

New program for
young leaders

DEBRIS HANDLING

Biostimulants
for 1/1/11

LandscapE

SOLUTIONS FOR A GROWING INDUSTRY

MANAGEMENT

NOVEMBER 2005 / www.landscapemanagement.net

Consider business protocol
and family dynamics to make
a smooth transition from
one generation to the next



Moving on





A beautiful lawn can make a mom miss the perfect birthday shot. And it can create referrals for your business. Get the most out of each fungicide application with Heritage®, the longest-lasting, most effective fungicide. Nothing works better

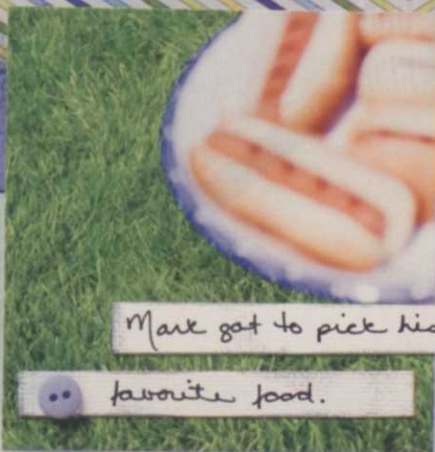
It was a record haul!

P

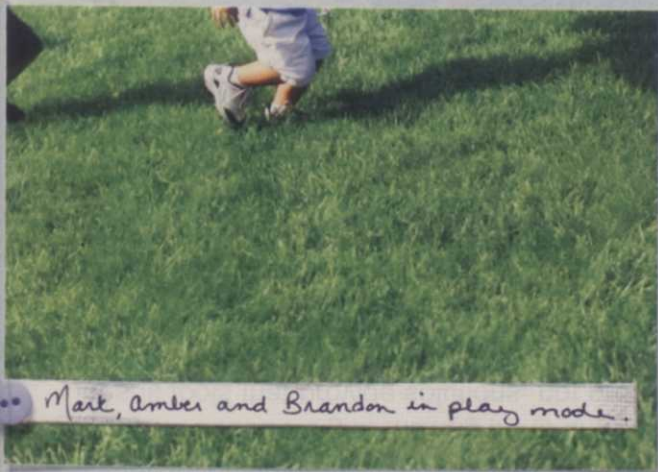


Great Grandma came
all the way from Des Moines.

3



Mark got to pick his
favourite food.



Mark, Amber and Brandon in play mode.

For noticeably
beautiful lawns.

against brown patch. Make every summer memorable. Call the Syngenta Customer Resource Center at 1-866-SYNGENTA or visit www.syngentaprofessionalproducts.com.



FICTION

You may have heard that all 2-stroke engines are going away. You've heard wrong.



ECHO's 2-stroke engine technology is the superior solution now and in the future. Your business doesn't have to be turned upside down over emissions. Don't get caught in the mix.

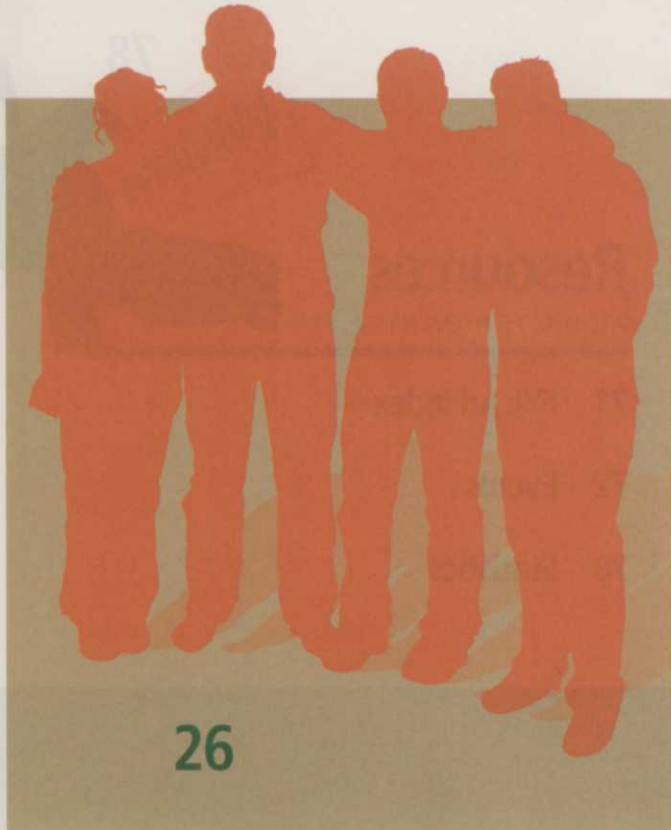
Other manufacturers have chosen to build their futures around 4-stroke technology variations. They've added weight, moving parts and maintenance — all things you don't want. Your business needs tools that provide solutions, not problems.

ECHO's 2-stroke engine technology meets EPA and CARB emissions regulations through 2005 *and beyond*. In fact, our Power Boost Tornado™ technology not only meets tomorrow's stringent emissions regulations, but also provides equal or improved power, lower fuel consumption, longer run times and easier starting. Not bad for a technology that *some say* is going away.

