

**Opting for used
equipment?**

URBAN TREE CARE

**10 ways to use
subcontractors**

SOLUTIONS FOR A GROWING INDUSTRY

Landscap**e**

MANAGEMENT

OCTOBER 2001 / www.landscapemanagement.net

**God bless
America**

Keep her strong

IMPEDE THE SEED.



The Olson Research Group, July 2000. Pendulum is a registered trademark of BASF. © 2001 BASF Corporation. All rights reserved.

WEEDS NEVER SEE THE LIGHT OF DAY.

**BASF
PROFESSIONAL
TURF**



Lurking just beneath the surface are thousands of tiny weed seeds, threatening to ravage lawns and established ornamentals. Fortunately, Pendulum® preemergent herbicide stops more than 40 broadleaf and grassy weeds dead.

Pendulum is a proven performer, offering well over a decade of unsurpassed, season-long control and unmatched value to maximize your profit margins.

It's a combination that's earned Pendulum a higher satisfaction rating from LCOs than any other preemergent.*

To learn more about how Pendulum can make sure weeds never see the light of day, call 1-800-545-9525, ext. T3257 or visit www.turffacts.com.



Always read and follow label directions.

Landscape MANAGEMENT

OCTOBER 2001 / #10 / VOLUME 40

features

cover story

22. Win big with used gear

Whether you're buying or selling, you can still profit from used equipment

By CALLISTA TOMALLO & YOGITA SHARMA

28. 10 steps to success with subcontractors

Profitable, painless relationships with outside providers are possible

By MIKE PERRAULT

tools of the trade

36. More flexibility

Grounds professionals use utility vehicles to the max

By VICKY POULSEN

40. Muscle up

How stronger, more efficient vehicles ease your work

41. Specialty vehicles guide

grounds management center

34. Award-winning landscape management

St. Luke's Regional Medical Center, Boise, ID

www.landscapemanagement.net

SEE PAGE 19 FOR WHAT'S NEW ON-LINE

COVER IMAGE: PHOTODISC™ / V.25 GOVERNMENT & SOCIAL ISSUES



22

28



PHOTO COURTESY BOBCAT

36



Editorial staff

Associate Publisher / Executive Editor	SUSAN GIBSON PORTER / 440/891-2729 / sporter@advanstar.com
Senior Editor	RON HALL / 440/891-2636 / rhall@advanstar.com
Managing Editor	JASON STAHL / 440/891-2623 / jstahl@advanstar.com
On-Line Content Editor	LYNNE BRAKEMAN / 440/891-2869 / lbrakeman@advanstar.com
Senior Science Editor	KARL DANNEBERGER, PH.D. / danneberger1@osu.edu
Group Editor	VERNON HENRY / 440/826-2829
Art Director	LISA LEHMAN / 440/891-2785
Sr. Graphic Designer	JEFFREY LANDIS / 440/891-2702 / jjlandis@advanstar.com

Reader advisory panel

DEBBY COLE	Greater Texas Landscapes / Austin, TX
JOHN GACHINA	Gachina Landscape Management / Menlo Park, CA
JERRY GAETA	The Good Earth Inc. / Mt. Pleasant, SC
JUDSON GRIGGS	Smallwood Design Group / Smallwood Landscape / Naples, FL
BILL HOOPEES	Scotts Lawn Service / Marysville, OH
DWIGHT HUGHES	Dwight Hughes Nursery / Cedar Rapids, IA
LARRY IORII	Down to Earth Landscaping / Wilmington, DE
SAMPURAN KHALSA	Nanak's Landscaping Inc. / Longwood, FL
RICK KIER	Pro Scapes / Jamesville, NY
LOU KOBUS, JR.	Village Turf Inc. / Mount Vernon, VA
JACK ROBERTSON	Jack Robertson Lawn Care / Springfield, IL
DAVID SNODGRASS	Dennis' 7 Dees Landscaping, Inc. / Portland, OR
GEORGE VAN HAASTEREN	Dwight-Englewood School / Englewood, NJ

Business staff

Group Publisher	JOHN D. PAYNE / 440/891-2786 / jpayne@advanstar.com
Admin. Coordinator	NICOLE CAPRARA / 440/891-2734 / ncaprara@advanstar.com
Production Manager	JILL HOOD / 218/723-9129 / jhood@advanstar.com
Production Director	ROSY BRADLEY / 218/723-9720 / rbradley@advanstar.com
Circulation Manager	DARRYL ARQUITTE / 218/723-9422 / darquitte@advanstar.com
Green Book Coordinator	MARY MOBLEY / 218/723-9127 / mmobley@advanstar.com
Vice President	TOM CONLON / 440/891-2619 / tconlon@advanstar.com

Advertising staff

Eastern Manager	JOSEPH SOSNOWSKI / 610/687-2356 Fax: 610/687-1419 150 Strafford Ave., Ste. 210 Wayne, PA 19087 jsosnowski@advanstar.com
Cleveland Headquarters	7500 Old Oak Blvd., Cleveland, OH 44130-3369
Western Manager	PATRICK ROBERTS / 440/891-2609 Fax: 440/891-2675 proberts@advanstar.com
Midwest Manager	KEVIN STOLTMAN / 440/891-2772 Fax: 440/891-2675 kstoltman@advanstar.com
Account Executive	MICHAEL HARRIS / 440/891-3118 Fax: 440/826-2865 mharris@advanstar.com
Display / Directory Sales	LESLIE ZOLA / 440/891-2670; 800/225-4569 x670 tzola@advanstar.com
Classified Showcase / Account Executive	

Marketing services

MARCIE NAGY	Reprints (500 minimum) / 440/891-2744
TAMARA PHILLIPS	Circulation List Rental / 800/225-4569, ext. 773
ADVANSTAR MARKETING	Microfiche/film Copies 800/598-6008 Subscriber/Customer Service 218/723-9477 / 888/527-7008
TAMMY LILLO	International Licensing 218/723-9253 Fax: 218/723-9779 tillo@advanstar.com For current single copy, back issues, or film/fiche/ CD-Rom, call 800/598-6008; 218/723-9180



ROBERT L. KRAKOFF	Chairman and Chief Executive Officer
JAMES M. ALIC	Vice Chairman & CTO
JOSEPH LOGGIA	President & COO
DAVID W. MONTGOMERY	VP/Finance, CFO & Secretary
ALEXANDER S. DEBARR	Executive Vice Presidents
JEAN-MARC LEVY	
DANIEL M. PHILLIPS	
ERIC I. LISMAN	Vice President & General Counsel
ADELE D. HARTWICK	Vice President-Controller & Treasurer

departments

columns, news & more

5. On the Record

Act now to keep America strong
BY SUSAN GIBSON PORTER

9. Green Side Up

The show must go on
BY JASON STAHL

12. My Way

Prepare to be successful
BY STEVEN GLOVER

14. Events

Who, what and when

15. Industry Almanac

New economic order, ag research center damaged

tech center

43. Green Space

Meet irrigation consultant Brian Vinchesi
BY JASON STAHL

44. Be an urban tree troubleshooter

Solve common tree/landscape problems
BY LEONARD PHILLIPS

48. LM Reports: Pond care

Creating a friendlier pond
BY CURT HARLER / CONTRIBUTING EDITOR



50. Ask the Expert

Microinjection, goosegrass problem, grub attack
BY BAL RAO, PH.D.

53. Products

ending notes

60. Cleanup Crew

I'm your heavyweight champ.

There's no contest. 'Cause I have no competition. Best-in-class power. And towing capability to match.



Count on us.

Call GMC at 1-800-GMC-8782.
Or visit www.gmc.com.

The new Sierra® 2500HD. Smart money.

Start running new GMC® Sierra heavy-duty pickups. And the last thing you'll ever run into is risky business.

You see, we offer the most powerful trucks in the ¾-ton and 1-ton working world. That's power defined as the very best, in GVWRs* of 8,600 lbs. through 12,000 lbs.

It's power that translates into a GCWR† of up to 22,000 lbs. That is to say, the absolute best trailer rating. Its new optional Vortec™ 8100 delivers more power and torque than our competitors' V10 gas engines. Basically, Sierra is hyperpowered to keep your business hypercharged.

For true power mongers, there's the optional DURAMAX™ 6600 diesel. The most powerful diesel engine ever put in a pickup,** teamed with an available Allison™ transmission to create the most capable, work-eating heavy-duty pickup ever.

Invest in a sure thing. The new Sierra 2500HD.

Circle No. 104 on Reader Inquiry Card



GMC®

*Trucks with GVWR from 8,600 lbs. to 12,000 lbs. Excludes other GM vehicles. †When properly equipped; includes weight of vehicle, passengers, cargo and equipment. **Based on available horsepower. Vehicles shown with equipment from an independent supplier. See the Owner's Manual for information on alterations and warranties. ©2001 GM Corp. All rights reserved.

Switch from Dursban to Talstar[®] and get Longer Residual and Better Performance. Guaranteed.

"Hey, who turned off the lights?"



Talstar insecticides can be used just about anywhere you use Dursban.*

Talstar[®] insecticides are the replacement for Dursban. But unlike Dursban, they are guaranteed** to provide long-lasting performance against a broad spectrum of insects, or your money back. And you can use Talstar[®] insecticides on lawns and landscape ornamentals, for perimeters and just about anywhere else you'd use Dursban.

Talstar[®] insecticides are formulated with the active ingredient, bifenthrin, a low-dose pyrethroid, which contains no alpha-cyano group. That means they are also less likely to cause the skin irritation experienced with other pyrethroids, and won't cause throat irritation. Plus, they're easy to handle and at label rates, are odor-free.

For more information, contact your FMC authorized distributor, call 1-800-321-1FMC, or visit us at www.fmc-apgspec.com.



**See Guarantee Program Guidelines for details.
This guarantee does not apply to termiticide products.

FMC

©2001 FMC Corporation. The FMC[®] logo and Talstar[®] are registered trademarks of FMC Corporation.
*Dursban is a trademark of Dow AgroSciences.

Circle No. 105 on Reader Inquiry Card

BY SUE GIBSON PORTER / EXECUTIVE EDITOR

Act now to keep America strong

Even before the terrorists struck on September 11th, America's economy was taking a troubling turn. Add to that new fears of a disturbed, grieving nation and you have a recipe that can potentially weaken our economy even more. Those fears are your enemy because they threaten your operations now and in 2002, and they also threaten the strength of our nation's business.

Take action now

What can you do? First, take time *immediately* to assess your situation. Look at your current and future finances, customer situations, supply line, employees and operations. Where is your business going through the end of 2001 and what are your customers saying about next year?

It's so easy to imagine those customers still ordering services without a second thought, but Americans are now a more thoughtful people and each expenditure will get questioned in these precarious times. Don't be surprised to see maintenance budget reductions, project postponements or service schedule adjustments. Don't be shocked if office buildings have more vacancies, homeowners opt for basic over high-end packages or grounds renovation plans get simplified.

Instead, be prepared. The greatest danger to this industry and to individual organizations is letting fear immobilize you. Remember the Chinese proverb that says, "Customers are treasure, goods are but straw." Now is the time to be proactive, contact every customer and find out what you need to do to cement that relationship and get 2002 business commitments.

You may need to adjust pricing, offer new packages or even add non-landscape services to keep their business. You may need to slash expenses, drop unprofitable ser-

vices or increase investments in equipment or customer service training.

The key is to make your organization as strong as possible going into this new economic climate, strengthening those precious customer relationships and contributing as much as possible to keeping this great economy rolling. You can't be complacent any more.

We're responding, too

What are we doing at *Landscape Management*? We also believe our nation's strength is her freedoms and her economy and we're dedicating ourselves to helping you make your organizations stronger. Watch each issue and our Web site (www.landscapemanagement.net) for new ideas on how to operate smarter, build customer loyalty, trim costs and develop dependable employees. You can start this month on page 15 and in more detail on our Web site.

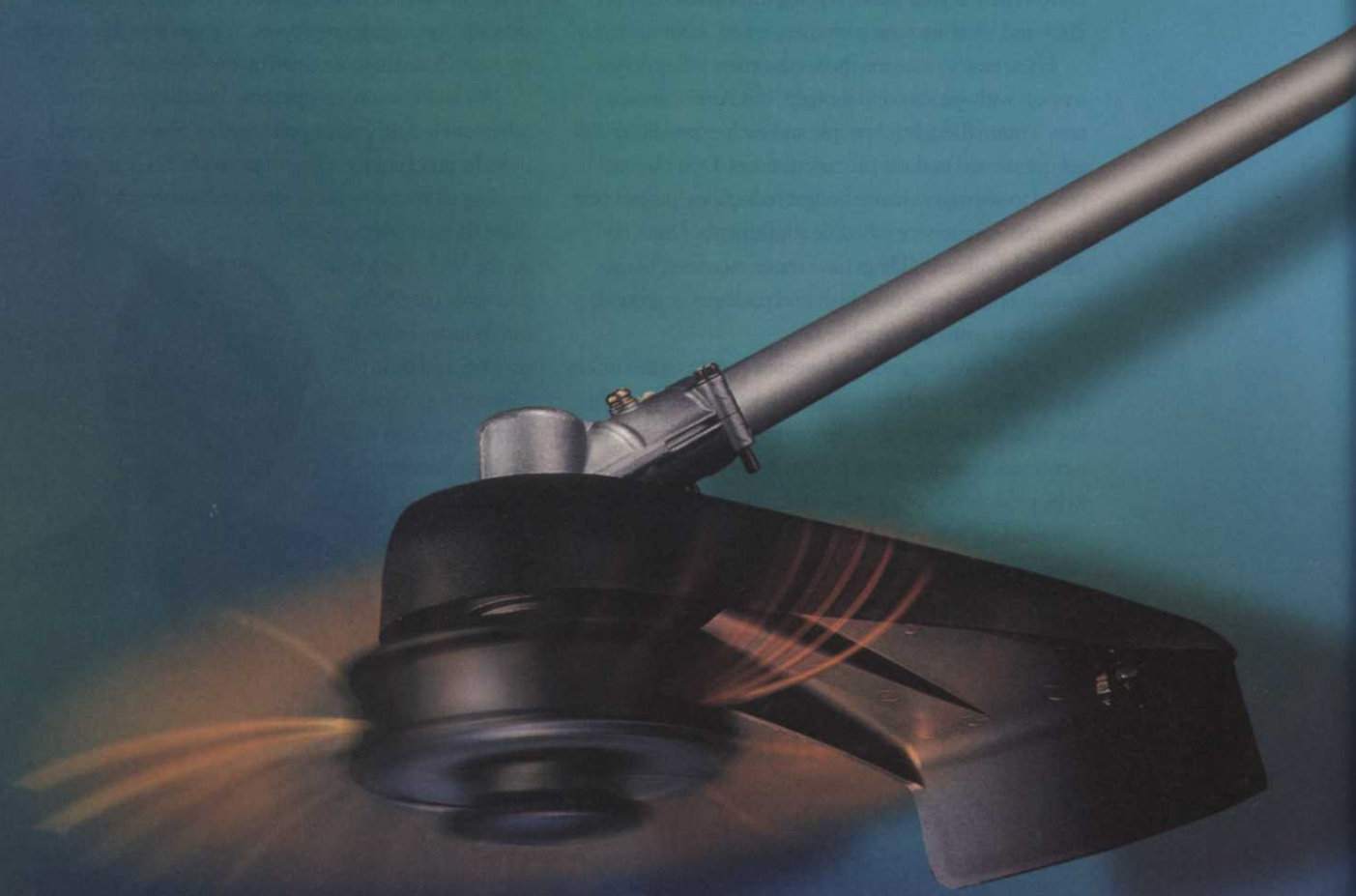
We know you're competitive, but this is one time when our industry must pull together, share ideas and proudly proclaim the value of its work. You can help by sending us your questions, ideas and comments. We'll share them in our pages and on the Web. Each idea you share may help our industry become stronger and by implication, our wonderful American way of doing business.

Contact Sue at
440/891-2729
or e-mail at
sgibson@advanstar.com



The **greatest danger** to this industry and to individual organizations is **letting fear immobilize you.**

JUST BUILT BETTER™





#1...and still running.

When it comes to trimmers, Echo sets the standard for quality, durability and power. With a state-of-the-art design and powerful features like a vibration reduction system, ergonomic controls and a world-class two-stroke engine, Echo trimmers deliver outstanding performance – every hard-working day. Echo trimmers. We made them the best. You made them #1.

The longest running, hardest working, most powerful outdoor power equipment in the landscaping business!

For more information, call 1-800-432-ECHO (3246)
or visit us at www.echo-usa.com.

ECHO
The Pro Performance Team™

Circle No. 106 on Reader Inquiry Card



The thing practically crawls up walls.

This may very well be the most versatile tractor line on the globe. To be versatile, you've got to do two things first: be agile and be user-friendly. Lots of old guard tractors are so big and clunky that they're hard to maneuver. Yes, they're durable, but difficult. Options can cost you.

Carraro tractors offer a unique array of ergonomic and operational functions built in, and are engineered for simplicity, comfort and increased return on investment.

A patented system called "Actio" in all Carraro tractors lets the chassis articulate to all terrain types and each wheel independently grips

the ground for superior balance and stability. The center of gravity is so low that it virtually hugs the turf. Each wheel being the same size means you get equal ground pressure on all 4 wheels, all the time.

Other neat features include a completely reversible seat and control system that changes direction in seconds, loads of attachments that mount front, back and even on top, as well as powerful, yet fuel minimizing, engines that help keep operations costs down.

Recently, Carraro was honored in the "Best of Specialized" category in the international Tractor of the Year competition. So you know quality and engineering are high priorities at Carraro as well as value pricing.

Call us for our free video and more details.



TTR



ERGIT



SUPERTRAC

Circle No. 107 on Reader Inquiry Card



Verti-Drain



Overseeder



Carraro



Rapidcore



Easy Spread



Turf Tidy



Breaking barriers to better turf.

Redexim Charterhouse Inc.
950 Sathers Drive
Pittston Township, PA 18640
1-800-597-5664
Tel: 570-602-3058
Fax: 570-602-3060
www.redexim.com

The show must go on

Where were you when America was attacked on September 11, 2001? Most of you were probably well into starting your busy day, taking care of your commercial and residential accounts. Chances are that once you found out about the planes crashing into the World Trade Center and the Pentagon, you went on to do more important things, like calling loved ones to make sure they were unharmed. Some of you may have even gone home to hug your children. I know I did.

You'll never forget where you were when the news hit, though.

"I was at a meeting when it happened," says Bruce Allentuck, president of Allentuck Landscaping, Gaithersburg, MD. "Our production staff kept working, but half our office staff went home. The next day we received no calls whatsoever, and we didn't call anyone."

"We had crews down to the general area around the Pentagon, so we of course pulled them right back out of there," he adds.

There were some who were even closer to the disaster, literally a couple miles away. Matt Smoot, project director for the The Brickman Group, Alexandria, MD, was on the 13th floor of his office building watching the disaster in New York unfold on television with fellow employees.

"My boss heard a plane and said, 'Oh, that sounds awful loud,'" Smoot says. "I ran to the other side of the building, thinking nothing was going to happen, and that's when I saw the plane. It was barreling toward the ground, and then I saw a fireball."

Smoot then says that a couple of F-16 fighter jets flew over their building, making a "huge noise." Every-

one started making phone calls to find out what happened, some to crews who were out working. The property yard, Smoot said, is only one-quarter of a mile from the Pentagon.

