; product is too old or photodegraded; solvent in the mix; volatilization; spoiled or separated product; high pH of water; chemical incompatibility of products or product has the wrong type of activity; and several others. Short or no residual effect or heavy pest infestation may also come into play.

Failures related to misunderstanding the treatment methods include miscalculating the active ingredient; improper mixing/agitating; improper tank cleaning; lack of surfactant or buffering agents if needed; failure to incorporate into soil; too much organic matter inhibiting application from reaching pest; failure to water-in or use water correctly in mix; failure to apply at proper times; improper equipment or calibration; poor uptake into trees for trunk injections; failure to penetrate insect's protection; rain wash-off; failure to reach the target because of barriers; wind drift; soil conditions; and others.

Failures related to timing involve pest growth stages; incorrect temperature; hatching sequence; emergence after residual is gone; activity only when pest is young; and other factors.

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

SEND YOUR QUESTIONS TO: "Ask the Expert" Landscape Management, 7500 Old Oak Blvd., Cleveland, OH 44130, or email: sgibson@advanstar.com. Please allow two to three months for an answer to appear.



products

TECH CENTER



What a joy

Kawasaki's new KRB400B backpack blower features a joy stick throttle with a trigger throttle, fully adjustable throttle lock and engine shutoff switch. Both the KRB400A and KRB400B models feature a 3.2-hp Kawasaki engine with maximum air volume of 418 cfm and maximum air velocity of 198 mph. Each blower weighs just over 18 lbs. and, Kawasaki says, is several decibels quieter than last year and has one of the lowest noise levels in its class.

For more information contact Kawasaki at www.kawasaki.com / circle no. 250

Expanded label

The Chipco Professional Products group of Aventis E.S. says that its 26GT fungicide can now be used on ornamentals. With its active ingredient iprodione, 26GT controls a broad spectrum of foliar and borne diseases including rhizoctonia and botrytis. Diseases such as pythium and phytophthora can be controlled when 26GT is combined with Aliette fungicide.

For more information contact Aventis E.S. at 800/438-5837 or www.aventischipco.com / circle no. 251

Groovy removal

FFC Inc.'s Snow Push attachment for skid-steers, tractor loader backhoes and wheel loaders is perfect for removing snow, handling wastewater or cleaning up after a flood. The optional pull-back kit allows the operator to pull back from walls, fences and garage doors by rolling the blade over the material and moving the machine backward. Available in four widths (6.5 ft. to 10.5 ft.), contractors can cover parking lots, roads, driveways and sidewalks.



For more information contact FFC at P.O. Box 122, Lee, IL 60530 / circle no. 252

Watch the weather

Spectrum Technologies' new family of three WatchDog weather stations lets you monitor, document and analyze site-specific growing conditions. The 900ET weather station monitors evapotranspiration and aids in irrigation scheduling by collecting data on wind speed and direction, wind chill, dew point and more. Up to three optional plug-in sensors gather even more weather information. All three stations feature an LCD display, ready-mount design and internal 8-month battery power source.

For more information contact Spectrum Technologies at 800/248-8873 or www.specmeters.com / circle no. 253

Soak that soil

Cascade Plus is a residual soil-wetting agent that uses the basic technology of the original Cascade molecule to provide more consistent, longer lasting water infiltration and performance on localized dry spot. It also offers an improved environmental profile and empirical trendline.

For more information call 800/323-6280 / circle no. 254

More water distribution

Signature Control Systems' Thompson 286/287 commercial rotor is a plastic rotor that provides more water distribution at a higher pop up than the 186/187 model to clear taller turf-

grasses. It offers five uniform-coverage nozzles for a variety of flow rates. The radius can be adjusted up to 25% for optimum coverage.

For more information contact Signature at 949/580-3640 or www.signaturecontrolsystems.com / circle no. 255

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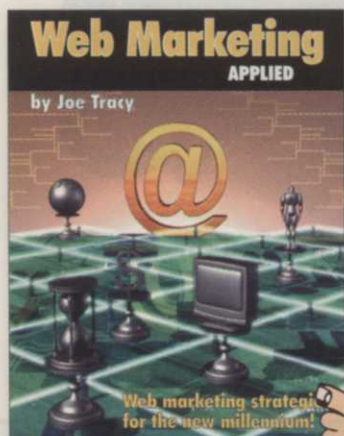
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THIS AND THAT

A rare event

Events that don't happen often are special. Why else would millions of people flock to the nearest telescope when Halley's Comet passes by?

Floriade, the world horticultural exhibition in the Netherlands, may not exactly be an astrological phenomenon, but it's just as anticipated, at least by Green Industry professionals, as it only occurs every 10 years. Next year's event has been set for April 6 through October 20 in the district of Haarlemmermeer, and is expected to attract three million people from around the world.

Nurseries across the United States have joined together to create the AmeriGarden, an integrated display of plants, flowers, aquatics and ornamental fish showcasing the industry's newest and best products.

For information on Floriade 2002, log on to www.floriade.nl or www.susta.org. For an AmeriGarden participation packet contact Kristin McGrath at 808/961-6660 or e-mail info@amerigarden2002.com.



This is the American delegation that visited the Floriade 2002 site in the Netherlands, a 150-acre park seen here in the background. Delegation members are (left to right) Wendalin Kolkman, Jason Puckett (Tennessee Department of Agriculture), Heather Roper (Southern United States Trade Association), Jane Storrs (Maryland Department of Agriculture), Sandy McDougle, Jan van Doesburg, David Cottrell, Dave Sheline, Tom Femrite (Femrite Nursery Company), Karin Zomer and Mark Smith (USDA, FAS).

Boots on fire

Poor John Morano. When two employees didn't clock in one October morning two years ago, he knew he was in trouble. But, instead of packing it in, the owner of Morano Landscaping and Environmental Services in Sellersville, PA, hiked up his pants and got to work.

Morano never realized how much he could pack into his Dodge 1500 short bed: walk-behind leaf blowers, back-

pack and hand blowers, fuel cans, rakes, tarps and more. His 8x6 trailer was loaded with a 48-in. walk-behind, aerator, spreader, chemicals and seed. From 7:30 a.m. until late afternoon, Morano managed to tackle eight properties ranging in size from 1/4 acre to 2 acres, and picked up two leads for the following season.

"I think my boots were on fire after that workout!" he says. "But, a couple of thousand dollars later, I didn't mind the aches in my arms and back."

Morano's now got a new *Landscape Management* shirt, in case he wore out the shirt he was wearing.

Another golf shirt's up for grabs for anyone who can tell us (in 200 words or less) a story about the toughest job they ever had. We'll pick the best story, and you might even see it in print if you win. Entries are due by June 15, 2001. Send your submissions via e-mail to jstahl@advanstar.com or snail mail to: Landscape Management, 7500 Old Oak Blvd., Cleveland, OH 44130.

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