Author Index

January

Porter, Sue; Griggs, Judson; Hall, Ron; Harler, Curt; Rao, Balakrishna; Stahl, Jason; Witterschein, George

February

Brakeman, Lynne; King, Steven; Hall, Ron; Harler, Curt; Rao, Balakrishna; Stahl, Jason; Staib, Bob; Vinchesi, Brian

March

Hall, Ron; Harler, Curt; Mathers, Hannah; Powell, A.J.; Rao, Balakrishna; Stahl, Jason; Volz, Wayne; Wilkinson, Hank; Witterschein, George; Zwaska, Paul

April

Greenwald, Steve; Hall, Ron; Hanrahan, Rich; Harler, Curt; Poulsen, Vicky; Rao, Balakrishna; Stahl, Jason; Witterschein, George

May

Atkinson, William; Greenwald, Steve; Grunder, Marty; Hall, Ron; Harler, Curt; Rao, Balakrishna; Stahl, Jason; Wilkinson, Hank; Zwaska, Paul

June

Fitzpatrick, Mike; Guyette, James; Hall, Ron; Harler, Curt; LaScalea, Gary; Mongeon, Roger; Rao, Balakrishna

July

Bio, Robin, M.; Brede, Doug; Fletcher, Patricia and David; Gooch, Jamie; Grahl, Cindy; Hall, Ron; Harler, Curt; LaFlamme, Ed; Stahl, Jason; Witterschein, George

August

Andrews, Bob; Clayton, Debbie; Gooch, Jamie; Hall, Ron; Harler, Curt; Stahl, Jason; Witterschein, George

September

Burchfield, Gary; Hall, Ron; Harler, Curt; LaFlamme, Ed; Myers, Donald, F.; Rao, Balakrishna; Rugg, Jeff; Stahl, Jason; Weiss, Daniel; West, Jeff; Wilson, Bruce; Woodford, Katherine;

October

Fireman, Jerry; Hall, Ron; Hanson, Arik; Harler, Curt; LaFlamme, Ed; Myers, Donald; Stahl, Jason; Wilson, Bruce; Witterschein, George

November

Agudelo-Silva, Fernando and Linda Novy; Guido, Judy; Grahl, Cindy; Hall, Ron; Harler, Curt; Hofer, Thomas; McGrady, Jeff; Stahl, Jason

Article Index

Arbor care

Treat trees right, June, page 42; Fight tree killers, August, page 52

Associations

PLCAA president explores lawn care in Asia, January, p. 15; Student career days, February, page 14; NLA Hall of Famer, April, page 28; Optimism prevails at ALCA Student Career Days, May, page 21; ALCA maintenance event, June, page 14; PLCAA adds football star Theismann to conference lineup, May, page 22; Fender honored for TPI's 'Water Right' book, July, page 21; Champion Tree Project plants 9-11 memorial at Pentagon, October, page 20; Leadership jams, PGMS unites, EXPO moves to October, November, page 18

Athletic Turf

The dirt on infield skins, January, page 52; Soccer in the desert, January, page 58; Soils to build reputations, March, page 46; Strategies to combat traffic, March, page 56; Yankee's field gets a facelift, March, page 60; Infields for truest play; May, page 60; Pacesetter Park, June, page 46; Woodfield Country Club, September, page 44; Getting back to nature, November, page 62

Awards

Award-winning landscape management: Post Riverside, January, page 32; Chicago medians, February, page 28; Busch Gardens, March, page 44; Roche of Colorado, April, page 76; Druid Ridge Cemetery, May, page 50; Pacesetter Park, June, page 46; Mohonk Mountain House, July, page 62; Abbott Labs, August, page 42; Woodfield Country Club, September, page 44; Chicago Park District, October, page 42