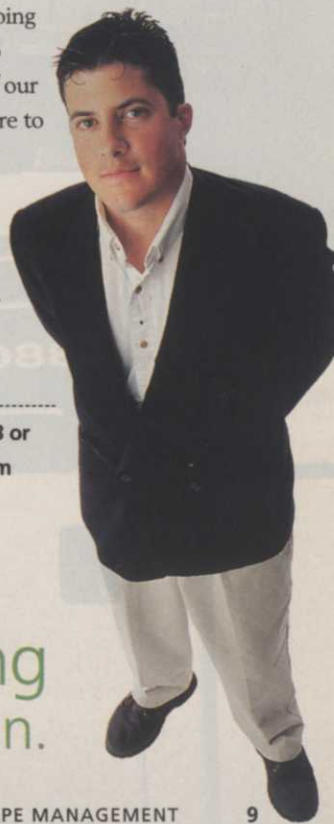
"They had all those streets closed," Smoot says. "We told our crews to stay and wait to see what happened. It turns out we had to leave everything, including equipment and trucks, right where it was."

What happened the next day was probably what happened in landscape, lawn and grounds crews across the country. The crews simply picked up their equipment and proceeded as normal to finish their jobs. It's not surprising, given that people in the Green Industry are some of the hardest working around. It would have been nice to take a week off like the NFL players did, stating "our hearts just wouldn't be in the game," but let's face it, the show must go on, and that means taking care of our customers as well as we can.

As Smoot says of his employees, "Everyone seemed to be intrinsically motivated, and nobody appeared to be nervous or scared about going to work. Everyone seemed to gain a greater appreciation of our country, and how lucky we are to work every day."

A commercial customer recently called Smoot to request changing his flower colors to red, white and blue. If that doesn't make you feel proud to work, nothing will.

Contact Jason at 440/891-2623 or e-mail at jstahl@advanstar.com

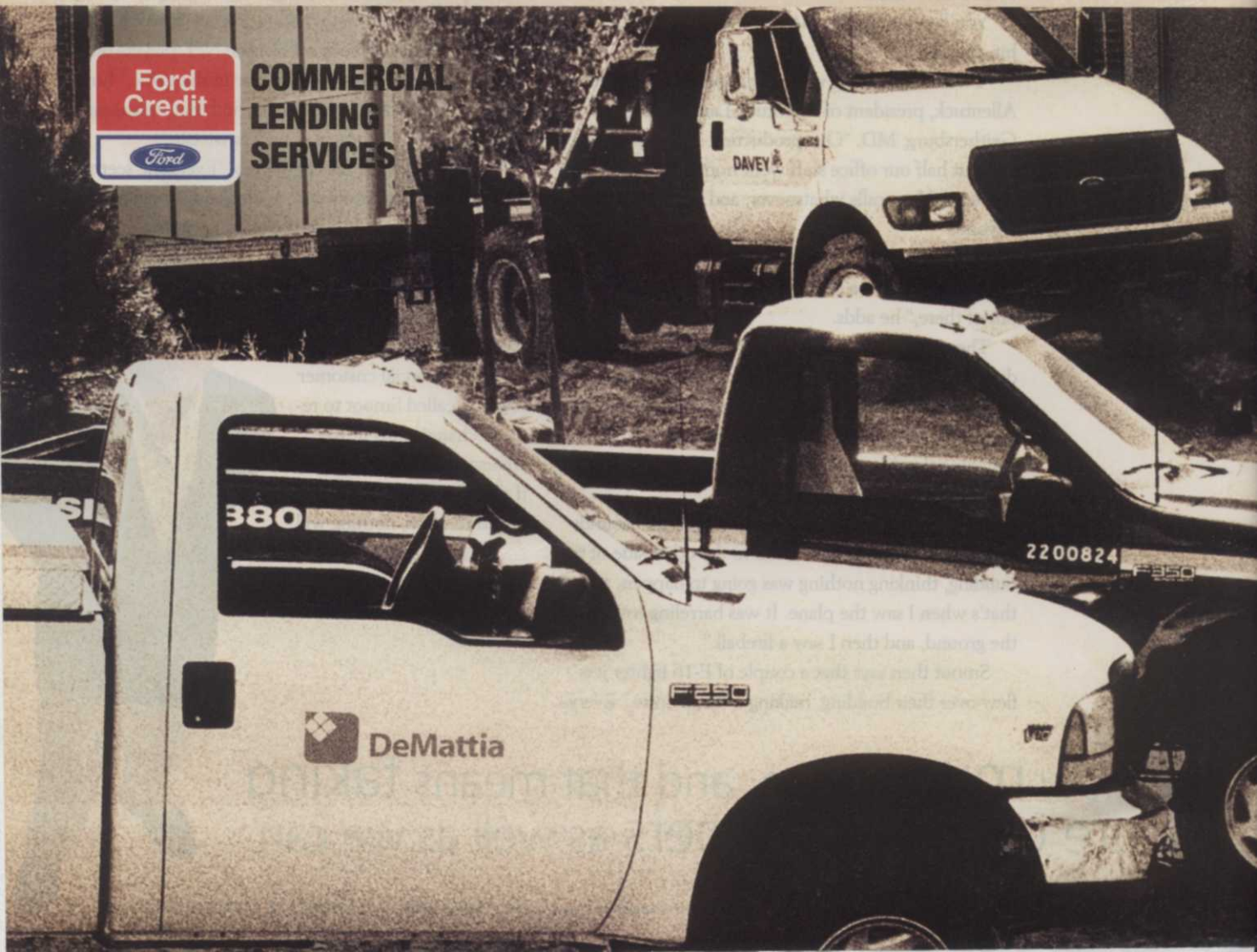


The show must go on, and that means taking care of our customers as well as we can.

ONE CUSTOMER SAID THE WAVE OF **TRUCKS** AND TRACTORS



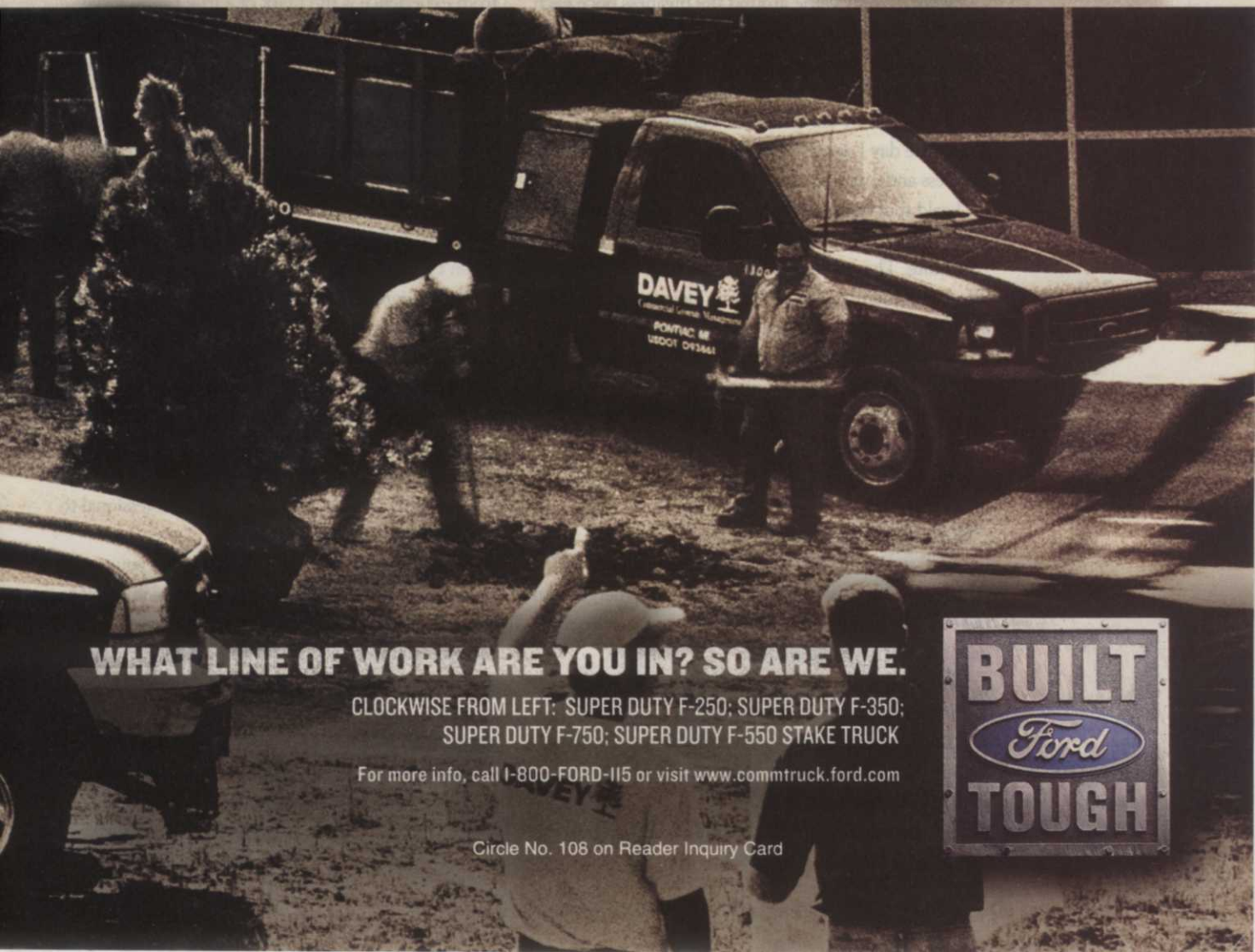
**COMMERCIAL
LENDING
SERVICES**



LOOKED LIKE THE NORMANDY INVASION.



IT TAKES A LOT OF MEN AND EQUIPMENT TO MAKE THINGS LOOK BEAUTIFUL. AND NATURAL.
ON SCHEDULE. WE PLAN CAREFULLY. AND WE WORK WITH THE BUILDERS TO COORDINATE OUR
EFFORTS. BUT OUR BIGGEST ASSET IS OUR IRONCLAD COMMITMENT TO *GETTING IT RIGHT.*



WHAT LINE OF WORK ARE YOU IN? SO ARE WE.

CLOCKWISE FROM LEFT: SUPER DUTY F-250; SUPER DUTY F-350;
SUPER DUTY F-750; SUPER DUTY F-550 STAKE TRUCK

For more info, call 1-800-FORD-1115 or visit www.commtruck.ford.com



Circle No. 108 on Reader Inquiry Card

If you want your company to emerge from the crowd of common competitors, you must be prepared to do things differently.



Prepare to be successful

I worked for a very successful and wealthy man from 1978 to 1990, managing a landscape maintenance company he and a few partners owned. I created a successful and profitable operation for them. They only came around the business once each year to evaluate my performance and receive their "payouts."

In 1990, I decided I was crazy. I asked myself, "Why should I work my tail off for the benefit of others?" That's the day I decided I was going to own my own business and put all that money in my own pocket.

I sold that business to the TruGreen companies in 1999 and lived happily ever after. End of story, right? Not quite. The road I traveled from 1990 to 1999 was filled with many twists and turns. I learned many valuable lessons the hard way during that time.

Luckily, I found a few friends who helped me succeed by inspiring me to set myself apart from the crowd of failed companies. I'd like to share what I learned with those of you who also want to be successful and turn your business into something unique.

Five foundations for success

I believe the following five things are the foundation for success. If you want your company to emerge from the crowd of common competitors, you must be prepared to do things differently.

An emerging company will recognize that:

- education is the foundation of professionalism,
- professionalism is the production of excellence,
- professionalism must be evident in all of your business operations and systems,
- being professional has nothing to do with your business's size, and

■ to become a true professional, you must learn, then teach.

Education is the foundation of professionalism. Schooling is important, but so is networking with other successful entrepreneurs. Sharing insights gained from experience is the mark of a true professional.

Professionalism is the production of excellence. In our line of work, there are too many individuals who work only to produce an income. The success and future of our industry depends on those who provide quality services and products that are priced fairly and profitably.

Professionalism must be evident in all your business operations and systems. Everything you do must reflect the best performance you're capable of. Money doesn't buy professionalism — commitment does.

Professionalism has nothing to do with the size of your business. The day you open the door, or the day you decide to stand out from your competitors, is the day you can be a true professional.

To become a true professional, you must learn, then teach. If education is the foundation of professionalism, teaching is the superstructure. As you gain fresh insights, you're obliged as a true professional to share this information with others.

If you want to succeed in any venture, you must commit to being the best. You must train yourself to seek and deliver excellence. As you do this, you prepare yourself to be successful and create the foundation upon which you can build a secure enterprise.

— The author is past president of ALCA and currently serves as president and CEO of Symbiot Business Group, which provides on-line administrative and support services for emerging Green Industry businesses. He can be reached at sglover@symbioticsolutions.com.

LandscapeManagement.net

OUR NEWLY ENHANCED SITE ALLOWS YOU TO:

- Find all the latest news and information most essential to landscapers
- Find companies, products and services in the Interactive e-Green Book Buyer's Guide
- Note important conferences and meetings on our updated events calendar
- Search the classified section for recruitment, products, and services
- Click into our searchable Archives to find past *Landscape Management* magazine articles and issues



Landscape MANAGEMENT

www.landscapemanagement.net

AN ADVANSTAR WEBSITE

events

WHAT, WHEN & WHERE

October 2001

19-21 New Jersey Shade Tree Federation's Meeting and Exposition / Cherry Hill, NJ; 732/246-3210

19-21 Grading and Drainage - LARE review course / Davis, CA; 800/752-0881

21-24 SMA Conference and Trade Show / Fargo, ND; 701/241-1466

22-26 Hawaii Mid-Pacific Horticultural Expo / Hilo, HI; 808/953-2088; www.hena.org

24-27 Southwest Turfgrass Conference / Ruidoso, NM; 505/275-2576

25 Southeast Texas Grounds Maintenance Conference / Conroe, TX; 936/539-7822

29-30 Compass System training session / New Castle, DE; 800/635-8485

31-1 Turfgrass, Landscape and Equipment Expo / Pomona, CA; 800/500-7282

November

1-3 TCI EXPO 2001 / Columbus, OH; 800/733-2622

4-6 Mississippi Turfgrass Association Conference & Trade Show / Hattiesburg, MS; 888/268-9888

4-6 International Irrigation Show / San Antonio, TX; 703/536-7080; www.irrigation.org

7-9 Desert Green Conference / Las Vegas, NV; 702/454-3057

9-13 Green Industry Expo & Conference (PLCAA, PGMS, ALCA) / Tampa Bay, FL; 800/458-3466

13-15 NYSTA Turf & Grounds Exposition & Trade Show / Syracuse, NY; www.nysta.org

13-15 VA Turfgrass and Landscape Conference and Show / Virginia Beach; 540/942-8873; www.thevtc.org

30-1 First Great Southern Tree Conference / Gainesville, FL; 800/375-3642

December

3-6 Ohio Turfgrass Conference and Show / Columbus; 888/683-3445; www.ohioturfgrass.org

11-13 NJ Turf and Landscape Expo / Atlantic City; 732/821-7134; www.njturfgrass.org

12 Turfgrass and Landscape Institute and Trade Show / Buena Park, CA; 800/500-7282

Landscape MANAGEMENT

VISIT US ON THE WORLD WIDE WEB: www.landscapemanagement.net

Proud supporter of these green industry professional organizations:



Associated Landscape Contractors of America
150 Elden Street, Suite 270
Herndon, VA 20170
703/736-9666
www.alca.org



American Nursery & Landscape Association
1250 I St. NW, Suite 500,
Washington, DC 20005
202/789-2900



Independent Turf and Ornamental Distributors Association
9864 E. Grand River
Suite #110, BOX #326
Brighton, MI 48116
Voice: (810) 229-9405 / FAX: (810) 229-9406



THE OFFICIAL PUBLICATION OF
American Society of Irrigation Consultants
P.O. Box 426
Byron, CA 94514-0426
925/516-1124



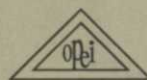
The Irrigation Association
8260 Willow Oaks Corporate Dr. Suite 120
Fairfax, VA 22031-4513
703/573-3551
www.irrigation.org



National Arborist Association
3 Perimeter Road, Unit 1
Manchester, NH 03103
603-314-5380
www.natlarb.com



Ohio Turfgrass Foundation
1100-H Brandywine Blvd.,
PO Box 3388
Zanesville, OH 43702-3388
888/683-3445



The Outdoor Power Equipment Institute
341 South Patrick St.
Old Town Alexandria, Va. 22314
703/549-7600
opei.mow.org



Professional Grounds Management Society
720 Light Street
Baltimore, MD 21230
410/752-3318



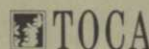
Professional Lawn Care Association of America
1000 Johnson Ferry Rd., NE, Suite C-135
Marietta, GA 30068-2112
770/977-5222
www.plcaa.org



Responsible Industry for a Sound Environment
1156 15th St. NW, Suite 400
Washington, DC 20005
202/872-3860
www.acpa.org/rise



Sports Turf Managers Association
1375 Rolling Hills Loop
Council Bluffs, IA 51503-8552
712/366-2669; 800/323-3875
www.aip.com/stma



Turf and Ornamental Communicators Association
P.O. Box 156
New Prague, MN 56071
612/758-5811

industry almanac

NEWS YOU CAN USE

Simplot buys Eco Soil products

SAN DIEGO, CA — Simplot Partners acquired more than 40 products from troubled Eco Soil Systems Inc. with the purchase of Eco Soil's Specialty Products line.

Bensumec recalled

KANSAS CITY, MO — PBI/Gordon Corporation has recalled Bensumec 4LF preemergent herbicide from distributors, dealers and end users. One lot of the herbicide was found to be contaminated with small amounts of phenoxy and dicamba herbicides. For more information, call 800/236-5411.

Deere to sell Homelite

MOLINE, IL — Deere & Company will sell its Homelite consumer products business and restructure its Construction and Forestry Division to improve financial and operating performance. The company's line of professional handheld and portable power equipment for commercial users will still be available.

NTEP spared brunt of tornado's wrath

BELTSVILLE, MD — The tornado that killed two University of Maryland students in nearby College Park, MD, Sept. 24, also caused an estimated \$41 million damage to the government's largest agricultural research facility here. The National Turfgrass Evaluation Program is headquartered at the station, but escaped damage.

Landscape pros reassess business after attack

BY JASON STAHL & SUSAN G. PORTER

CLIPPINGS

It was only this summer that landscape professionals reported 10% to 30% growth to *Landscape Management* and a continued surge of business that had most of them backlogged.

Last month's attack on America no doubt forced them to reassess their business prospects. The effects of a sagging economy they said would take awhile to reach them might reach them more quickly.

"I find myself being more guarded with spending and projections," says Bruce Allentuck, owner, Allentuck Landscaping, Gaithersburg, MD. "We were considering buying a property but now I'm not going to do it."

Allentuck says his company may not be hired to do as many big projects as before, but insists his customers will not start mowing their own lawns. "And since most people will be canceling their vacations, maybe they'll put that money toward landscaping."

Economy news



"We're still shell shocked," says Bill Hoopes, director of training and development at Scotts Lawn Service, Marysville, OH. "While we've moved from 'exuberance' to 'cautious optimism,' we're still growing strongly." However, he said, "It makes sense to have contingency plans in place."

continued on page 16

STRONG WORDS

"The work we do and spaces we create are so very versatile. They function in times of joy and in times of sorrow. They allow us to come together in extremely emotional times. They allow us to connect with nature and feel that we are connected to a greater spirit beyond. I feel so very proud of what we do. The examples of our work are serving to help in the recovery and healing process this past week. It is a reaffirmation of how important a role landscape architecture plays in creating a sense of community and in strengthening society."

— **Len Hopper** / ASLA president, quoted from a letter he sent to ASLA members after witnessing in person the attack on the World Trade Center.

"When the attack happened, we were in the middle of our budgeting process. Everyone's taking a new look now and toning down their goals, and rightfully so."

— Rick Randall, president, RBI Companies



continued from page 15

"The economy was already under lots of pressure before the attack, but we thought it was okay because it wasn't affecting our markets," says Rick Randall, president of RBI Companies, Littleton, CO. "But with this disaster we're really taking another look. We're increasing our marketing because we think they'll be less work out there for the same amount of contractors."

Randall adds, "When the attack happened, we were in the

middle of our budgeting process. Everyone's taking a new look now and toning down their goals, and rightfully so."

New market pressures

"All segments of our industry will be affected, but not equally," predicts George Gaumer, vice president of commercial grounds management, The Davey Tree Expert Co., Kent, OH. "I expect construction-related segments to be affected the earliest and most noticeably. Second, the more discre-

tionary the service, the earlier it will be affected. These effects will be felt similarly across both commercial and residential markets."

While some locations may feel more effects than others, the general unease in the marketplace has savvy landscape professionals planning new strategies for 2002, and even the end of 2001.

"Our market (DC-area) has not experienced the slowdown other parts of the country have experienced," says Tom Davis,

president of Bozzuto Landscape, Laurel, MD. "But we are always looking for new opportunities and just acquired a pressure washing company as an add-on service line. It's two months old and doing very well."

Ed McGuire, president of The Lawn Co., S. Dennis, MA, has seen past downturns in the Green Industry and adds, "History tells me the residential customer base will be stable while the commercial business is less stable."

continued on page 19

TEMPORARY / SEASONAL LABOR VISAS



**SIGN UP BEFORE FALL 2001 FOR
APPROVAL BY SPRING 2002***

Call now for information packet and a quote.

Foley Enterprises

Austin (512) 282 3237
Fax (512) 282 0958

Toll Free (888) 623 7285

*Duration of permits is based on eligibility and subject to governmental processing delays

Circle 110

Our fertilizer comes with a built-in insurance policy.



UHS Signature Brand Fertilizers with Prospect® Plus not only provide quality nutrients, they also work to:

- Help turf establish or withstand environmental stresses
- Develop a more fibrous, extensive root system
- Enhance early plant growth and vigor
- Build greater shoot mass
- Increase uptake of soil nutrients and moisture
- Increase photosynthesis

UHS Signature Brand Fertilizers with Prospect® Plus have been impregnated with a proprietary nutrient solution that has shown a remarkable ability to improve vigor, quality and stress tolerance in turf, trees and ornamentals. The patented additive in Prospect® Plus has been tested extensively on many crops, including turf, in laboratory, greenhouse and field studies in the U.S. and several other countries.

Those studies have consistently shown a positive effect on early plant growth and development and with mature plants under stress. Sod farms results show that turf can be harvested earlier due to increased root mass and quicker establishment from seed or sprigs. Mature turf has greater root mass with a noted "tighter" visual appearance and less susceptibility to stress.

The same benefits can be found in Prospect®, a liquid micronutrient for foliar application or for use in fertigation systems.

Effect of Fertilizer with Prospect Plus on Creeping Bentgrass Density

Ohio Turfgrass Foundation Research and Educational Center – 2000

Treatment	Rate	% Turf Density
Check		60.00
Fertilizer (46-0-0)	0.014 lb. N/1000 sq. ft.	72.00
Fertilizer (46-0-0) + Prospect Plus	0.014 lb. N/1000 sq. ft. + 48 oz./acre	77.00

Seeded on August 4, 2000 with G-2 creeping bentgrass at a rate of 2 lbs. per 1000 sq. ft. Density measurements were based on % cover taken visually on 10/4 (8 weeks after treatment)

Study Results: "... a significant increase in creeping bentgrass establishment two months after seeding with the application of fertilizer and Prospect Plus compared to the untreated control." **A 22% improvement over check and more than a 12% increase over fertilizer alone!**

For more information, contact your local UHS representative

www.uhsonline.com

Circle No. 111 on Reader Inquiry Card



United
Horticultural Supply

Balanced Chain Methylene Urea is a top fertilizer performer

(the key is in the balance)



proper feeding

BCMU™ helps plant tissues come as close as possible to storing the optimum level of nitrogen. With enough nutrient uptake to maintain adequate growth, proper root and shoot development produces turf that is much better able to resist environmental stresses.

no surge growth

The longer chains in BCMU™ slow down the growth enough to avoid unwanted surges or flushes plus reduces clippings or the need to mow constantly. This reduced maintenance requirement translates into labor and equipment savings for the turf manager.

color that lasts

BCMU™ provides quick greenup with enough longevity to carry the rich, deep green color much longer than polymer coated fertilizers and lower-end methylene ureas. Visual quality will remain more than acceptable when other fertilizers begin to fade.

safe & reliable

The precise and steady release of BCMU™ gives turf managers consistent results with any application rate or interval while building a solid nitrogen base. Its low salt index and almost non-existent burn potential make it the safe choice as well.

While it may or may not top the charts in any single characteristic, when you add them all together, no other fertilizer compares to BCMU™. Its unique balance of short, intermediate and long methylene urea chains creates a product that is the best of all worlds and an outstanding value.

Combine that with the efficiency of Meth-Ex® technology and you have a nitrogen source that stands alone. BCMU with Meth-Ex technology has a high nitrogen activity index, which means that more nutrients are available when the plant requires them while "banking" some for later use.



BCMU™ is found only in UHS Signature Brand Fertilizers and have been tested and used with outstanding results for years. Find out why the best fertilization program should be an easy balancing act for the smart turf manager.

For more information, contact your local UHS representative
www.uhsonline.com

™ BCMU is a trademark of United Horticultural Supply



United
Horticultural Supply

® Meth-Ex is a registered trademark of Lebanon Seaboard Corporation
Circle No. 112 on Reader Inquiry Card

4 ways to make your operation stronger

"The bad news," says Don Willig, president of Consortium Management Services, Cincinnati, OH, is that things will never be the same as the "good old days." What does this mean right now for Green Industry operations? He says that companies cannot operate as loosely as they have in the past, that prices will get more competitive, that every company will have to be more efficient and that labor costs may increase as a result of both economic pressures and war efforts. There may also be fallout with current immigration programs that will limit available workers.

Willig sees plenty of opportunities right now, though. "The good news is that for the few who prepare for the future, they will reap good benefits for their efforts," he says. "They should follow these four rules:

- 1 evaluate your business and run it by the numbers,
- 2 follow common sense and don't wait to act,
- 3 remain active in your communities, especially now,
- 4 stay the course and continue to focus on building business.

"Believe and do not fear!" Willig adds.

— Don Willig can be contacted at 800/483-1668 or www.cms-dlw@home.com.

"Since many people may be canceling their vacations, maybe they'll put that money toward landscaping instead."

— Bruce Allentuck, owner,
Allentuck Landscaping



continued from page 16

Run it by the numbers

"Do not take more clients on than you have the ability to develop relationships with," says Troy Hall, owner of Halls Horticulture Design Inc., Charlotte, NC. "We have been anticipating the economic changes for about a year now. We set out to target the specific clients we work with and had to trim the fat in the way of excess labor, vendors, equipment, vehicles, etc."

McGuire also anticipated a slowdown and recommends classic strategy for a downturn: "When the economy is stagnant...the biggest challenges anybody in business has to learn is controlling expenses. We have been in a conservative

mode since spring. Going ahead, we will be concentrating on gaining and retaining customers, operating more efficiently and controlling expenses."

For Ed Wandtke, though, previous downturns offer solutions to current problems. This Columbus, OH-based consultant says there are reasons to be positive on future business, as long as you're able to adapt quickly, operate profitably and seek new opportunities. "Leaders plan and execute," he adds, "while employees or weak owners follow."

For more reaction to this fall's economic and national events, and for ideas on how to develop a cautionary business strategy, see www.landscapemanagement.net.

www.landscapemanagement.net

WHAT'S NEW ON-LINE

This month at www.LandscapeManagement.net, check out "Surfin' for deals," an exclusive on-line sidebar to this month's feature on "Win big with used gear." You'll find additional live links to all the companies mentioned in the article and tips on which used equipment Web sites offer the most value for your time.

Keep up with the latest news from all around the Green Industry with our weekly on-line-only newsletter, "Week in Review" (WiR). WiR captures the essence of the most important news about business, economic trends, disease/pest reports, new Web sites, upcoming events and recent products. You can even browse or search our archive of previous WiRs. If you want to be sure not to miss an issue, sign up for our free e-mail service, which sends you just the headlines so you can pick and choose the stories that are important to you.

Other things to do online this month:

- Check out the e-GreenBook searchable product directory.
- Send an "Ask the Expert" question to our panel of web advisors.
- Contact LM's editors to propose a story or sound off on industry issues.



Before you can beat crabgrass you have to think like crabgrass.



The smartest way to outwit a weed? One application of easy-to-use Barricade® each fall. Its season-long control of crabgrass is unparalleled. Plus it also controls spurge, knotweed, purslane, and 26 more weeds. Making your job a little easier means we get to know problem weeds like crabgrass inside and out. Perfecting a full ensemble of products to protect your turf, that's what we're here for. Call 1-800-395-8873 to contact your local Syngenta sales representative and learn more about Barricade.



www.syngentaprofessionalproducts.com

Important: Always read and follow label instructions before buying or using this product. ©2001 Syngenta. Syngenta Professional Products, Greensboro, NC 27419. Barricade® and the Syngenta logo are trademarks of a Syngenta Group Company.

Circle No. 113 on Reader Inquiry Card

Win big with used gear

Tips to save you money and headaches whether you're a buyer or a seller

BY CALLISTA TOMALLO & YOGITA SHARMA

When Joe Loyet, owner of Loyet Landscape, trucks to job sites in St. Louis, he sees a lot of "old friends" on the trailers of other landscape professionals. The old friends in this case are older commercial mowing units that Loyet traded in for new Ferris walk-behinds and Toro zero-turn riders.

"I know they were ours because of the way we marked them," says Loyet, who generally puts about 3,000 hours of use on his mowers over the course of three seasons before replacing them.

His story is a common one. Large landscape firms generate the used mowers, trucks and other pieces of expensive landscape equipment that feed the equipment needs of smaller landscape professionals and the inexhaustible number of start-ups.

Because there are no "lemon laws," it's buyer beware. Even so, there's always action in used landscape gear.



Many dealers offer remanufactured equipment, like this early (pre-1996) Walker 16-hp mower.

"If you have a walk-behind belt-drive unit that starts and runs and cuts, it's worth \$600 minimum. If it's a hydro, it's probably worth closer to \$1,000 minimum," says Scott Muehlhauser, Scotts Power Equipment, St. Louis. "A rider is going to be worth \$2,000 to \$3,000 if it cuts and is not falling apart."

Junk? Not to the small operator or the cash-strapped beginner who can coax a season of production out of a unit.

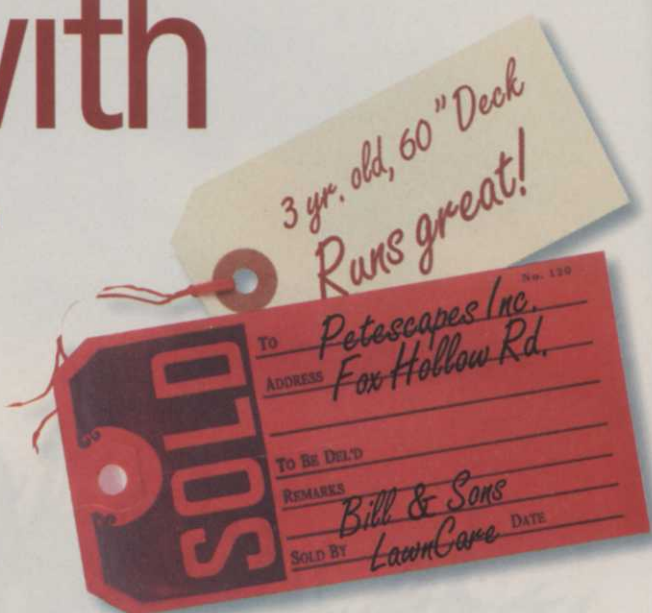
In spite of obvious pitfalls, here's how both sellers and buyers benefit in the used equipment market.

Sellers have several options

They can:

- sell the units themselves,
- trade them in or
- use them creatively.

Rob Estes, owner of Estes-Landers Landscape Design, Atlanta, is considering using them in a satellite operation where appearance isn't so critical and they'll receive less use.





Kurt Kluznik, president of Yardmaster, Painesville, OH, regularly turns over his big equipment. He cites two reasons: he doesn't want a huge capital expense all at once and he wants to take advantage of the latest labor-saving technology.

"Getting new equipment is a great way to motivate your crews," he adds, saying that manufacturers have focused on increasing operator comfort and safety as well as boosting productivity.

Give me a price

The ways to price and market your equipment are endless, but don't count on referencing a value or depreciation guide. Why?



Kurt Kluznik



Tom Tolkacz

Because there isn't one. Most landscape professionals come up with a list of their own factors to use.

"We take the price of a new piece of equipment and compare it to the replacement cost and what the cost is to us to repair it," says Randy Abshier, vice president of Bozzuto Landscaping, Laurel, MD. "We also take into account years, hours, new parts and labor we have put into the equipment."

For instance, if a new mower has a life expectancy of six years and it costs \$6,000, the price for each year of the mower's life is about \$1,000. From that, take any necessary deductions for repairs, parts and labor to arrive at a reasonable resale price.

As far as marketing your used equipment, Tom Tolkacz, president of Swingle Tree and Landscape Care, Denver, CO, says beware. "We don't want to

sell our equipment to anyone who might gain a competitive advantage over us. That's why we sell outside of our service area."

Buy smart

Tips to consider before buying used equipment from landscape companies include:

The dealer perspective

Dealers have no standardized way to price used equipment. While some deduct the depreciation value of a used machine from its original price, others assess its price by comparing it to new machines in the same category. Deductions are often made from this price based on the machine's depreciation, the cost of parts replaced and the labor required to refurbish it.

Tim Watson, president, Graham Lawn Equipment, Douglasville, GA, has his own way of determining a used piece of equipment's price. "We usually take into account a 20% depreciation from its original value and add the cost of refurbishing to that," he says. The final selling price of any used equipment is up to a 60% of its original value.

Muehlhauser at Scotts Power Equipment takes both trade-ins and consignments. "If somebody trades in a used unit, we take about 30% off of retail for the wholesale price, and if we consign it we get 20%. If an owner consigns a piece of used equipment, they make an extra 10%," he explains.

Buying from dealers

While it's generally true that an operator knows his machine, there are some guidelines that those buying used equipment from dealers should follow before making the purchase.

The most important aspect of the transaction is the relationship between the customer and the dealer. Therefore, it's important to go to a dealer you can trust.

It's also important to take into account the reputation and quality of the manufacturer, suggests Ray Badger, president, Turbo Tech, Beaver Falls, PA. He also adds that buyers should ask if there's a warranty on parts. Most dealers who sell used equipment do offer a warranty or a service contract with the sale. Watson offers a 90-day guarantee on all used equipment and service and everything else he sells.

Minute details like whether a walk-behind mower has been overused or if Roundup was used in a spray tank are essential to find out about.

Tom Delaney, vice president of the Professional Lawn Care Association of America (PLCAA), says it's also necessary that you ask for the service log in order to keep track of the number of replacement parts. It also comes in handy while procuring a user manual from the manufacturer, which is helpful while servicing used equipment.

It's also important to get the equipment checked by a reliable mechanic before taking the plunge.

■ Talk to employees who have used the equipment. Often, you can't do this, but if you can, it's highly recommended.

■ Talk to local dealers who sell similar equipment. "Ask them the hours and years for life expectancy of the equipment," Abshier says.

■ Ask for specific documentation. "Always ask to see the service record to find out what has been done to the equipment," Tolkacz says. "Also, ask to see the title of the equipment."

■ Acquire a maintenance/users manual for the equipment.

■ Get equipment checked by an experienced mechanic.

Since there are many different types of landscape equipment, how do you know which types are worth buying used?

"Hand-held power equipment usually gets worn out after one season and would not be worth buying used," says Bozzuto's Abshier.

Kluznik says hours of use are a better indication of the life left in a bigger piece of machinery than its age. Even so, he's leery about buying anything older than three years old.

Views from the makers

Manufacturers see the used equipment market as basically a good thing. "If the person buys a used piece first and really likes it, he or she will probably buy a new piece of equipment from the same company," says Bob Walker, Walker Manufacturing, Fort Collins, CO.

Adds Brad Paine, associate marketing manager of Sitework Systems/The Toro Company, Bloomington, MN: "I have no problem recommending the purchase of a used piece of Toro equipment."

In support of this philosophy, some manufacturers offer



Bob Walker

programs for rebuilding their equipment. "We have a program called ProConditioned where equipment with 1,800 hours or less can be reconditioned per factory specifications and retailed back into the market with a one-year warranty," says Catherine Blackwell, director of client services, Epley Associates/John Deere, Raleigh, NC.

Most manufacturers' used

NEED A DEPENDABLE H-2B WORKFORCE?

We Provide Turnkey Labor Solutions



GTO International is your one-stop solution for seasonal H-2B labor. We plan, recruit, qualify, track, process, transport and database your whole project. From start to finish we make it happen.

GTO is the largest supplier of Bilingual H-2B workers to the US. Furthermore, our highly qualified field recruiters screen candidates to select the best trained workers to match your requests. We specialize in using web technology to simplify the recruitment process, and to keep you informed on each step, on each candidate along the way. Now... does your labor provider do all that?

Apply now for your 2002 H-2B seasonal workforce. Types of labor include Landscape, Construction, Masonry and more.

Call us toll free @ 1-866-HB-VISAS for an applications brochure, or simply apply online @ www.gtoint.com.



leading through technology

GTO International . PO Box 426 . Pinckney . Michigan 48169 . 1-866-HB-VISAS . www.gtoint.com

"Always ask to see the service record to find out what has been done to the equipment. Also, ask to see the title of the equipment."

products are sold through dealers, which is where they believe you should begin your search. "The dealer is best equipped to deal with the issues inherent to the used equipment market," Paine says. "The buyer should go with the product and dealership that is best going to service their business and make them more successful."

How to maintain it?

Tom Delaney, president of the Professional Lawn Care Association of America, suggests that

the best way to maintain used equipment is to go back to the manufacturer and get a user manual because the original is usually lost. Then, follow the proper maintenance schedule procedure while carrying out the regular repairs after a season.

The maintenance for used equipment is usually preventive, says Doug Hague, president, Lawn Classics, Findlay, OH, since one needs to get the maximum out of the machine in order for it to be cost effective. **LM**



Swingle Tree & Landscape Care purchased this used truck at an auction from a company that went out of business. After buying a second used truck, Swingle was able to use two trucks for the price of one.

Read www.landscapemanagement.net
More

Visit our Web site's "This Month's Features" page to learn the advantage to searching for used equipment on the Internet, and also for a list of Web sites where you can buy used equipment.