Business management

Open your books for profit, January, p. 22; Help! Manager in a slump, February, page 10; Mow for more \$\$, March, page 30; Establish your rates, March, page 92; Don't let lowballers bite into your profits, April, page 32; Payday for the owner, April, page 108; Play your game, May, Page 26; Lowballers? Forget about 'em, May, page 12; What is your time worth? May, page 84; Increase sales or cut costs, June, page 10, Customers are people first, June, page 12; Business plan basics, June, page 30; Franchising's revival, June, page 34; A budget to build your brand, June, page 80; Don't let drought dry you up, July, page 12; Get to really know clients, July, page 14; Business planning is strong medicine, July, page 47; First, define your game, July, page 116; Go with the cash flow, August, page 10; When you budget, you win, August, page 12; Three paths to profit, August, page 24; A need for speed, August, page 68; Bidding wars heating up, September, page 8; Need help? Head to GIE, October, page 9; You can never learn enough, October, page 10; Wrap the season up right, October, page 14; Relationships that pay, October, page 22; Commit to it, kept it simple, October, page 70; Don't overreact to change, November, page 12; Get off to a fast start in '03, November, page 28

Design/build

Building a 'grand' view, February, page 48; Install patios and decks profitably, July, page 88; Quick designs that sell, October, page 38; Hitting the wall, October, page 52

Employees

Open your books for profit, January, p. 22; Creating good leaders, February, page 18; Communicate with your Hispanic employees, March, page 10; Hire to grow, April, page 87; You can never learn enough, September, page 10; Keep your labor legal, September, page 34

Environment

Lighting it up, April, page 38; Win with water, June, page 22; Treat trees right, June, page 42; 10 tough industry issues, July, page 38; Don't let drought dry you up, July, page 12; Canada responds with IPM push, November, page 9; Be ready for erosion rules, November, page 46; Sustainable landscaping's success, November, page 54

Fertilizer

Fertigation for the residential market, February, page 24; Easy with the N, February, page 56; MN limits phosphorus fertilizer, May, page 18; Scotts asks for science in FQPA, May, page 20

Irrigation

Fertigation for the residential market, February, page 24; Irrigation's changing face, February, page 30; Audit now, save later, April, page 50; Win with water, June, page 22; Tune your tubing, July, page 79; Sprinkler winterization basics, September, page 40; Irrigation components, October, page 44

Lawn care

Perfecting a park, April, page 43; Goodbye Crabby, June, page 60; Look locally when planting turfgrass, July, page 96; Lawn care in nowhere, August, page 36; Organicare brings new look to lawn care franchising, September, page 11; Control winter weeds, September, page 48; Seed availability, October, page 60; To lime or not to lime, November, page 70

Operations

Get your life back, January, page 67; The account that got away, February, page 52; Mow for more \$\$, March, page 30; Mow and prosper, February, page 72; Avoid sod job screwups, March, page 36; Success from big ugly jobs, August, page 25; One-stop growth plan, August, page 28; Slow but steady, August, page 31; Lawn care in nowhere, August, page 36; Make disease management pay, August, page 47; Ground zero green again, September, page 64; Eliminate lost time, September, page 82; Wrap up the season right, October, page 14; To lime or not to lime, November, page 70

Ornamentals

Make disease management pay, August, page 47

Pest control

New insecticide options, April, page 90; Fungicide resistance, May, page 52; Say good-bye to pond pests, July, page 103; Make disease management pay, August, page 47;Control winter weeds, September, page 48

Profiles

Play your game, May, Page 26; Win with water, June, page 22; Success from big ugly jobs, August, page 25; One-stop growth plan, August, page 28; Slow but steady, August, page 31; Lawn care in nowhere, August, page 36; Ground zero green again, September, page 64; Relationships that pay off, October, page 23; Going for the Gold, October, page 28; People of the Year, 2002, November, page 34

Products and equipment

Mower guide (Buy right in 2002, It's all about the Zs, Mowers), January, p. 34-46; Get a grip (landscape trimmers), January, page 60; Sprayers and spreaders, February, page 36; Skid steers and their attachments, March page 62; Truck guide: Keep on truckin', April, page 53; Hot wheels, April, page 58; Mobile and agile, April, page 74; Aerate to the core, April, page 82; Tough little brutes (compacts), May, page 32; Tough enough (compacts), May, page 42; Mulch it up, May, page 68; Why these units are special (specialty trucks), June, page 54; Cleaning tools, June, page 48; Walls and pavers getting trendy, July, page 92; Landscape lighting, August, page 44; Irrigation components, September, page 44; Lowdown on loaders, September, page 52; Seed availability, September, page 60; Items for irrigation, October, age 44; Get hitched o a new trailer, November, page 64