THE POWER OF CHOICE

Meyer

Diamond

**Meyer
MAX.**

Diamond

Meyer is the only snow plow manufacturer that offers a complete selection of steel or polyethylene Snow Plows to fit your specific vehicle. And check out the new **MD II** Snow Plow Mounting System. It's a one piece system, it's a two piece system. It's common to Meyer or Diamond Snow Plows. One model covers several vehicle models.

Meyer
SNOW PLOWS
1926-2001

75 Years of
Progress Focused
On Tomorrow.

Meyer Products

Cleveland, Ohio

www.meyerproducts.com

Diamond Equipment

Damariscotta, Maine

www.diamondplow.com

Divisions of The Louis Berkman Company

Meyer * Diamond * Swenson

Circle 114



Maybe it's good other preemergence herbicides stain.

Actually, choosing Dimension® specialty herbicide is a whole lot better for your bottom line. It is, after all, the only option that won't leave filthy, yellow stains on people, pets and equipment. And while Dimension never stains, it always delivers long-lasting prevention of crabgrass, goosegrass, *Poa annua* and

Circle 14




It helps applicators retrace their steps during callbacks.

several broadleaf weeds, including spurge and oxalis – all with an application window so wide, it even includes early postemergent crabgrass control. Only Dimension has the new technology to do all that. Which means there's really no reason to filthy-yellow-mess with anything else.

NEVER STAINS

www.dowagro.com/turf 1-800-255-3726 Always read and follow label directions. *Trademark of Dow AgroSciences LLC

 Dow AgroSciences

Dimension*

Specialty Herbicide

Circle No. 115 on Reader Inquiry Card

10 steps to success with subcontractors

Experienced landscape pros share their secrets to achieving profitable and pain-free relationships with outside firms

BY MIKE PERRAULT

There is no quick and easy way to have successful, profitable relationships with subcontractors. Building such relationships is one of the headaches of the landscape and irrigation business. It's hard but not impossible.

The key is experience. *Landscape Management* interviewed seven experienced Green Industry professionals about dealing with subcontractors. They offered 10 tips to help you avoid the pitfalls they encountered.

1. Outline the "perfect" project. Jeff Korhan, president of Tremendous Landscape Co., Plainfield, IL, sets up a meeting to define expectations for subcontractors and contractors. He tells subcontractors to forget about budgets and time frames. "I ask them to pretend it's three years later, and everybody is happy with the relationship," says Korhan. "Then I ask them to de-

scribe what happened in those three years that caused us to have a good personal and professional relationship. If they don't have an answer, they may be saying, 'I don't see myself working with you in three years.'"

2. Walk a managerial tightrope. Micromanaging is a mistake. The last thing subcontractors want is to be told how to conduct their business. Also, micromanaging subcontractors squanders valuable resources, particularly your time.

A hands-off management style can be equally disastrous. Subcontractors need guidance.

"Communication is the biggest issue with subs," says Dave Tollefson, president of Urban Farmer, Inc., a 16-year-old full-service landscaping firm in Englewood, CO. "You pull a group of entrepreneurs together, set the stage right up front and let them know what the expectations are." The goal is to foster a cooperative, not an adversarial, relationship.

3. Exceed customer expectations. How else will your landscape company stand out to



Subcontractors are often chosen for their expertise in a particular task.

clients? When selecting and working with subcontractors, insist that they exceed customer expectations. That is far from easy, says John Chiarella Jr., president of Ultimate Services, Inc., Waterbury, CT. "Some subcontractors will talk the talk but won't walk the walk."

Korhan believes everyone in

the business process has expectations of each other, and those, too, should be exceeded. "In that sense, working with a subcontractor is no different than working with an employee or a client. Be open to problems and opportunities and ask, 'What is our plan to take advantage of those problems and opportunities?'"



"I ask subcontractors to pretend it's three years later, and everybody is happy with the relationship. Then I ask them to describe what happened to build this good, professional relationship."

— Jeff Korhan, president,
Tremendous Landscape Co.

4. Establish clear objectives and standards. Although contracts are important for outlining the scope of a subcontractor's work, don't rely too heavily on them. Confusing legal terms sometimes scare subcontractors away.

Consider conveying important objectives and standards and soliciting feedback from subcontractors during informal preconstruction or weekly progress meetings, Tollefson suggests. "Have them tell you they're having a hard time working around you in this or that area, for example."

Korhan has someone write down agreed-upon terms during informal meetings, which subcontractors and contractors then initial. One such agreement might be that the subcontractor commits to showing up on time, fulfilling specific work requirements and leaving sites clean.

Also, consider writing business letters that clearly state what work will be done, when and for what price, says Ed Laflamme, former president of Laflamme Services, Bridgeport, CT.

5. Do your homework. Selecting a good subcontractor may seem easy but it's not.

Take the time to evaluate, compare and select good subcontractors. Make decisions based on your company's priorities. Laflamme believes your number one search criteria should be reliability. "He has to do 100% of the job. Some subcontractors will do 95% and leave your client unhappy. Then, you have problems."

Consider also references and reputation, flexible contract terms, resource scope, cultural match, location and additional value-added capability. Word-of-mouth often helps you find subs fulfilling at least some of these criteria. "It's the best advertisement," says Les Lightfoot, president of Lightfoot's Landscape in Vidor, TX.

Tollefson looks for subcontractors who are like his own employees. "We look for the same temperament, ideals, attitudes and values," he says.

Price is important, but the location is sometimes even more crucial, both to the subcontractor and the landscape contractor. The landscape

contractor wants the sub to be located within a reasonable distance from the job site, and the sub doesn't want to travel that far, either. The closer the sub to the job site, the better pricing a landscape contractor will get.

Don't forget to check out subcontractors' customer testimonials, contact numbers and resumes. Also, check to make sure they have liability insurance, and ask how their workers are trained.

6. Subcontract for the right reasons. Landscape companies subcontract to reduce and control operating costs, improve company focus, gain access to specialized services, free up internal resources for other projects and share risks. Subcontractors are often chosen for their extensive knowledge or certification involving everything from pesticide applications to large tree work.

"In the beginning, I tried to buy everything and do it all myself," Laflamme says of his efforts 30 years ago. "You quickly realize it's often more efficient to have a subcontractor handle some of the work."

Subcontracting makes sense from a risk-sharing standpoint, too, says Chiarella. "In-house, you have to pay for insurers, taxes and workers' comp," he says. "If you screw up, you have to pay. If a sub screws up, he's responsible or he doesn't get paid."



"Insisting that subcontractors exceed customer expectations is far from easy."

— John Chiarella, Jr., president,
Ultimate Services

Korhan primarily subcontracts irrigation and complex masonry work. "You may have the resources for a project in-house, but if those resources are committed elsewhere, you might sub out other things," he says. "If it's a large sod installation, you might sub that out because you want your crews working on the higher margin detail work that's going to reflect most heavily on the finished project."

7. Treat subcontractors as insiders. Some landscape company managers say they're surprised that many of their peers view subcontracting merely as an easy way to simplify their lives. Although they readily team up with subcontractors to satisfy clients, they continue to treat them as outsiders.

Laflamme took an opposite approach by inviting subcontractors to parties. He invited contractors and clients, too, creating bonds and cementing relationships.

More landscape contractors say they're beginning to view relationships with subcontractors differently. They now it's about es-

tablishing networks and relationships among the most clever, best subcontractors in their fields. They share information with and learn

from ambitious subcontractors, and use them to keep pace with change, to innovate, and to pursue efficiencies.

8. You scratch my back, I'll scratch yours.

Rockecharlie prefers subcontractors who promptly respond to job requests, send professional proposals in a timely fashion and attend meetings. "That gives your firm the necessary turnaround time to submit bids for the total bid package," he says.

Likewise, pay your subcontractors in a timely manner. "Subcontractors who get nicked-and-dimed don't like working for those contractors and they do a lousy job," says Chiarella. "It's to no one's advantage." A smarter approach is to reward for performance.

Don't let control issues or egos get in the way of establishing good reciprocal relationships. Avoid adversarial relationships when determining who will choose the specific pesticides to apply, for example. Also, improve communications with subcontractors. One of the quickest ways to end a relationship with a good subcontractor is to tell them a job is ready when it isn't — that hurts their bottom line.

9. Timing and scheduling are critical. The art of subcontracting is the timing and scheduling, landscape managers say. It can also be subcontracting's toughest aspect. It's not uncommon to underestimate the time necessary to complete a job or fail to take into consideration outside factors. Communicate before, during and after a job. Try to get a commitment from subcontractors that your firm is among their top priorities.

Chiarella points out what he considers to be an ideal relationship. "I was on a job site in Westport, CT, where I saw a problem and called one of my tree expert friends," he says. "I talked to him on a Thursday, he was there on a Thursday afternoon, and he was injecting the trees on Friday."

Laflamme says he views scheduling will

EXPERIENCING LABOR PAINS?



Birth New Life into your Business

With the Express Blower, you can solve your labor problems and increase your market opportunities to take your business to a higher level. With one worker and an Express Blower, you can have more done by 9 a.m. than a crew of five could do in a day.



800-285-7227 www.expressblower.com

Express Blower is a division of Rexius Forest By-Products, Inc., Eugene, OR

Circle 116



"In the beginning, I tried to buy everything and do it all myself. You quickly realize it's more efficient to hire a subcontractor."
 — Ed Laflamme, who built Laflamme Services into a leader



"Word-of-mouth is often the best way to find a good subcontractor."
 — Les Lightfoot, president, Lightfoot's Landscape

make or break relationships with subcontractors. "If he says he's going to be there a certain day, he's got to be there," Laflamme says. "He's got to be good about communicating that. If it looks like he might run a couple of days long, he's got to let us know."

10. The all-important contract. Contracts should promote efficient cooperation to accomplish the objectives of both parties, not entrap the unwary, landscape contractors say.

They should prevent the "That's not MY job" arguments that inevitably crop up on job sites. "As long as we're living by what I call the 'golden rules of the spec,' it helps us all," Tollefson says.

Watch for carelessly worded language and ambiguities in contracts. Understand clauses that give companies the right to with-

hold a specified percentage of progress payments as a way to ensure the work will be completed. Watch for clauses that allow for avoidance of (or compensation for) interference, specify insurance requirements and address damages incurred by either party. Does the contract address submittals, changes, site inspections, notices, claims and disputes? Does contract language adequately deal with payments, performance time, scheduling and waivers?

Contract examples to consider include the Standard Form of Agreement Between Contractor and Subcontractor (Document A401, American Institute of Architects) and the Associated General Contractor of America Standard Subcontract Agreement. **LM**

Our brand fits your brand!



ATTACHMENTS Plus

Now—more attachment choices for more brands of loaders!

These Bobcat attachments are designed and engineered to fit a variety of loader brands for top job performance, dependability and durability. Additional approved attachments: auger, dumping hopper, industrial grapple, pallet fork, snow blade, scraper, sweeper, utility fork, utility grapple.



For a **FREE** Landscaper's and Groundskeeper's interactive CD-ROM and 40-page Buyer's Guide, call our 24-hour fax-back line: 1-800-662-1907 (ext. 702)



Bobcat
 One Tough Animal

www.attachmentsplus.com

Bobcat Company • P.O. Box 6000 • West Fargo, ND 58078 • 701-241-8700

Circle 117



Explore your *options*.

*Introducing **OPtions**:*
Your custom plan for replacing organophosphates.

Crossing over from organophosphates can be difficult and confusing. But it doesn't have to be. At Chipco, we understand that there's not just one product that can accommodate all your insect control needs. That's why we offer you **OPtions**: a unique, integrated insect management program that offers a full line of high performance products *and* experts to guide you. We'll work closely with you to develop a customized program that considers your target pests, application timing, control performance, formulation, and the need for resistance management.

DeltaGard The world's most popular pyrethroid.

DeltaGard with deltamethrin offers quick knockdown, broad-spectrum control, and good residual of more than 50 turf and ornamental pests, including ants, chinch bugs, mole crickets, and fire ants. And you get this control at low rates and at an affordable price, too.

Aventis Environmental Science USA LP / Chipco Professional Products / 95 Chestnut Ridge Road / Montvale, NJ 07645 / 201-307-9700
Chipco, Options, Sevin, DeltaGard, and TopChoice are registered trademarks of the Aventis Group. TopChoice registration is pending in some states.
Always remember to read and follow label directions carefully. © 2001 Aventis.



Sevin[®] The world's most popular carbamate.

Versatile, dependable Sevin with carbaryl controls more than 130 pests, including billbugs, armyworms, cutworms, sod webworms, June beetles, chinch bugs, and white grubs. Sevin also offers quick knockdown and residual activity of 7 to 14 days. No wonder professionals have depended on the performance of Sevin for 35 years.

topchoice[™] Fire ant control with fipronil.

This outstanding new granular formulation controls and then prevents fire ants. And you'll get this superior long-term control for up to a full year with a single low-dose broadcast application.

To start exploring your options, contact your Chipco representative today, or visit us online at www.aventischipco.com.

The Chipco family of professional products includes:

topchoice[™] **firestar**[™] **ProStar**[™] **DeltaGard**[™] **Sevin**[™] **Acclaim**[™] **Extra**[™] **Finale**[™] **RONSTAR**[™] **Prograss**[™]

Property at a glance

Location: Boise, ID**Staff:** St. Luke's Regional Medical Center grounds department**Category:** Hospital or Institution**Total budget:** \$118,000**Year site built:** 1906**Acres of turf:** 4**Acres of woody ornamentals:** 3.5**Acres of display beds:** 8,000 sq. ft.**Total paved area:** 2 million sq. ft.**Total man-hours/week:** 280

Maintenance challenges

- ▶ Old site/new growth
- ▶ Project spread out over large area
- ▶ Constant construction

Project checklist

(Completed in last two years):

- ▶ Hazard tree program
- ▶ Five-year pruning program
- ▶ New color program

On the job

- ▶ 5 full-time staff, 2 seasonal employees, 1 licensed pesticide applicator

St. Luke's Regional Medical Center

A 2000 Honor Award Winner of the Professional Grounds Management Society for Hospital or Institution

St. Luke's Regional Medical Center, Boise, ID, has grown from a single Victorian-style building constructed in the early 1900s to a regional medical center with over one million sq. ft. of buildings, covering 27.5 acres and 18 city blocks. Its grounds department has grown right along with it, and now cares for 800 trees and 4,000 shrubs on campus, including a 150-ft. giant sequoia unique to Boise's high desert environment.

The last two years have been particularly challenging to members of St. Luke's grounds department. They have supported two major construction projects by reviewing landscape designs and recommending changes as needed, providing support to contractors and keeping work sites clean and safe — with no addition to staff or reduction of other responsibilities.

Grounds Maintenance Lead Russ Harbaugh takes his job seriously. "When

patients and visitors arrive on our campus for medical services, their first opinion of the quality of care they will receive comes from the appearance of our grounds and buildings," he says.

Workers deadhead annuals near one of the hospital's directional signs.



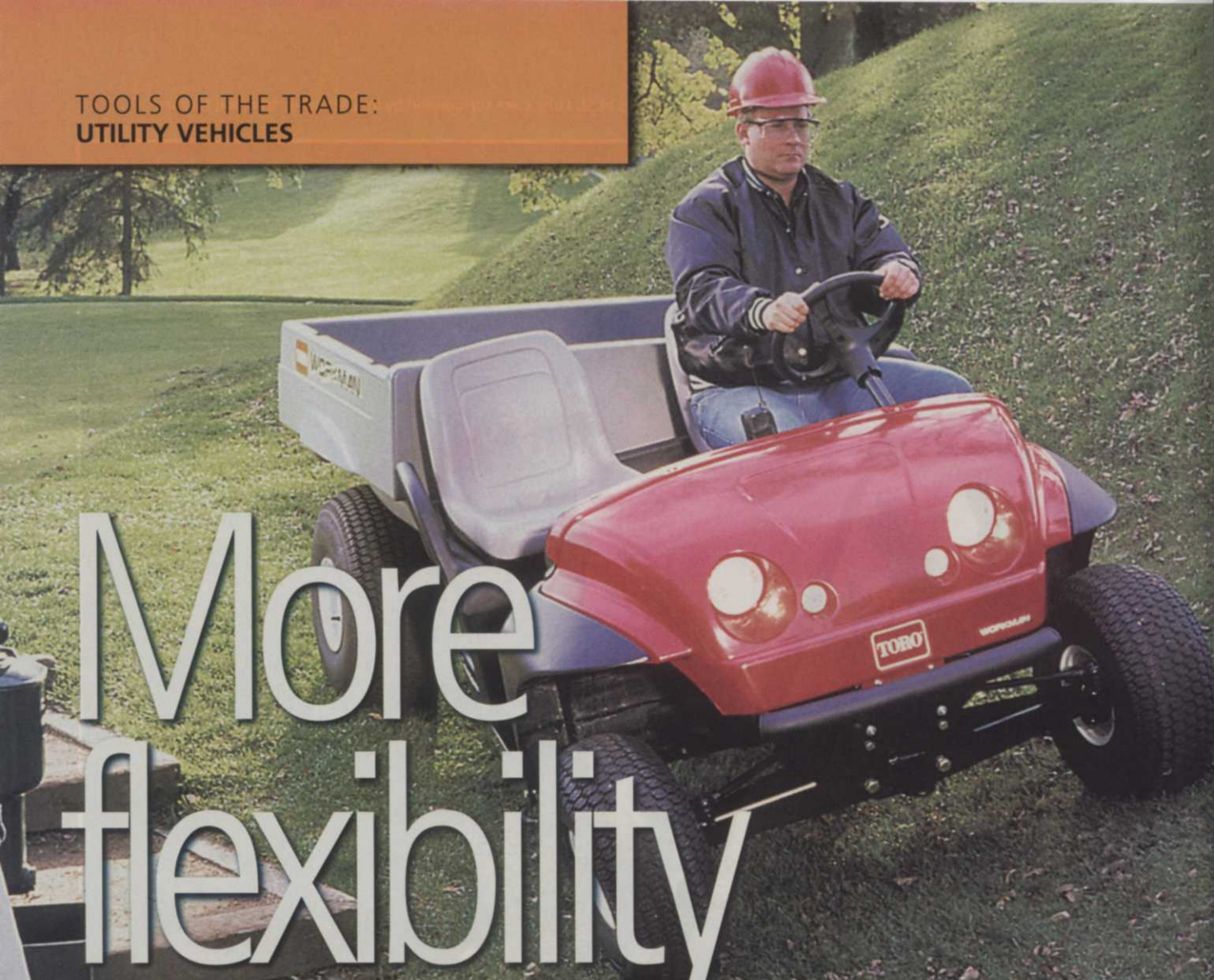
PGMS
Landscape
MANAGEMENT

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 2001 Awards, contact PGMS at:

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

The sandstone and brick and ivy covered walls of one of the oldest buildings of St. Luke's are surrounded by immaculately trimmed bushes.





More flexibility

BY VICKY POULSEN

These grounds professionals discuss why utility vehicles have become an absolute necessity

Small enough to get into tight spaces but tough enough to do the job of their big truck counterparts, today's utility vehicles have greater power, payload and traction abilities that give landscape professionals more flexibility in their day-to-day operations.

An increasing number of landscape professionals are finding that utility vehicles have become an absolute necessity, especially in areas like university campuses where parking is a problem. We talked to university grounds managers and others to find out just how useful these utility vehicles are, and here is what they had to say:

▲ PHOTO COURTESY: THE TORO COMPANY

MEDIUM PROPERTY

Name: Greg Burriss

Title: Grounds manager

Company: Furman University

Location: Greenville, SC

2000 budget: \$1 million

Company profile: "We have 80 acres of turf on the athletic grounds and 80 acres on campus grounds. The total acreage we maintain is 400 acres. We have nine grounds workers for the athletic areas, 12 with campus grounds and two on the



Burriss

Many grounds operations have Club Car's Carryall, which is adaptable to light and heavy work.

PHOTO COURTESY CLUB CAR



nine-acre president's estate. We perform total grounds maintenance care and landscape implementation.

Equipment arsenal: "We have 10 half-ton Chevy trucks, a one-ton Ford dump truck, two five-ton Ford dumptrucks, seven golf cars, one Cushman sprayer, one kromer painter, one 4x4 Club car, and three John Deere Gators.

Purchasing decisions: "We buy new except for the golf cars."

Dream vehicle: "A three-quarter ton 4x4 with turf tires, heavy duty dumpbed, winch and weather band radio — and 40 miles to the gallon!"

SMALL PROPERTY

Name: Chris Fay

Title: Grounds manager

Company: University of North Carolina at Greensboro

Location: Greensboro, NC

2000 budget: \$873,400

Company profile: The University of North Carolina at Greensboro is located on a 197-acre campus in the Piedmont Triad Region with 3.1 million gross sq. ft. of building space. The grounds department performs services such as maintenance of the golf course and soccer stadium, moving, commencement decoration and set-up, placement and collection of extra trash receptacles for outdoor events, preparation of athletic fields for major events, coordination of utility excavations and special landscape design, excavation and installation. The grounds division also houses the Solid Waste Management Division. One supervisor, three full-time and seven part-time laborers care for the athletic fields.

Equipment arsenal: "Ten pickups (Dodge/Ford half-ton), three two-ton dump trucks and two Cushman trucksters (gas) with spray tanks. We also use a John Deere Gator (gas) to haul and dump clay and mulch to sand fields/golf course and a John Deere (gas) infield Groomer. We drag baseball and softball infields and groom sand traps with a Tenant litter vacuum unit (gas). We have three used golf-type Club cars (electric) and one used six-passenger Club car (electric) to give tours of campus grounds and transport seasonal workers across campus."

Purchasing decisions: "We buy new units based on a bid process because we're a state institution. We've had good luck with used units from golf courses, too."

Chris Fay drives one of his Cushman trucksters.



PHOTO COURTESY BERT VANDERVEEN

LARGE PROPERTY

Name: Michael Lynch

Title: Account manager

Company: Environmental Management Services, Inc.

Location: Columbus, OH

2000 revenue: \$10.8 million

Business mix: Mostly commercial

Company profile: Mark Wehinger started Environmental Management Services, Inc. in 1992 as a commercial landscaping company. Installation services were added to complement maintenance contracts. "Since that time, we have grown into a full-service landscape contracting company that performs such services as design build, installation, irrigation, seasonal color, bird aversion and snow removal. We have 160 employees, and our business mix now consists of 70% commercial maintenance and 30% installation."

Equipment arsenal: "The utility vehicle we get the most use out of is the Exmark Lazer converted turf tractor, a zero-turn tractor with a dry fertilizer hopper added to the front and liquid tanks added to the back with both hand wand and boom spray applicators."

Purchasing decisions: "We have three of these Exmark vehicles in our fleet. Two were purchased new in 1998 and one in 1999. We plan to purchase another next year."

Dream vehicle: "These machines take care of our needs, but we're going to have a large boom added to our next purchase."



©2000

Always read and follow label directions.
Canvas is susceptible to light and
moisture.

SXV 732

IT'S ONLY HUMAN NATURE TO WANT THE BEST OF BOTH WORLDS.

The conventional wisdom on grub control is shifting from a curative to a preventive approach. Fortunately, MACH 2® Turf Insecticide offers effective preventive grub control with a powerful curative component as well.

Apply MACH 2 once before egg-hatch to prevent grubs all season long. Or apply shortly after egg-hatch to cure grubs up through the second instar. Make the choice that suits your schedule and resource availability.

And don't worry about watering MACH 2 in immediately. Unlike other products that degrade on the surface in a single day, MACH 2 can wait 2 weeks or more for your customers—or mother nature—to water it in without sacrificing effectiveness.

Prevent or cure. Unmatched irrigation flexibility. Effective control with an award-winning environmental profile. Only MACH 2 truly gives you the best of *all* possible worlds.

For more information, call 1-888-764-6432 ext. R3107, or visit our website at www.mach-2.com.

**MACH 2**[®]
TURF INSECTICIDE

**IT'S ALL YOU NEED
TO PREVENT OR CURE.**



PRESIDENTIAL GREEN CHEMISTRY CHALLENGE WINNER

Circle No. 122 on Reader Inquiry Card

IT'S ONLY IN
TO WANT THE BEST

Muscle up

Manufacturers of utility vehicles keep making them stronger, more versatile and more efficient

Vehicles with more horsepower and greater payload capacity are what contractors are looking for, and manufacturers are responding by putting more muscle in their products. We asked several manufacturers what the driving force was in their design of these products, and here's what they had to say:

ASV, INC.,
GRAND RAPIDS, MI
218/327-3434

Brad Lemke, director of new product development
Utility vehicle: RC30 all-surface loader
Key trends: "We'd been building larger rubber-track vehicles for a number of years, then
ASV RC30 ▼

heard more people talk about smaller machines. In response, we developed the RC30."

Best features: "Our rubber-track technology allows our machines to go anywhere."

On the horizon: "I think there will be multiple models of rubber-track machines to choose from, and more choices in size and horsepower."

JOHN DEERE,
TRIANGLE PARK, N.C.
800/537-8233

Collis R. Jones, product marketing manager, vehicle group
Utility vehicles: Gators
Key trends: "Landscape professionals need a versatile vehicle that will allow them to efficiently

haul and tow needed supplies."

Best features: "John Deere Gators are popular because of the engine options and varying payload capacities."

Finance/purchasing decisions: "Most landscape professionals own their units, but for large jobs and immediate needs, Gators have become a popular item with rental companies."

THE TORO COMPANY,
BLOOMINGTON, MN
612/888-8801

Jody Hinkle, marketing communications manager
Utility vehicle: Toro Twister, Toro Workman 2100 and 1100 mid-duty vehicles
Key trends: "Utility vehicles are becoming more popular within the landscape marketplace. The new breed of vehicles have greater power, payload and traction abilities."

Best features: "Toro utility vehicles offer the highest horsepower and payload available, and the Toro Active In-Frame suspension and traction system allows for the vehicles to easily and comfortably get to a work site."

Finance/purchasing decisions: "Vehicles are typically owned.

Landscape professionals will primarily shop their local dealers. Larger, national landscape companies are more likely to have a distributor relationship."

On the horizon: "More vehicles in this class will offer more power, which means more advancements in attachments."

OTHER MANUFACTURERS:
Kawasaki Motors Corp., USA
949/770-0400

Broyhill
800/228-1003

Club Car
800/258-2227

Kent Mfg. of Venice, Inc.
800/330-5368

Mitsubishi Fuso Truck of America, Inc.
877/202-9650

MTD Products, Inc.
330/225-2600

Read www.landscapemanagement.net
More

Visit our Web site to read about what other manufacturers have to say about trends in the utility vehicle market.



UTILITY *vehicles*



Haul anything

Club Car utility vehicles' durable, lightweight aluminum construction makes them tough enough to maneuver through rugged industrial sites without damaging turf. They feature a 351cc, 11-hp key-start gasoline engine and can haul up to 1,200 lbs. total vehicle load. Maximum speed is 18 mph. Also has a cargo box. For more information contact Club Car at 800/258-2227 or www.club-car.com / circle #270

Light it up

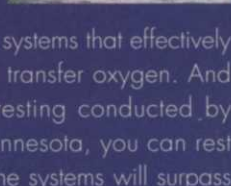
E-Z-GO Textron's Workhorse LX line features the truck-like cowl from the Workhorse ST 350 and provides the same differential scuff guards, tubular front bumpers, bed liners, horns and fuel gauges or charge meters. For more information contact E-Z-GO at 706/798-4311 / circle #271

Twistin' away

Toro's 11-hp Workman 1100 and 16-hp Workman 2100 feature Active In-Frame suspension and flotation tires for high payload capacity. For more information contact Toro at 612/888-8801 or www.toro.com / circle #272

Maybe It's Time to Look into an Aeration System

No one should have to live with poor water quality. Being the industry leader for over 50 years, Otterbine offers a variety of surface spray and sub-surface aeration systems that effectively circulate water and transfer oxygen. And with independent testing conducted by the University of Minnesota, you can rest assured that Otterbine systems will surpass all industry standards and your expectations. The result? Beautiful, healthy waterways—on the surface, as well as below where it counts!



1-800-AER8TER
610-965-6018 • www.otterbine.com

Product leasing available.



◀ Polaris Industries' utility task vehicle

Crew-sing

Beginning in 2002, Mitsubishi Fuso Truck of America, Inc. will offer a Crew Cab for its FE-5P

with automatic transmission. The seven-seater truck features a 175-hp engine, 165.4-in. wheelbase and 14,500-lbs. GVWR. For more info contact Mitsubishi Fuso at 877/202-9650 / circle #273

Like a pro

Polaris Industries' Professional Series Workmobiles include the All-Surface Loader, Utility Task Vehicle, ATV Pro and others. The UTV is available in 2x4, 4x4 and 6x6 models. For more information contact Polaris at 763/542-0500 / circle #274

Tread carefully

Kawasaki's Mule 3020 utility vehicle features smooth-tread 20-in. tires and can carry 803 lbs. and tow 1,200 lbs. For more information contact Kawasaki at 949/770-0400 / circle #275

No stopping here

The John Deere ProGator utility vehicle is available in 23.5-hp diesel and 26-hp gas versions. The vehicles have a five-speed, fully synchronized transmission that lets the operator keep going without stopping to change gears. For more information contact John Deere at 800/537-8233 / circle #276

On track

All Season Vehicles' RC30 is a driveable, all-surface loader that fits in the back of a pickup and features rubber-tracked technology. For more information contact ASV at 800/346-5954 / circle #277

Use force

Broyhill Company's TerraForce has a 2,400-lb. payload capacity, cab forward design, standard power steering and mid-engine placement for balance and service access. For more info contact Broyhill Company at 800/228-1003 / circle #278

Out of the box

Aluminum utility boxes from Kent Mfg. of Venice, Inc., offer the chance to have a utility vehicle with the features of a factory direct model but at a fraction of the cost. For more information contact Kent at 800/330-5368 / circle #279

Trac Vac Makes a Vacuum for all your needs

Palmor Products Inc. is proud to be celebrating 26 years in manufacturing the Trac Vac Lawn Vacuum. Starting with the models 560 and 450 for garden tractors in 1975; the line has expanded to over 15 configurations ranging from 3.5 to 11 horsepower and from 8 cubic feet to 50 cubic feet capacities. Latest models include the 652 steerable vacuum for the mid mount zero rider, the 662 for compact tractors and the 2116 truck loader.



**COMMERCIAL
LAWN CARE
EQUIPMENT**



PALMOR
PRODUCTS, INC.

P.O. Box 38
Thorntown,
Indiana 46071
(765) 436-2496
(800) 872-2822
www.trac-vac.com

Circle 121

Green Space

Brian Vinchesi

President, Irrigation Consulting, Inc., Pepperell, MA, and president of ASIC

BY JASON STAHL

What is ASIC (Association of Irrigation Consultants)?

ASIC was started in 1970 in California. It's a group of independent irrigation consultants, "independent" meaning their product selection is unbiased. They work for the benefit of the client. Most irrigation consultants are looking out for the client's best interests and selecting the best products for the application.

What exactly does an irrigation consultant do?

An irrigation designer does design, but irrigation consultants do project coordination. They look at the water supply, the electrical supply, the pump system, and where irrigation interfaces with everything else.

Do former irrigation contractors make better irrigation consultants?

It certainly doesn't hurt to have the perspective of an irrigation contractor. We're required to have a certain amount of experience and/or education — you can't just have one or the other. It helps to have some horticultural or landscape or other Green Industry experience. Some members are engineers, others are agronomists. Some have two years of college, others have four, some have none.

Who are your typical clients?

We have consultants who handle only golf courses, and some that only handle commercial/residential clients such as landscape architects, developers or cities working

on parks or recreation complexes.

What is an irrigation consultant's ultimate goal?

To bring a project in on budget and have it operate the way it was intended.

How much does water conservation play into your business decisions?

Water conservation is always an issue. Irrigation consultants provide the most efficient system based on the equipment available. The East is far worse when it comes to conservation issues — authorities there have no respect for irrigation and create laws that are hurtful to

the irrigation industry. The West respects irrigation and acknowledges a need for it.

Are there a lot of irrigation consultants out there?

No, but the market for them is growing. In the East, you can get irrigation consulting for free but it won't be independent.

Vitals

- Years in business: 13
- Projected growth for 2001: 10-15%
- Number of employees: 12 full-time
- Business mix: 50% commercial, 50% golf

What's the biggest project you've worked on?

The "Big Dig" in Boston. There are several different projects on the irrigation side, mostly drip irrigation. It's frustrating because it's one big project divided into all kinds of little projects.

Why should someone hire an irrigation consultant?

They're going to give a client the best irrigation system that will conserve water, last long, reduce owner maintenance, and pay for itself more quickly. And it will cost less in the long-term.

BE AN URBAN TREE TROUBLESHOOTER



There could be several reasons why grass isn't growing under a tree, but knowing what they are and how to address them will please your customer.

Solve your clients' tree/landscape problems by understanding how they interact

BY LEONARD PHILLIPS

Being able to identify and diagnose common tree-related problems on clients' properties will help you to retain these customers. It will also provide you with opportunities to offer additional services.

Here are some of the most common questions that customers ask about their trees, and answers to help you diagnose and solve their problems.

Question – *Why is the grass dying under the tree?*

Answer – The answer isn't always clear. Is the grass always in the tree's shade or just for a couple of hours a day? If it's always in shade, remove the lower branches and/or thin the canopy to allow more sunlight to reach the grass. If shade is present for four hours or less each day, it's probably not the problem. Chances are that the grass is a general-mix turf, and four hours of shade isn't a hindrance to most grass cultivars. If the grass is a sun-loving variety, several hours of shade would be a problem.

Look at the tree's roots. If they are shallow, determine if the tree is a variety that's suited for the site. Examine the quality and structure of the soil.

If the tree isn't suited for the site, recommend replacing it with a more desirable species. If the customer isn't happy with this, cover the roots with a couple inches of sandy loam and re-seed the area with a shade tolerant seed mix.

Conditions caused by poor or compacted soil can be improved by deep-tine aeration followed by a topdressing of sharp sand. After topdressing, add a couple inches of sandy loam and re-seed with a shade tolerant grass mix. Your goal is to loosen the soil and add loose topsoil to improve drainage and oxygen penetration to the tree roots. Bedrock issues require a massive amount of money and professional expertise.

continued on page 46

URBAN TOLERANT TREES

BOTANICAL NAME

- *Abies concolor*
- *Acer campestre*
- *Acer x freemanii*
- *Acer griseum*
- *Acer nigrum* 'greencolumn'
- *Acer rubrum* 'franksred'
- *Acer saccharum*
- *Acer tataricum*
- *Acer truncatum x platanoides* 'warrenred'
- *Amelanchier x grandiflora* 'autumn brilliance'
- *Betula utilis* var. *jacquemontii*
- *Betula nigra* 'heritage'
- *Carpinus betulus* 'fastigata'
- *Cercidiphyllum japonicum*
- *Cladrastis lutea*
- *Cornus hybrid*
- *Cornus kousa* 'Milky Way'
- *Corylus colurna*
- *Eucommia ulmoides*
- *Ginkgo biloba* 'PNI 2720'
- *Gleditsia triacanthos inermis*
- *Halesia tetraptera*
- *Kalopanax pictus*
- *Koelreuteria paniculata*
- *Lagerstroemia indica*
- *Maackia amurensis*
- *Magnolia hybrid*
- *Magnolia virginiana*
- *Malus species*
- *Metasequoia glyptostroboides*
- *Nyssa sylvatica*
- *Ostrya virginiana*
- *Oxydendrum arboreum*
- *Parrotia persica*
- *Phellodendron amurense* 'macho'
- *Pinus parviflora*
- *Platanus x acerifolia* 'columbia'
- *Prunus subhirtella* 'rosy cloud'
- *Pseudotsuga menziesii*
- *Pyrus calleryana*
- *Pyrus calleryana* var. *fauriei*
- *Quercus bicolor*
- *Quercus rubra*
- *Sophora japonica* 'PNI 5625'
- *Syringa reticulata* 'ivory silk'
- *Taxodium distichum* 'mickelson'
- *Tilia tomentosa*
- *Ulmus americana* 'princeton'
- *Zelkova serrata* 'village green'

VARIETY

-
- 'Evelyn'
- Autumn blaze/celebration
-
- Greencolumn
- Red sunset
- Fairview, legacy, green mountain
-
- Pacific sunset
- Autumn brilliance
- Whitebarked Himalayan
- Heritage
- Pyramidal
-
-
- Aurora, celestial, stellar
- Pink constellation, Ruth Ellen, star dust
- Milky Way
-
-
- Princeton sentry
- Moraine, shademaster, skyline
-
-
-
- Apalachee, biloxi, Byers white, centennial spirit
-
-
-
- Adams, centurion, golden raindrops, prairifire, sugar tyme
-
-
-
-
-
- Macho
-
- Columbia
- Rosy cloud
-
- Capital, Cleveland select, Edgewood, redspire
-
-
-
- Regent
- Ivory silk
- Shawnee brave
- Green mountain, sterling
- Princeton
- Village green

COMMON NAME

- White fir
- Queen Elizabeth hedge maple
- Freeman maple
- Paperbark maple
- Black maple
- Red maple
- Sugar maple
- Tatarian maple
- Shantung maple
- Serviceberry
- Birch
- River birch
- European hornbeam
- Katsura tree
- Yellowwood
- Stellar series
- Kousa dogwood
- Turkish hazelnut
- Hardy rubber tree
- Ginkgo
- Honeylocust
- Carolina silverbell
- Castor-aralia
- Goldenrain tree
- Crape myrtle
- Amur maackia
- Galaxy magnolia
- Sweetbay magnolia
- Crabapple
- Dawn redwood
- Black tupelo
- American hop hornbeam
- Sourwood
- Persian parrotia
- Amur corktree
- Japanese white pine
- London planetree
- Cherry
- Douglas fir
- Callery pear
- Pea pear
- Swamp white oak
- Northern red oak
- Scholar tree
- Tree lilac
- Bald cypress
- Silver linden
- American elm
- Zelkova



continued from page 44

The best solution to the shallow root problem may be to replace the struggling grass with mulch. If your customer doesn't like this approach, recommend a ground cover. Select the best plant for the site and make no guarantee of survival. It will take several years for a ground cover such as vinca minor or pachysandra to establish itself

while competing with vigorous tree roots.

Consider buying ground covers in nursery pots and planting them pot and all in between the tree roots to delay tree root competition with the ground cover and speed up the ground cover establishment period.