Residential

Fertigation for the residential market, February, page 24

Sales and marketing

Sales and marketing 2002, January, page 26; Selling add-on services, March, page 16; Help! Don't let lowballers bite into your profits, April, page 32; Homework overcomes objections, April, page 88; lowballers? Forget about 'em, May, page 12; Give them reasons to buy, May, page 16; Increase sales or cut costs, June, page 10, Customers are people first, June, page 12; Franchising's revival, June, page 34; A budget to build your brand, June, page 80; Bidding wars heating up, October, page 8; Changing colors for a friendlier image, November, page 72; Aim for 90% contract renewal rate, November, page 86

Snow removal

Ready, set . . . snow!, September, page 46; Going for the Gold, October, page 28

Software and technology

Saved by software, February, page 54; Your computer is a vital tool, April, page 10; Software scene, October, page 32; Quick designs that sell, October, page 38

Turfgrass

Fertigation for the residential market, February, page 24; Look locally when planting turfgrass, July, page 96; Upheavals mark seed trade, August, page 9; Make disease management pay, August, page 47; Control winter weeds, September, page 48; Seed availability, October, page 60

Water features

Be a pro at pond maintenance, September, page 56; 1-2-3 pond installation, November, page 40

Weed Control

Get tough with ornamental weeds, March, page 72; Control winter weeds, October, page 48

LM100

The Top 50, July, page 26; 10 niche service ideas, July, page 23, 10 quality small companies, July, page 34; 10 great medium-sized companies, July, page 38; 10 top industry issues, July, page 38; 10 top grounds pros, July, 40

State of the Industry

When the going gets tough, September, page 16; Eight trends, September, page 18; Tight times, September, page 30.

News Index

Acquisitions, mergers and expansion

Manager buys Post Landscape Group, January, p. 15; Woods Equipment Co. gets debt restructuring agreement, January page 16; Gowan acquires Rubigan, February, page 14; Scotts LawnService acquires The Lawn Company, April, page 16; Bayer buys Aventis, July, page 20; Deere closes two production plants, August, page 16; Davey acquires National Shade, August, page 23;

Companies

RBI changes name, February, page 15; LandTek Group improves NYC soccer field, February, page 17; Howdy, pardner, let's do business, June, page 20; HighGrove Partners prepares for tour, July, page 16; Organicare brings new look to lawn care franchising, September, page 11; ValleyCrest eyes expansion, October, page 16

Economy

Pre-season selling strong, March, page 14; Cautious optimism, September, page 7; MN landscape industry tops \$2.1 billion, October, page 18; Let housing starts start you up, November, page 16

Environment and weather

Industry braces for drought, March, page 15; Another El Nino, April, page 14; Fender honored for TPI's 'Water Right' book, July, page 21; New study: healthy lawns prevent runoff, October, page 19; VA suffers water ban, October, page 20

Legislation & regulation

National 'Do Not Call' list proposed, February, page 15; Feuding neighbors spark blower fuss, March, page 18; Legislators give NC turf big \$\$, April, page 29; Washington bans use of clopyralid on lawns, April, page 30; MN limits phosphorus fertilizer, May, page 18; Scotts asks for science in FQPA, May, page 20; Canada's industry under siege, June, page 7 & 15; IA turf pros develop phosphorus policy, June, page 16; Syngenta defends atrazine, July, page 16; Clopyralid lost to home lawns. August, page 15; EPA says most organophosphorus safe, August, page 15

People

Tree worker receives national safety award, June, page 19; Fender honored for TPI's 'Water Right' book, July, page 21; A hero speaks, September, page 12; Champion tree project at Pentagon, October, page 20

Suppliers

New LESCO prez off to a fast start, January, p. 14; Bobcat donates over \$200,000 to 9-11 victims, February, page 16; Simplot ready for action, April, page 16; New CEO plots LESCO's future, May, page 19; Homeowners buying pro mowers, June, page 16; Symbiot attracts regional players, July, page 19; Scotts remains on the grow, September, page 10; Home Depot takes on LESCO, October, page 17

Technology

Surfin' Turf, Nursery Network; February, page 17; Surfin' Turf, LandscapeLink, March, page 18; Truck parade, August, page 16

Training

Chipco Academy offers training on Chipco line, January, page 16

Turfgrass

New herbicides debut, April, page 15