Question – *What causes some sidewalks, streets or driveways to crack and lift up?*

Moving a walk further away from a tree's root flare is one way to reduce cracking and lifting.

Answer – Shallow roots are again the problem because they try to penetrate the soil beneath the pavement. The impervious surface prevents groundwater from evaporating, so it accumulates under the pavement. The tree roots seek the water and grow in the narrow band of moisture just under the pavement.

■ Remove and replace the trees with deep-rooted trees, or plant the trees further from the pavement.

■ Replace the sidewalk, street or driveway with a higher surface.

■ Relocate the pavement further away from the tree's root flare.

■ Add a bituminous ramp over the raised pavement to eliminate any tripping hazard.

■ Improve soil conditions to encourage roots to grow deeper.

■ Use physical root barriers or herbicide-treated fabric after careful root pruning to prevent the roots from growing under the pavement. Make sure that removing any root over two inches in diameter will not affect tree stability and increase your personal liability. This approach is best done with a new planting so the barrier does not harm the tree's structure.

Question – *The tree is dropping branches.*

How can it be stopped?

Answer – Assess the tree's condition. If it's in good health, check for animals in the tree. If you see stubs, broken branches and deadwood, consider pruning.

Check the tree's vigor for the past five years by measuring the distances between the terminal bud scars on a branch. If there is a steady decrease in the distance, the tree is in decline. Check the soil for insects or disease problems, and obvious problems around the trunk or on the leaves.

Has there been construction around the tree in recent years? Is there evidence of root damage? If the tree is old, recommend that a

Daniels Box Plow



Steel Trip Edge cleans hard packed snow and ice better than a rubber edge!



- Patented Trip Edge
- Replaceable cutting edges
- Individual sections that trip
- Clean down to pavement
- Superior Back Dragging
- Snow guard increases capacity
- Bucket Mount or Quick Disconnect
- Daniels quality rugged construction
- Multiple sizes available 10' to 32'

DANIELS
Box Plow

847-426-1150 • Fax 847-426-1171 • www.danielsplows.com

Circle 123

new tree be planted nearby so that when the old tree dies, the new one is established and the loss will be less severe.

Don't rule out environmental damage such as air pollution, road salt damage or drought stress, even from several years ago.

Ron Despres, municipal arborist for Wellesley, MA, is often called to a residence where a sugar maple is showing signs of decline. He tells the resident that the sugar maples were planted 40 to 80 years ago when the air was cleaner, and since the trees can't



Adding a bituminous ramp over pavement raised by roots will reduce tripping.

get up and move to New Hampshire or Vermont where the air is still clean, they're dying.

Too many crowns?

Despres recommends replacing the trees with urban tolerant ones, such as the Green Mountain sugar maple. This variety's waxy leaves allow rain to wash pollution away and prevent the tree from being poisoned.

While at your customer's yard, look at the tree's crown. Does the tree have two tops? Homeowners rarely notice this and hardly ever perceive it as a problem. Removing one of the co-dominant leaders will allow the tree to do better, and the customer will be relieved that the tree was saved and a potential hazard eliminated.

If you can see a problem and can't figure out the solution, bring in a professional, certified arborist. Once you notice the problem and bring it to your customer's attention,

you must be sure the tree is safe and you're not liable if anything happens to it. **LMI**

— Leonard Phillips is a landscape architect

who served as Park & Tree Superintendent in Wellesley, MA, for 20 years. He can be reached at lenphillips@yahoo.com.

MARUYAMA

commercial landscape equipment



Maruyama. Commercial Tools.

From firefighting to landscaping, agricultural to industrial, in over 80 countries, we build tools rugged, reliable and powerful. The sort professionals count on to work as hard as they do . . . every day. True commercial tools.

Our tools are built tough and they're built well. They're crafted with an attention to detail and a focus on value. Real value. Not the kind that means cheap. But the kind that means more power, more productivity, less



WON'T STOP UNTIL YOU DO.

downtime, less lost time.

We know there is a lot of so-called commercial equipment out there. But don't be fooled by heavy-duty names and tough talk. You be the judge. Look us over, pick us up, try us out. Compare. Be convinced. **Maruyama.**

TRIMMERS | BRUSHCUTTERS | BLOWERS | EDGERS | HEDGE TRIMMERS | SPRAYERS | PUMPS

© 2000 Maruyama U.S. Inc. | 425.885.0811 voice

WWW.MARUYAMA-US.COM

Circle 124

Creating a friendlier pond

BY CURT HARLER / CONTRIBUTING EDITOR

Landscape architects and designers are trained to deal with hard-scapes like bridges and decks; they're good with livescapes like trees and bedding plants. But few have extensive backgrounds in waterscapes, one of the hottest trends in today's landscape market.

Properly designed water features are living biosystems. Landscapers' goal should be to create a bio-friendly pond, and the latest products aim to make that easy.

Perhaps the biggest mistake designers make is not making a pond big enough. Gary Wittstock, president of Pond Supplies of America, Yorkville, IL, says a pond should be at least 8 ft. by 10 ft., and deep enough to support fish and plants.

"We tell people to design a big pond, to use a skimmer and to establish a natural ecosystem with plants and fish," he says. Koi, a Japanese carp, fits well in such designs.

Proper pumping is another key. "Give clients an efficient pump," Wittstock says. "It's vital that they run the pump both day and night, since nighttime is when the plants are growing." He advises putting the pump in a skimmer that will biologically filter and clean the water before it goes through the pump. "This protects the pump, too," he says.

One final tip is to avoid tinkering with the filter. "Taking the biological filter apart too often is like transplanting a tree every week. It destroys its efficiency," Wittstock says.



▲ Otterbine Barebo's Phoenix aerating fountain

AEROMIX SYSTEMS

800/879-3677

www.aeromix.com

Aeromix's AquaTornado II surface aspirating aerator features a larger-diameter stationary draft tube with unrestricted air intake and a propeller that's nearly four times larger than the competition. Units come in 2-hp single-phase as well as 2- and 3-hp 3-phase.

Circle #258

AQUAMASTER FOUNTAINS & AERATORS

800/693-3144

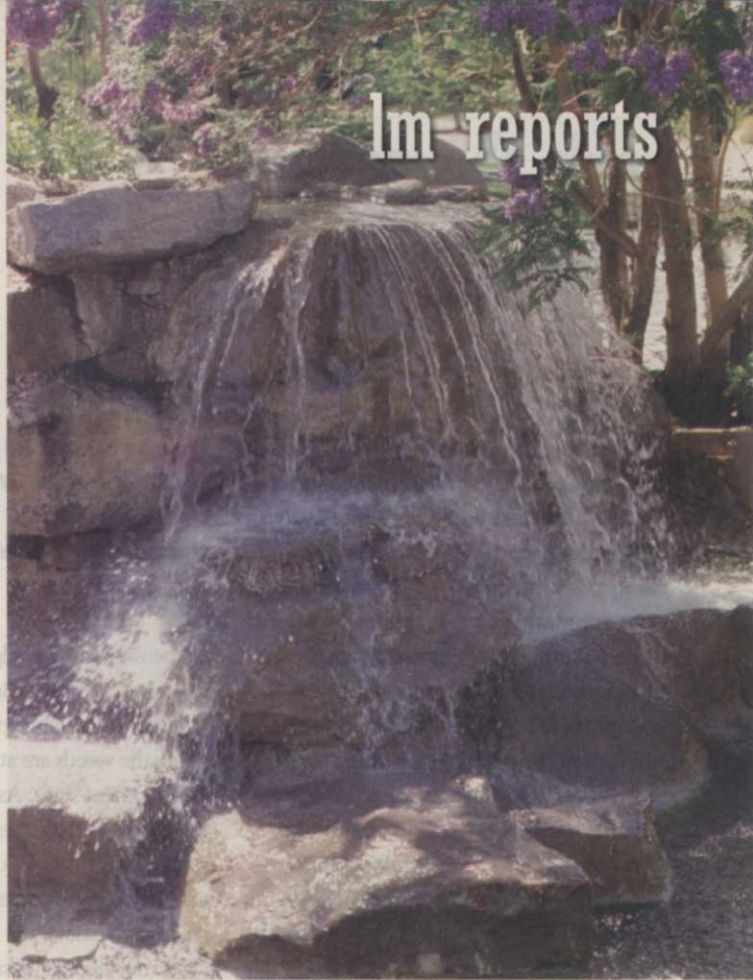
www.aquamasterfountains.com

Floating surface aerators from Aquamaster Fountains, Kiel, WI, are capable of creating a random boil or bubble effect on the water's surface. This low profile aerator is easily installed and works efficiently with any depth. Units are available from 1 to 5 hp.

Circle #259

Pond design tips

- ▶ **Make pond big enough**
- ▶ **Establish natural ecosystem with plants and fish**
- ▶ **Use an efficient pump**
- ▶ **Avoid tinkering with filter**



AQUASCAPE DESIGNS

800/306-6227

www.aquascapedesigns.com

One item number gets you everything you need to build a pond — except for the rocks and water.

The 11x11 mini pond kit from Aquascape Designs, Batavia, IL, is a complete kit for building an 11x11-ft. pond two ft. deep. It includes the Aquascape pump and a 15x15-ft. liner. Kit sizes range from the 4x6-ft. package through the 11x16-ft. size with 15x20-ft. liner.

Circle #260

HORIZON GOLF

800/545-9210

www.horizongolf.net

Whether it's heavy duty pond liners or rock walls for water features, Horizon Golf, Evansville, IN, has many offerings. Company provides PVC liners that come in thicknesses ranging from 20 to 30 mils. Their rockwork is based on pumped concrete features which form outcroppings, shorelines or waterfalls.

Circle #261

CLEAR WATER

800/756-7946

clrwater1@aol.com

New From ClearWater Enviro Technologies is the ScaleBlaster,



which eliminates formation of limescale deposits in sprinkler systems, irrigation lines and other pipes without need of water softening equipment, salts, chemicals or maintenance.

Circle #262

LANDSCAPE DESIGNS, INC.

800/306-6227

www.aquascapedesigns.com

For the wholesale market only, the catalog from Aquascape Designs, Batavia, IL, features a complete line of kits designed for contractors who build larger ponds. Also available are several models of skimmers, which eliminate routine maintenance by removing debris before it fouls pumps or sinks to the pool's bottom.

Circle #263

NDS PRO

800/726-1994

www.ndspro.net

A complete line of Catch Basins from NDS Pro, Lindsay, CA, is available through most major wholesale landscape, plumbing and building material outlets. They come in sizes from a six-in. round basin which fits three- and 4-in. corrugated and sewer and drain pipe. In addition, there are 9, 12, 18 and 24-in. versions.

Circle #264

OASE

805/383-1888

www.oasepumps.com

Strata-vator aerating pumps from OASE, Camarillo, CA, feature up to nine easily interchangeable display patterns. Motor sizes range from 0.5- to 2-hp models in the Midi line and 5- to 15-hp in the Maxi line.

Circle #265

OTTERBINE BAREBO, INC.

800/237-8837

www.otterbine.com

A full line of aerating fountains from Otterbine Barebo, Emmaus, PA, includes the Sunburst, with spray heights from 4 to 11 ft. 1 to 5 hp. The Gemini provides 5- to 15-ft. sprays at the same horsepower, moving 555 to 1,125 gal. per minute. For geyser fountain effect, check out the Rocket, spraying 11 to 25 ft. powered by 1- to 5-hp motors. The Nova thrusts water 95 ft. into the air. Catalog available from vendor.

Circle #266

POND SUPPLIES OF AMERICA

888/742-5772

Complete catalog of liners, water, fish and plant care items is available from Pond Supplies of America, Yorkville, IL. Aimed at dealers and installers, it includes sales and building tips and most of the materials needed to build a waterscape.

Circle #267

POND SWEEP MFG.

630/553-3088

www.pondsweep.com

Three fiberglass skimmers and a Purifalls biofilter are the latest additions to the pond care line from PondSweep Manufacturing, Yorkville, IL. New skimmers are for ponds of 500 to 40,000 gal.

Circle #268

TURF DRAINAGE OF AMERICA

800/999-2794

The Turf Drain Siphon System from Turf Drainage of America, Marrero, LA, moves water a long distance with little elevation change. No special connectors are needed. PermaBasin collects seepage water as well as surface water.

Circle #269



ask the expert

BY BALAKRISHNA RAO

Oversight?

In your July 2001 column you overlooked two applications of microinjection technology for insect management. Gypsy moth infestations have been controlled using microinjection of systemic insecticides for many years in the northeastern United States. Microinjected insecticides can be particularly effective in controlling gypsy moth infestations on tall shade trees and in dense plantings. In these cases, effective spray coverage is difficult to obtain in urban conditions. The systemic insecticide imidacloprid (Merit) is available in a microinjection formulation known as Imicide. Research trials in California have shown that Imicide can remain effective in the control of red gum leprosy for 15 months. In their research trials, USDA scientists found similar long-term activity of microinjected Imicide formulations on the Asian longhorned beetle.

— MA

Thanks for reminding me about microinjection technology. When I suggest some treatments, I normally mention the use of products "such as" and don't endorse any particular product. In my opinion, microinjection technology is a useful way to manage specific plant disorders. It offers an alternative to conventional spraying where spraying is not desirable, permitted or feasible for various regulatory or operational reasons. Reports from arborists indicate that because of the need for wounding during injection, some prefer to use the system only when they have no other means of managing plant disorders or when specific bids call for injection treatments.

Getting rid of goosegrass

How can we get rid of goosegrass in our customers' lawns? Will Dimension herbicide do a good job? Our goal is to control crabgrass as well as goosegrass.

— IL

Dimension should help manage crabgrass and goosegrass when applied prior to germination. In addition, it will help manage crabgrass when the weeds are at the 2-3 leaf development stage. As they begin to produce tillers, mix with post-emergent herbicides such as MSMA or Acclaim, or use post-emergent herbicides such as Drive or Acclaim. Some of the post-emergent herbicides may discolor desirable turfgrass, so make sure the soil has sufficient moisture while treating to minimize phytotoxicity. Don't worry if discoloration occurs — it's usually temporary and, with the onset of good moisture and turfgrass growth, will disappear.

Grub attack

White grubs such as Japanese beetles, northern masked chafers and possibly May/June beetles are causing problems on our clients' properties. In the past, we've used insecticides such as Oftenol and Dylox to control grubs. Now, we're thinking of using Mach 2. When can we use Mach 2 to get the best control? How critical is watering after treating? Also, can you offer advice on how to prevent animals from feeding on lawns?

— MI

White grubs such as Japanese beetles (*Popillia japonica*), northern masked chafers (*Cyclocephella borealis*) and May/June beetles

(*Phyllophaga spp.*) are all included under the Mach 2 label.

According to the label, Mach 2 may be used either as a preventive treatment or as an early curative treatment. It suggests using only one application at 2.2 fl. oz./1,000 sq. ft. An application of Mach 2 should be made prior to egg hatch or when larvae (grubs) are small. In your area, that time period should be mid-July through early August. Monitor pest activity to discover your area's best treatment time. Also, it's important to identify grubs and their life cycle — one year or two to three years. To do this, examine their raster pattern (i.e. the arrangement of small hairs in the last body segments) by turning them over and examining the last body segment.

Mach 2 doesn't depend on water to be activated. If you want to improve efficacy, however, you should water to move the product through the thatch layer. If drought conditions exist, consider watering to obtain good results. Avoid mowing until the product is washed off leaf blades, or irrigate enough to wash the material on to the target pests. Grubs feed at the soil and root interface beneath the thatch layer, so that's where the product needs to reach.

Preventing grubs would help prevent lawn damage from animals to some extent. However, some of these animals feed on other food sources such as earthworms. The best way to manage large animals like raccoons or skunks is to trap and remove them from the property. Consult your local cooperative extension service or animal control department for proper removal of trapped animals.

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.



Landscape MANAGEMENT

October 2001

This card is void after December 15, 2001

I would like to receive (continue receiving) LANDSCAPE MANAGEMENT free each month:
 Yes no

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS* _____
 CITY _____ STATE _____ ZIP _____
 *Is this your home address? Yes No
 PHONE (____) _____ FAX (____) _____
 E-MAIL ADDRESS _____
 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) _____

- 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/Superintendent** - 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
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

Save TIME and fax it:
4 1 3 - 6 3 7 - 4 3 4 3

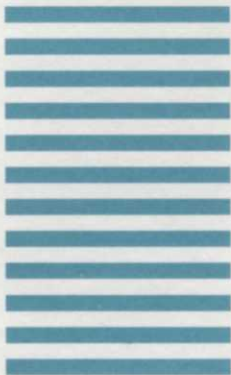
AN ADVANSTAR PUBLICATION
 ©2000 Advanstar Communications Inc. All rights reserved.



NO POSTAGE
 NECESSARY
 IF MAILED
 IN THE
 UNITED STATES

BUSINESS REPLY MAIL
 FIRST-CLASS MAIL PERMIT NO 950 PITTSFIELD MA

POSTAGE WILL BE PAID BY ADDRESSEE



Landscape MANAGEMENT

ADVANSTAR COMMUNICATIONS INC
 PO BOX 5054
 PITTSFIELD MA 01203-9697





NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL
FIRST-CLASS MAIL PERMIT NO 950 PITTSFIELD MA

POSTAGE WILL BE PAID BY ADDRESSEE



Landscape
MANAGEMENT

ADVANSTAR COMMUNICATIONS INC
PO BOX 5054
PITTSFIELD MA 01203-9697



Landscape
MANAGEMENT

October 2001

This card is void after December 15, 2001

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT free each month:

Yes no

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/Superintendent - 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) _____

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS* _____
 CITY _____ STATE _____ ZIP _____
 *Is this your home address? Yes No
 PHONE (____) _____ FAX (____) _____
 E-MAIL ADDRESS _____
 Signature: _____ Date: _____

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

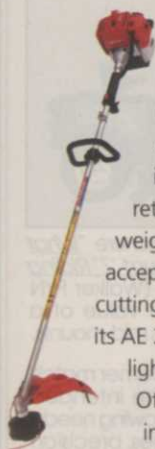
5A. If so, how often do you use it?

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

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

Save TIME and fax it:
413-637-4343

AN ADVANSTAR PUBLICATION
©2000 Advanstar Communications Inc. All rights reserved.



Brush up

Maruyama's BC2600 brush-cutter features electronic ignition and a Walbro carburetor for easy starts at idle. It weighs only 12.7 lbs., and accepts a wide variety of optional cutting heads. The company claims its AE 260 25.4cc engine is both lightweight and powerful.

Other features include chrome impregnated cylinders, chrome-moly crankshafts, and a quick remove engine cover.

For more information contact Maruyama at 425/885-0811 or visit www.maruyama-us.com / circle no. 250

First string

Husqvarna's string trimmers feature E-tech technology, designed to reduce emissions, and the LowVib anti-vibration system. Other features include ergonomic handles, Titanium Force trimmer line and several optional cutting heads.

For more information contact Husqvarna at 800/487-5962 or visit www.husqvarna.com / circle no. 251

Wheel deal

Bachtold Bros.' new line of walk-behind string trimmers feature an offset head for easy access to hard-to-reach places. No tools or disassembly of cutting head is required to change the cutting cord. Additional features include 20-in. Tuff wheels and 1-1/2-in. thick aluminum cutting head. It comes standard with a 5-hp Briggs & Stratton Quantum engine. Options include a 6-hp Briggs & Stratton Intek or 5-hp Honda engine.

For more information contact Bachtold Bros. at 217/784-5161 or visit www.bachtoldbros.com / circle no. 252



The straight and narrow

Caterpillar trenchers are designed to cut narrow, straight trenches in many soil types with the skid steer loader traveling in reverse with the boom angled down between 45 and 65 degrees from the horizontal position. The model T9 trencher operates to a maximum depth of 48 in. and maximum width of 10 in. The model T15 trencher operates to a maximum depth of 60 in. and maximum width of 12 in.

For more information contact Caterpillar at 309/675-1000 or visit www.cat.com / circle no. 253

Nice blades

The Grasshopper Company's 48- and 60-in. dozer blades move dirt, sand, gravel and snow, and dislodge ice from sidewalks and drives. They can operate straight ahead or 25 degrees left or right. Control lever permits pre-set height adjustment, while quick response foot control allows intermittent height adjustment. New 60-in. PowerBlade uses a self-contained hydraulic system for lift and variable left-to-right angling.

For more information contact Grasshopper at 620/345-8621 or visit www.grasshopper-mower.com / circle no. 254

No edginess here

Robin Products' BE221 edger features a 21.7cc displacement engine, diaphragm carburetor, 17 oz. fuel tank, 57" flex shaft, two-toothed cutting blade and loop handle. It weighs only 12.6 lbs.

For more information contact Carswell Imports at 800/929-1948 or www.carswelldist.com / circle no. 255

Fit and trim

Kawasaki Motors Corp. claims its string trimmers are one to three lbs. lighter than competitive trimmers with similar engine displacement. What also differentiates Kawasaki trimmers from others is the 2-cycle engine, which the company claims has more than enough power to get the job done, plus long run times on a single tank of gas.

For more information contact Kawasaki at 949/460-5688 or visit www.kawasaki.com / circle no. 256

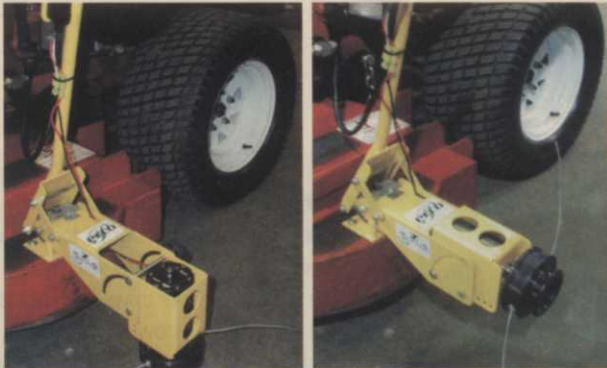
A walk in the park

Textron Golf, Turf & Specialty Products' new Bob-Cat midsize walk-behind mowers feature gear or hydrostatic drive, twin lever tracking control and cutting height adjustments without tools, and a top-mounted cutter spindle that protects against unexpected impacts. Hydrostatic models feature 15-, 17- or 21-hp Kawasaki V-Twin engines. Gear-drive models feature 15- or 17-hp Kawasaki V-Twin or 12-hp Briggs & Stratton VC single cylinder. Both models offer 36-, 48-, 53- and 61-in. decks.

For more information visit www.textrontrurf.com / circle no. 257



NEW Z TRIMMER



- Edge or trim at any angle from horizontal to vertical with one quick adjustment.
- Can be adapted to virtually any mower deck.
- Easily folds out of the way for transportation, and will not extend the deck width!
- Mount is spring loaded to swing away from obstacles for added safety.
- Increase productivity for all zero turn mowers.



LEADER IN TURF CARE INNOVATIONS

For more information, contact your local PECO dealer today

1-800-438-5823

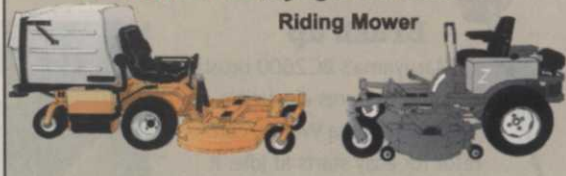
Circle No. 125

WALKER MID-MOUNT BUYERS GUIDE

WALKER VS MID-MOUNT A NOSE-TO-NOSE COMPARISON

Make an honest appraisal
BEFORE . . . buying a Mid-Mount "Z"

Riding Mower



Walker Manufacturing has introduced a new brochure "What you should know BEFORE buying a Mid-Mount 'Z' Riding Mower." This four-page, full-color brochure (Walker P/N 6895-18) is an honest appraisal of the true value of a compact, maneuverable, out-front Walker versus mid-mounts.

Provided is a 10-point checklist to help the customer match the best of these two styles of mowers to the intended application while understanding their real-life mowing needs. Guidelines such as; working on hills and slopes, precision handling, high-quality mowing, grass collection, trimming capability and five other "real world" mowing applications that a customer should consider before buying any commercial riding mower.

WALKER MOWERS

5925 E. Harmony Road • Fort Collins, CO 80528
(970) 221-5614 • www.walkermowers.com

Circle No. 126

STATEMENT OF OWNERSHIP, MANAGEMENT, AND CIRCULATION (Required by 39 U.S.C. 3685)

- 1. Publication Title:** LANDSCAPE MANAGEMENT
- 2. Publication Number:** 0894-1254
- 3. Filing Date:** 09/17/01
- 4. Issue Frequency:** Monthly
- 5. Number of Issues Published Annually:** 12
- 6. Annual Subscription Price:** \$46.00
- 7. Complete Mailing Address of Known Office of Publication:** 131 West First Street, Duluth, St. Louis County, Minnesota 55802-2065
Contact Person: Darryl Arquette
Telephone: (218) 723-9422
- 8. Complete Mailing Address of Headquarters or General Business Office of Publisher:** 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
- 9. Full Names and Complete Mailing Addresses of Publisher:** John D. Payne, 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
Editor: Sue Gibson, 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
Managing Editor: Jason Stahli, 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
- 10. This publication is owned by:** Advanstar Communications Inc., 7500 Old Oak Boulevard, Cleveland, Ohio 44130. The sole shareholder of Advanstar Communications Inc., is: Advanstar, Inc., 545 Boylston Street, Boston, MA 02116.
- 11. Advanstar Communications is the Mortgagee under a Credit Agreement dated October 11, 2000, as amended, with various lenders as named therein from time to time. The agent for the lenders is Fleet National Bank, Mail Stop MADE-100090, 100 Federal St, Boston, MA 02110. Holders of 1.0% or more of Advanstar Communications Inc. mortgages or other securities as of July, 2001, are as follows:** Bank of Montreal, 430 Park Av, New York, NY 10022; Barclays, 101 California St, Ste 1800, San Francisco, CA 94111; BHF Capital, 590 Madison Avenue, 30th Fl, New York, NY 10022; Credit Suisse First Boston, 11 Madison Av, 5th Fl, New York, NY 10010; Prometheus Investment Fund, 622 Third Av, New York, NY 10017; Mountain Capital CLO II, 2 World Trade Ctr, 79th Fl, New York, NY 10048; Apex CDO I, 401 South Tryon St, Three First Union Ctr, 15th Fl, Charlotte, NC 28288; Dresdner Bank, 75 Wall St, 5th Fl, New York, NY 10005; Fleet National Bank, 100 Federal St, Boston, MA 02110; Toronto Dominion, 909 Fannin St, Ste 1700, Houston, TX 77010; Wells Fargo, 6th & Marquette, N9305-072, Minneapolis, MN 55479; First Dominion Funding II, 466 Lexington Av, 14th Fl, New York, NY 10017; Bavaria TRR Corp, 150 East 42nd St, New York, NY 10017; Prime Income Trust, Two World Trade Center, New York, NY 10048; Centurion CDO II, 400 Continental Blvd, 6th Fl, El Segundo, CA 90245; AMMC CDO II, One East Fourth St, 3rd Fl, Cincinnati, OH 45202; Magnetite Asset Investors, 345 Park Av, 29th Fl, New York, NY 10154; Caravelle Investment Fund, 425 Lexington Av, New York, NY 10017; Flagship CLO 2000 I, 100 Federal St, Boston, MA 02109; Heller Financial, 500 West Monroe St, Chicago, IL 60661; Indosuez Capital Funding VI, 666 Third Av, 9th Fl, New York, NY 10017; Seaboard CLO, 32 W Pennsylvania Av,

- 3rd Fl, Towson, MD 21204; Katonah I, Ltd, Katonah II, Ltd, 230 Park Av, Ste 1625, New York, NY 10017; Octagon Investment Partners II, Octagon Investment Partners III, 380 Madison Av, 9th Fl, New York, NY 10017; Northwoods Capital, Northwoods Capital II, 245 Park Av, 26th Fl, New York, NY 10167; ELC (Cayman) 2000 - I, Tryon CLO Ltd, 401 South Tryon St, Three First Union Ctr, 15th Fl, Charlotte, NC 28288; Kemper Floating Rate Fund, KZH Riverside, Olympic Fund Trust Series 1999 I, Two International Plaza, Boston, MA 02110; CLO II, Prime Rate Income Trust, Senior Income Trust, One Parkview Plaza, 5th Fl, Oakbrook Terrace, IL 60181; Avalon Capital Ltd I, Avalon Capital Ltd II, Ceres II Finance Ltd, Charter View Portfolio, Oasis Collateralized High Income, 1166 Avenue of the Americas, 27th Fl, New York, NY 10036; Eaton Vance CDO II, Eaton Vance CDO III, Grayson & Co. Institutional Sr Loan, Oxford Strategic Income Fund, Senior Debt Portfolio, Senior Income Trust, 255 State St, Boston, MA 02109; NY Life Capital Partners, 51 Madison Av, Rm 203, New York, NY 10010; Travelers Corporate Loan Fund, Travelers Insurance, One Tower Square, 8th Fl, Hartford, CT 06183; KZH Shoshone, Oppenheimer Sr Floating Rate, 6803 Tucson Way, Englewood, CO 80112; Muirfield Trading, LLC, Sequis Cumberland I, Ltd, 8700 West Bryn Mawr, 12th Fl, Chicago, IL 60631; Franklin CLO I, Franklin Floating Rate Master Series, Franklin Floating Rate Trust, 777 Mariners Island Blvd, 3rd Fl, San Mateo, CA 94404; Ares III CLO, Ares IV CLO, Ares Leveraged Invest Fund II, 1999 Avenue of the Stars, Ste 1900, Los Angeles, CA 90067; Archmedes Funding IV, KZH ING 2, Nemean CLO, Senior Secured High Income, 333 S Grande Av, Ste 4100, Los Angeles, CA 90071; KZH Crecent, KZH Crecent II, KZH Crecent III, Sequis I, Sequis IV, 200 Park Av, 22nd Fl, New York, NY 10166; Columbus Loan Funding, 399 Park Av, 7th Fl, New York, NY 10043; Clydesdale CBO I, Nomura Bond & Loan Fund, 2 World Financial Ctr, Bldg B, New York, NY 10281; Balanced High Yield Fund I, Balanced High Yield Fund II, 590 Madison Av, 30th Fl, New York, NY 10022; Variable Ins Products Fund II, Floating Rate High Inc Fund, 82 Devonshire, Boston, MA 02109; Addison CDO, Captiva I, Captiva III, 840 Newport Ctr Dr, Ste 300, Newport Beach, CA 92660; Great Point CLO 1999-I, Sankaty High Yield Asset, Sankaty High Yield Asset II, Two Copley Place, Boston, MA 02116; CypressTree Inv Partners I, CypressTree Inv Partners II, First AllAmerican Finl Life Ins, KZH Cypress Tree I, North Amer Sr Floating Rate, 8 North Market Blvd, 4th Fl, Boston, MA 02109; ML CLO XII Pilgrim America, ML CLO XX Pilgrim America, Pilgrim America High Income, Pilgrim CLO - 1999 I, Pilgrim Prime Rate Trust, Sequis - Pilgrim I, 7337 E Doubletree Ranch Rd, Scottsdale, AZ 85258. Also, Advanstar Communications has issued certain notes subject to an indenture (the "bonds"). The trustee under the indenture, which trustee is the registrar and paying agent as of July 1, 2001, is: Wells Fargo, 6th & Marquette, N9305-072, Minneapolis, MN 55479. The registered bondholder as of July 1, 2001 is: CEDE & Co., Box 20, Bowling Green Station, New York, NY 10004.

12. Does Not Apply

- 13. Publication Title:** Landscape Management
- 14. Issue Date for Circulation Data Below:** August 2001

15. Extent and Nature of Circulation

	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
A. Total Number of Copies Paid and/or Requested Circulation	54,136	52,721
B. Paid/Requested Outside-County Mail Subscriptions Stated on Form 3541	48,344	47,957
2. Paid In-County Subscriptions Stated on Form 3541	0	0
3. Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Non-USPS Paid Distribution	249	207
4. Other Classes Mailed Through the USPS	0	0
C. Total Paid and/or Requested Circulation	48,593	48,164
D. Free Distribution by Mail		
1. Outside-County as Stated on Form 3541	4,722	4,041
2. In-County as Stated on Form 3541	0	0
3. Other Classes Mailed Through the USPS	0	0
E. Free Distribution Outside the Mail	723	410
F. Total Free Distribution	5,445	4,451
G. Total Distribution	54,038	52,615
H. Copies Not Distributed	98	106
I. Total	54,136	52,721
J. Percent Paid and/or Requested Circulation	89.9%	91.5%

- 17. Name and Title of Editor, Publisher, Business Manager, or Owner:** Robert A Dahl, Group Circulation Director
Date: 09/17/01

I certify that the statements made by me above are correct and complete.

BioPlex[®]
Advanced growing solutions

Plant Survival Essentials

Cost Effective...
\$1.12 per 1" Caliper
Trunk Dia.!



SAVE \$\$\$...
Reduce Plant Mortality!

**4-in-1
ALL-PURPOSE
T/O PLANTING GRANULES**

Four (4) Critical "Plant Survival Essentials"...
In 1 Convenient, Cost-Effective Planting Package!

- #1. 2-3-2 NATURAL ORGANIC FERTILIZER
- #2. ENDO-ECTOMYCORRHIZAL FUNGI
- #3. ADVANCED POLYMER GEL
- #4. BIO-PLEX BIO-STIMULANT



More Information & Ordering
1-800-441-3573

Circle No. 127

VORTEX AGITATED™



- Mixes faster than any mechanical or jet agitated machine
- Units Available in 10 days or less
- Single engines starting at \$984.00
- Twin Engines starting at \$5494.50

For your free demo CD

Call Toll free 1-877-744-8873 or
918-534-2436 or

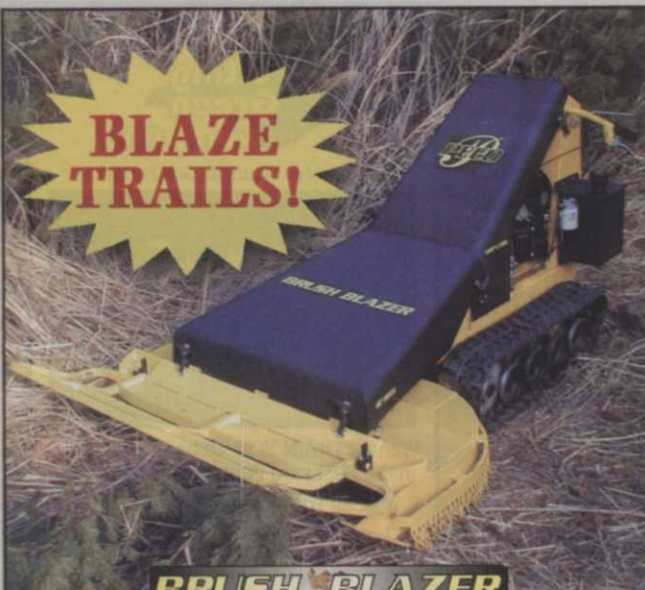
Email: sales@ketchum-hurricane.com

Go online to see our agitation in action
Visit our super site at
www.ketchum-hurricane.com



Circle No. 129

**BLAZE
TRAILS!**



BRUSH BLAZER
THE ULTIMATE BRUSH CUTTER

PeCo Inc.'s Amazing
Brush Blazer™
Clear over 6 acres per day on
inclines up to 45 degrees!
Rugged, dependable, easy to
maintain. Will reduce 2"
caliper trees to mulch
in minutes

**New
Product!**

Call for your
free video today!

800-438-5823



Box 1197
Arden, NC 28704
www.lawnvac.com

Circle No. 128

**BUILT TO BLOW AWAY
THE COMPETITION.**

GIANT-VAC



Classic Leaf Blower

- Offering the largest selection of debris blowers.
- Available in push and hydro-drive models.
- Strongest, one-piece all welded housing design in the industry.
- Withstands heavy wear and tear to outlast the competition.
- Powerful Whisper Jet Series features 8-blade, cast aluminum impellers.
- Sturdy Classic Series has rugged, welded steel impellers.
- Exclusive, easy-off taper-lok™ hub for easy impeller service.
- Full range of engines, 5- to 16- horsepower.

RUGGED DEMANDS? DEMAND RUGGED EQUIPMENT.
www.giant-vac.com

Giant-Vac, Inc. South Windham, CT 06266 • (860) 423-7741

Circle No. 130

Landscape MANAGEMENT

For ads under \$250, payment must be received by the classified closing date. VISA, MASTERCARD, AMERICAN EXPRESS accepted. Send to: Advanstar Marketing Services, 7500 Old Oak Blvd., Cleveland, OH 44130.

For Advertising Info & Placement: LESLIE ZOLA, 1-800-225-4569 (ext 2670) or 440-891-2670, Fax: 440-826-2865, Email: lzola@advanstar.com

Bird Control

GOOSE•B•GONE!



New

only \$85.00 per Gallon

- Repels Geese and Ducks!
- Simple and easy-spray right on the grass!
- One Gallon covers one acre!
- Geese hate the taste!
- EPA Approved!

Bird•B•Gone, Inc.
We ARE the Bird Control Specialists!



Ph (949)472-3122
Fax (949)472-3113
email: rob@birds@birdbgone.com
www.birdbgone.com
We accept Visa & Mastercard!

Circle 145 on Reader Service Card

Business For Sale

Netting \$338,175 a year in
Beautiful Colorado!

LANDSCAPE SEEDING COMPANY
Started by the present owner 42 years ago

Only three employees

Real Estate Also Available

A. Jay Hoyal & Company - 800-757-6088

Unique Lawn & Garden Business

located on one of Florida's most exclusive islands.

\$1.2MM Sales / \$300K Owner Benefits

Business includes just under 1 acre of
prime island property.

Contact to Buy or Sell

Tom Gerber (Business Broker)

C-21 Sunbelt Realty 800-809-5645 X371

Email gerber@c21sunbelt.com

www.fibiz4sale.com

FOR SALE - LANDSCAPE COMPANY

with Garden/Christmas Shop

35 years established - Latham, NY Area

"A TURNKEY OPERATION"

Call Ken for particulars at:

518-785-1815

Business For Sale (Cont'd)

LANDSCAPE CONSTRUCTION COMPANY

Well Established

20-year Landscape Company
Boston, Massachusetts Area.

Annual volume \$3.1 million PLUS!

Company breakdown:

- 70% Construction
- 20% Maintenance
- 10% Snow Operations

Well managed and organized operation with a meticulous fleet. Will sell with or without the Real Estate, which has all the necessary provisions for repairs and parking. *The 2001 backlog to date is \$2.9 Million!*
Contact GLOBAL BUSINESS EXCHANGE
MR. JOHN F. DOYLE at: 781-380-4100

Unique lucrative, long established Service Business in Affluent Resort Community

Features Include:

- Nursery
- Approximately six acres
- Buildings and facilities
- Vehicles and equipment
- Excellent contracts

\$1,380,000 in net sales for 2000

Please reply to Email:

janeschwiering@norrisrealestate.com

21-Year-Old Landscape/Irrigation Company

Located on 6 acres near Birmingham, Alabama

Annual Sales of \$1,000,000+

Asking \$750,000

Inquire to MLHellis@aol.com

SUCCESSFUL LANDSCAPE GARDEN CENTER - Excellent opportunity in vibrant, Midwestern community. Exceptional reputation and name recognition. 2000 sale of \$838,000 with outstanding growth potential. Business and real estate for \$675,000, excluding equipment. Contact Troy Fawcett, CCIM, or Kirby Proehl - Hegg Companies, Inc. - 605-336-2111. 10/01

NORTH FLORIDA! A premier lawn care firm located in Jacksonville, Florida. Well-trained staff, equipment and commercial contracts included. Retiring owner will assist in the transfer. Financing available with as little as 20% down for an experienced lawn care buyer. \$600,000+ in gross sales. Call Bob @ McGinty & Associates, Lic. R.E. Broker-904-733-7757 10/01

Colorado Landscaping Businesses - Well-established residential landscape design and commercial design and maintenance company; \$1.5M in sales for 2000. Commercial landscape maintenance company; \$344K in sales for 2000. Both companies provide an excellent opportunity to acquire a profitable company with established clientele. Contact Information: David W. Lewis, CBI, ProForma West, 303-427-0800, pfw@ProFormaWest.com, www.ProFormaWest.com 10/01

Business Opportunities

Looking for a job? Great. We'll start you at CEO.

Tired of struggling in the landscape industry? We'll give you a promotion. Call us today and learn how to start your very own franchise.



The U.S. Lawns franchise
Call 1-800-US-LAWNS or
visit www.uslawns.com

The Putting Green Company

The Best in Synthetic Golf Facilities



We will TRAIN YOU to be SUCCESSFUL in the Backyard Putting Green Business

Call the Putting Green Pros

Toll Free 877-881-8477

www.theputtinggreencompany.com

- Have a Product or Service to Sell?
- Looking to Hire Professionals With Industry Experience?
- Want to Reach a Large Readership Within the Industry?

If your answer is "YES" you need...

Landscape CLASSIFIEDS!
MANAGEMENT

Contact: Leslie Zola

800-225-4569, x2670 • lzola@advanstar.com

Business Opps (Cont'd)

FREE APPRAISAL • NO BROKER FEES
SELLING YOUR BUSINESS?
 Professional Business Consultants can obtain offers from Qualified Buyers without disclosing your identity. Consultant's Fees are paid by the buyer.
CALL: 708-744-6715
 Fax: 630-910-8100

CONKLIN PRODUCTS

Start Your Own Business!

Use/market, new technology liquid slow-release fertilizer, micro-nutrients, adjuvants, drift control, seed treatments, etc.
 BUY DIRECT FROM MANUFACTURER.
 FREE Catalog - 800-832-9635
 Fax: 320-238-2390
 Email: kfranke@clear.lakes.com

For Sale

FACTORY LIQUIDATION

UP TO 40% OFF



SUPER TOUGH HEAVY I-BEAM BUILDINGS
 Perfect for use as a landscaping business location.

40 x 65 (3 LEFT)
40 x 85 (1 LEFT)
50 x 110 (2 LEFT)
60 x 150 (1 LEFT)

Prime Steel Some Other Sizes Available
1-800-291-6777 EXT 402

Discount Sprayer Parts

REPLACEMENT PARTS & PUMPS FOR:

- FMC (John Bean) • Hypro • F.E. Myers • Udor •
 - Comet and General Pumps •
- Also Spraying Systems Tcc-Jet and Albuz spray nozzles. We have a complete line of sprayer accessories such as spray guns, hoses & hose reels.

Call TOLL FREE: 888-SPRAYER for a free catalog.

Email: sprayparts@bellsouth.net
 Website: SprayerPartsDepot.com



LANDSCAPE DESIGN KIT 3
 48 rubber stamp symbols of trees, shrubs, plants & more. 1/8" scale. Stamp sizes from 1/4" to 1 3/4".
 \$87 + \$6 s/h VISA, MasterCard, or MO's shipped next day. Checks delay shipment 3 weeks. CA add 7.50% Tax.
AMERICAN STAMP CO.
 12290 Rising Rd. LM1, Wilton, CA 95693
 Local calls: 916-687-7102 Voice or Fax TOLL FREE (877) 687-7102

For Advertising Information, Call Leslie Zola at 1-800-225-4569 ext. 2670

For Sale (Cont'd)



Tackle Tough Jobs with COMPACT POWER!

PowerHouse Equipment offers compact loaders to fulfill the needs of landscapers and contractors. The 31.5 hp RC.30 and 13 hp Prodigy operate a wide variety of attachments including augers, trenchers, tillers, levelers and much more. We also ship attachments direct to you. PowerHouse Equipment is dedicated to helping you do "More Work" with "Less Labor."
POWERHOUSE EQUIPMENT
 Call Today! **1-800-476-9673**



HYDRO SEEDING SYSTEMS

A FULL LINE OF SUPPLIES FOR YOUR HYDROSEEDING NEEDS



Introducing "The Blue Goo", the easiest to use polyacrylimide tackifier available on the market.

CALL 800-638-1769 or
 For a complete listing of our supplies visit www.easylawnsupplies.com

SEEDLAND.COM

LAWN & TURFGRASS SEEDS

Grasses for warm, cool & transition zones. Buy Seed Direct - Commercial Sales Online. (888) 820-2080
www.Seedland.com



40' x 75' x 14'
\$9,437

Build It Yourself And Save!!! 10,000 Sizes, Bolt-Together All Steel Buildings & Homes. Call Today For A Price Quote And Brochure.
HERITAGE BUILDING SYSTEMS™
 800.643.5555
heritagebuildings.com

When Responding to Classified Advertisements, SAY YOU SAW IT IN...



PLANTING TULIPS? COLORBLENDS™

Wholesale Flowerbulbs
1 888 847 8637
www.colorblends.com

TURBO TURF

HYDRO SEEDING SYSTEMS



For a FREE hydro seeding info pack & video call:

TURBO TECHNOLOGIES, INC.
 1500 FIRST AVE., BEAVER FALLS, PA 15010
1-800-822-3437 www.turboturf.com

COMMERCIAL LANDSCAPE SUPPLY, INC.

- Landscape Supplies
- Tools
- Equipment

WHOLESALE TO THE TRADE

Call: 1-800-635-8686
 for a 3000-product catalog or visit us at www.clscatalog.com

Promote Business, Pride and Good Will

with quality garments for your employees and preferred accounts. Put your company logo on our T-shirts, Golf Shirts or our 12oz Super Cotton Sweatshirts. Wholesale prices start at \$6.00 (\$4.75 for Caps). Call, write or fax us for our wholesale flyer. Minimum Order - 12
Glen Rock Sales
 PO Box 158
 West Kingston, RI 02892
 800-832-0923 • Fax: 401-788-9410

usedhydromulchers.com

landscapersupply.com
 WHERE THE PROS SHOP
1-800-895-4589

Help Wanted

H-2B Workers? We Know The Territory.

Amigos Labor Solutions has been placing reliable, legal seasonal workers for more than 14 years.

One of the reasons for our success is that our recruiters stay in Mexico year round. Our clients never pay extra fees for "travel, food and lodging," and they don't have to bring large numbers of workers over to make it cost-effective. Amigos can bring as few as one or two workers at a time, at **NO extra cost.**

Call us first, call us last, but call us. When it comes to H-2B, Amigos knows the territory.

Call AMIGOS 214.526.5665



3141 Hood Street | Suite 440 | Dallas, Texas 75219 | 214.526.5665
www.amigos-inc.com

True or False?

1. You know you're better than what the boss thinks.
2. You're tired of company rhetoric.
3. Your ability to train and help others is one of your strongest points.
4. You're a bit of a "rebel" and believe in your opinion.
5. You like to work hard, but REALLY enjoy playing hard.

4 or More True Answers?

Then we want to talk to you. Our continued growth has created a need for additional regional support. This is a position with a high level of responsibility. Please send your resume in confidence to NaturalLawn of America, Inc., Attn: John Steiner; fax us at 301-846-0320 or e-mail at jsteiner@nl-amer.com

www.nl-amer.com

A division of NaturLawn Services and Products

Are You Looking For Customers?
We're Looking To Bring Them To You!

Call Leslie Zola at
800-225-4569, ext. 2670
for advertising
rates and schedules



MANAGEMENT CAREERS

Looking for a new challenge?
Visit our Web site for the latest
career opportunities.
It's quick, convenient, confidential.

www.greensearch.com

E-mail: info@greensearch.com
Toll free: 888-375-7787

GreenSearch

Management Careers NOW! Branch, Sales, Production Managers

Who turned the clock back?

Scotts LawnService is in the initial stages of the strongest growth plan since the 1970s! Experienced managers are the only limiting factor. We require some outside management to round out the team. For an experienced professional, the potential is limitless. Since we are expanding in major cities east of the Rockies, we'll have openings at all management levels. Join our team as a first-level sales or production supervisor or branch manager. Your experience will be the key. Start as a first-level supervisor, we'll provide a development program to help you grow. Act now. Training will be provided this fall. We'll teach you our Scotts system and support you every step of the way.

Requirements

- Quality oriented lawn or landscape professionals with experience
- Desire to build a real career with Scotts
- High energy, positive person who enjoys the industry
- Team builder, who sees people as the key resource
- Experienced manager able to balance multiple tasks

Branch Managers, assisted by trained Office Manager to supervise IS and Customer Service operations. Staff includes Sales and Production supervisors. Sales and Production Managers supervise a team of Sales Reps or Lawn Service Technicians, responsible for quality and results.

We offer

- Negotiable compensation package, based on experience
- Benefits package, includes 401K, medical w/dental, vision options
- Relocation when required

If you are a "green industry" pro, don't wait.
Contact us today.

Website: Scottslawnservice.com. Fax 937-644-7422. Phone 800-221-1760. Ask for our lawn service recruiter. Email: bill.hoopes@scottscsco.com or julie.andrews@scottscsco.com.

Scotts is an EOE dedicated to a culturally diverse workforce. Drug screen, drivers license check required.



The RBI Companies are growing...



We are seeking...

Anyone who wants to advance!

We offer a wide range of benefits including medical, dental, 401K with 80% matching, 125 cafeteria plan and education. Call (303) 795-2582 or email resumes@rbicompanies.com

THE BRICKMAN GROUP, LTD.

Careers in landscape management available in:

- California - Colorado
- Connecticut - Delaware
- Florida - Georgia
- Illinois - Indiana
- Maryland - Massachusetts
- Missouri - New Jersey
- New York - North Carolina
- Ohio - Pennsylvania
- Texas - Virginia
- Wisconsin

Fax: 301-987-1565

E-mail: jobs@brickmangroup.com
Web site: www.brickmangroup.com

EMPLOYERS - JOB SEEKERS JOBS IN HORTICULTURE...

The twice-a-month national newspaper and website for Green Industry employment.

Call: 800-428-2474 or
Visit: www.hortjobs.com

Since 1993

GreenIndustryJobs.com

- www.greenindustryjobs.com
- www.landscapenjobs.com
- www.irrigationjobs.com
- www.nurseryjobs.com
- www.treecarejobs.com

LANDSCAPE DEPARTMENT MANAGER

Design Build firm seeks motivated, well organized employee. Must be a self-starter and able to manage up to 8 crews. Bilingual, clean MVR, year round salary, incentive pay, company vehicle, holiday/vacation pay and health insurance.

Fax or send resume to:
Oasis Landscaping, Inc.
25933 Budde Road
Spring, TX 77380
Fax: 281-298-1869

CAREER HORTICULTURISTS WANTED

Established Landscape Company since 1980 seeking Entry Level Landscape Maintenance Forepersons with 2 years education or 5 years in-the-field training.

We Offer:

- Excellent Pay, Health Insurance
- 401(k), Full Time Work

Excellent trucks and equipment... best in the industry! Join our staff of professionals located on coastal Massachusetts and Cape Cod.

Please send resume and references to:

Spillane's Nursery & Landscape
230 Bedford Street, Middleboro, MA 02346
508-947-7773
Fax: 508-946-4907

Help Wanted (Cont'd)

SALESPeOPLE- CHECK IT OUT! ACRES EMPLOYMENT ADVANTAGES... In recent surveys from 90 Acres Group employees, they rated the top three REASONS ACRES BEATS THE COMPETITION: **Professionalism:** Assuring customer service, respect & satisfaction. **Quality:** Experienced, passionate employees committed to doing the best job possible. **Superior Results:** Snow, Landscape Maintenance, Construction, Nursery. In recent customer surveys, 2 out of 3 customers rated Acres above peer companies in both "WILL" & "SKILL" while scoring Acres as "meeting and frequently exceeding expectations!" **FIND OUT WHY!** Acres Group, Northern Illinois' largest independent landscape contractor, growing at +18%, seeks additional sales people to continue our growth. Our Construction Department is looking to expand in the design/build market. If you're a Landscape Architect who is highly motivated to aggressively build a design team, with 5-7 years of experience, Acres Group is looking for you! Superior compensation and benefit opportunities. Acres Group, 610 W. Liberty St., Wauconda, IL. **Contact Tom Balleto for immediate confidential consideration.** Phone: 847-526-4554 x88; Fax: 847-526-4587; Email: Thomas.Balleto@acresgroup.com Visit our website at: www.acresgroup.com MEMBERS OF THE ILCA SINCE 1985. 10/01

FLORAPERSONNEL, INC. In our second decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 1740 Lake Markham Road, Sanford, FL 32771. PHONE 407-320-8177. FAX 407-320-8083. Email: Hortsearch@aol.com Website: <http://www.florapersonnel.com> 12/01

Rapidly expanding commercial landscape company in mid-South seeking experienced **Landscape Foremen.** Strong communication and customer relations skills a must. Knowledge of chemicals helpful. Good driving record. Full Benefits, competitive pay. Send resume to **Naturally Green Landscape, 3975 Senator, Memphis, TN 38118.** 10/01



HURRY!

If your ad isn't here, call Leslie Zola immediately at 800-225-4569, ext. 2670

Put the Power of
DIRECT MARKETING
to Work for You!

Mail, phone or fax to over 50,000 highly responsive decision makers in the landscape industry!

Target your message according to your needs... demographic selects are available—our data is also available for database enhancement or overlay.

For counts and pricing contact:
➔ Tamara Phillips
440-891-2773 or 888-RENTLIST

Landscape MANAGEMENT

Looking to Hire Someone?

Reach more than 51,000 pros in the landscape community by placing your job posting here!

For rates and schedules, call Leslie Zola at 800-225-4569, x2670 • lzola@advanstar.com



Software



Only \$799 complete. Includes Free Support!

For a FREE demo, call 24 hours:

1-800-724-7899 ext.2

or visit us at:

www.wintac.net

WINTAC™ Green Edition The all-in-one software for landscapers

- True 32-bit Windows® Design, Unlimited Data Capacity
- Visual Job Scheduler, Job Costing, Street Mapping
- Automatic Maintenance Scheduling and Routing
- Automatic Invoicing, Phase Billing, Profit Tracking
- Track Work History, Material, Labor, Productivity
- Attach your own Photos to Customers, Job Sites
- **Full Accounting:** G/L, A/R, A/P, Payroll, Checking, Inventory. Or link to **QuickBooks®, Peachtree®, MS Office®**
- Print Proposals, Invoices, Work Orders, Statements, Purchase Orders, Reports, Letters, Labels. **Send Email!**

Ad Index

118	Aventis/Chipco Prof. . . . (reg)	32-33
119	Aventis/Chipco Prof. . . . (reg)	32-33
101	BASF	CV2
127	Bio-Plex Organics	55
117	Bobcat Co	31
123	Daniels Pull Plow	46
	Dow AgroSciences	26-27
106	Echo Inc	6-7
105	FMC	4
110	Foley Enterprises	16
108	Ford Motor Co	10-11
104	GMC Truck	3
131	GTO Inc	24
103	Kawasaki Motors	CV4
129	Ketchum Equip	55
124	Maruyama US Inc	47
114	Meyer Prod	25
102	Mid Am Trade Show	CV3
120	Otterbine Barebo	41
125	PECO	54
128	PECO	55
107	Redexim Charterhouse	8
116	Rexius Forest	30
121	Rich Mfg	42
122	Rohmid	38-39
130	Simplicity	55
113	Syngenta	20-21
109	Toppro Specialties (reg)	13
111	United Horticultural Supply	17
112	United Horticultural Supply	18
126	Walker Mfg	54

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.

cleanup crew

THIS AND THAT

In Memory

Please join us in remembering the innocent people who lost their lives in New York, Washington D.C., and Pennsylvania on Tuesday, Sept. 11, 2001.



LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc., 131 W. First St., Duluth MN 55802-2065. **Subscription rates:** one year, \$46, two years \$67 in the United States & Possessions; \$76 for one year, \$113 for two years in Canada and Mexico; all other countries \$148 for one year, \$220 for two years. For airmail delivery, include an additional \$70 per order annually. Single copies (pre-paid only): \$8 in the United States, \$10 in Canada and Mexico; \$15 all other countries. Back issues, if available: \$16 in the U.S.; \$20 in Canada and Mexico; \$30 all other countries. Add \$6 per order for shipping and handling. **Periodicals postage paid** at Duluth, MN 55806 and additional mailing offices. **POSTMASTER:** Please send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806. Canadian G.S.T. number: R-124213133. Publications Mail Agreement Number 841919. Printed in the U.S.A.

Copyright ©2001 Advanstar Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including by photocopy, recording, or information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923 phone: 978-750-8400 fax 978-750-4470; call for copying beyond that permitted by Sections 107 or 108 of the U.S. Copyright Law. For those not registered with the CCC, send permission request in writing to Permissions Dept. Advanstar Communications Inc., 7500 Old Oak Blvd., Cleveland, OH 44130 or fax to 440-891-2740.



Unearth the Treasures at Mid-Am



**January
16-18, 2002**

**Navy Pier
Chicago**

**It's all here waiting
to be discovered.**

**Equipment
Services
Plants
Tools
Education
Information
Advice
Student Career Center**

SPONSORED BY:
Illinois Landscape Contractors Association
Illinois Nurserymen's Association
Wisconsin Landscape Federation

WHEN YOU KNOW IT'S GOING TO LAST.



**THIS IS NO ON-AGAIN,
OFF-AGAIN RELATIONSHIP.**

When you buy a Kawasaki string trimmer, you're in it for the long haul. Because unlike some trimmers, this one isn't a disposable commodity. Just like Kawasaki engines, our string trimmers are built with industry-renowned Kawasaki power and durability. Plus they offer exceptionally light weight, low vibrations, and true reliability. So you can use them, day after day, without hassles. We've heard from landscapers who are on their third season with their Kawasaki trimmers. Now that's a commitment.

Kawasaki
Engines/Power Products

Check out the full line of tough, lightweight Kawasaki lawn care products at your
Kawasaki Power Products dealer or online at www.KAWPOWR.com.

Circle No. 103