FACT

Contents

NOVEMBER 2005 / ISSUE #11 / VOLUME 44



26

Business

OPERATIONS ► MANAGEMENT ► MARKETING

13 On the Record

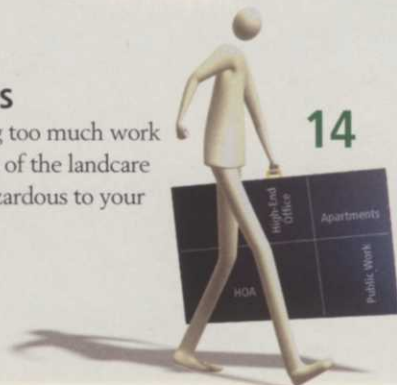
Wisteria Lane, the setting for "Desperate Housewives", sports perfect lawns and landscapes. But is it really every lawn pro's dream?

BY STEPHANIE RICCA

14 Best Practices

Why concentrating too much work in a single segment of the landscare market may be hazardous to your company's health.

BY BRUCE WILSON



14

16 In the Know

'05 EXPO in Louisville graced by perfect weather, increased attendance; Canada landscare pros begin their own Remembrance & Renewal service project; Ottawa, Canada, mulls pesticide ban; new faces at Bayer, LESCO.

26 Moving on

Consider business protocol and family dynamics to make a smooth transition from one generation to the next.

BY PETER FRETTY

32 Making the critical transition

New Professional Development Academy bridges the gap between academic training and on-the-job leadership experience.

BY DR. STEVEN COHAN

32



Technology

RESEARCH ► EQUIPMENT ► CHEMICALS

38 Innovations

New Ramrod Taskmasters; Rain Bird's Mini-Root Watering System; GrassTrac's mesh turf protector; SISIS Aer-Aid System

40 From the shop

Both diesel and gasoline have their advantages, but make sure the one you choose really meets your needs.

BY HARRY SMITH

COVER ILLUSTRATION: ISTOCK INTERNATIONAL INC.

Contents

Technology *(continued)*

42 InfoTech

Want to get the maximum value out of your company when you sell it? Make sure your technology is up to date.

BY TYLER WHITAKER

44

44 Laying rubber

Contractors share the advantages of rubber track landscape equipment.

BY JAY LEMKE



48 Spread the wealth

It's almost snow season. Applications and equipment can sway spreader purchases.

52 LM Reports: Debris handling equipment

It's time for yard cleanups and landscape debris removal. Here are all the products that will make the job more efficient and profitable.

BY CURT HARLER

Grounds

BUDGETING ► PERSONNEL ► FACILITIES

62 Post Briarcliff apartments

This PGMS Green Star Grand Award winner, located just a few miles from downtown Atlanta, has the charm of a Southern plantation.

BY MICHAEL SEUFFERT

64 Bios for fine turf

Tom Burns of the Texas Rangers says the second year of his program should reveal the true value of biostimulants.

BY RON HALL

78



Resources

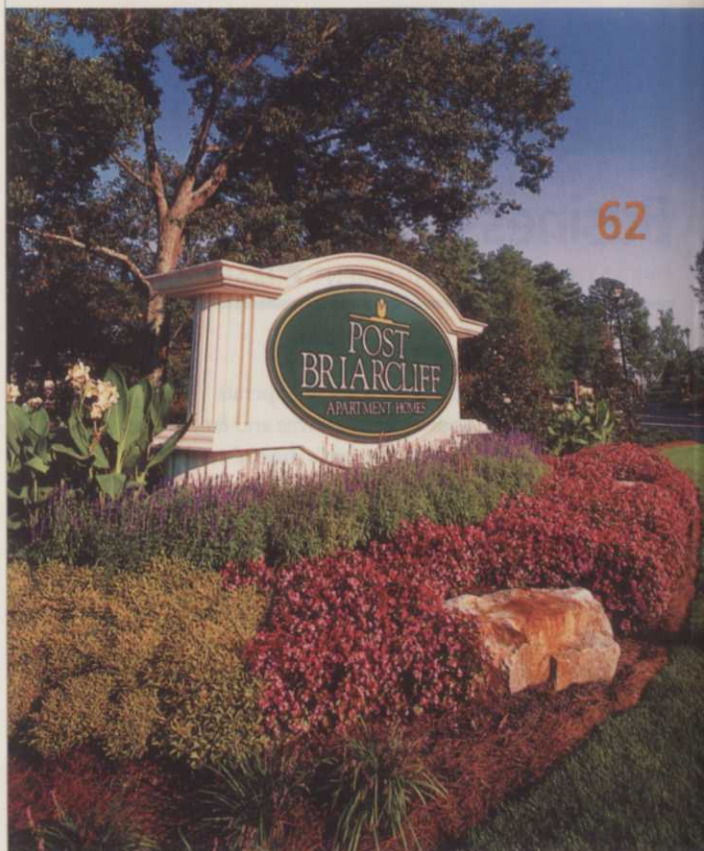
PRODUCTS ► EVENTS ► FYI

71 FYI: Ad Index

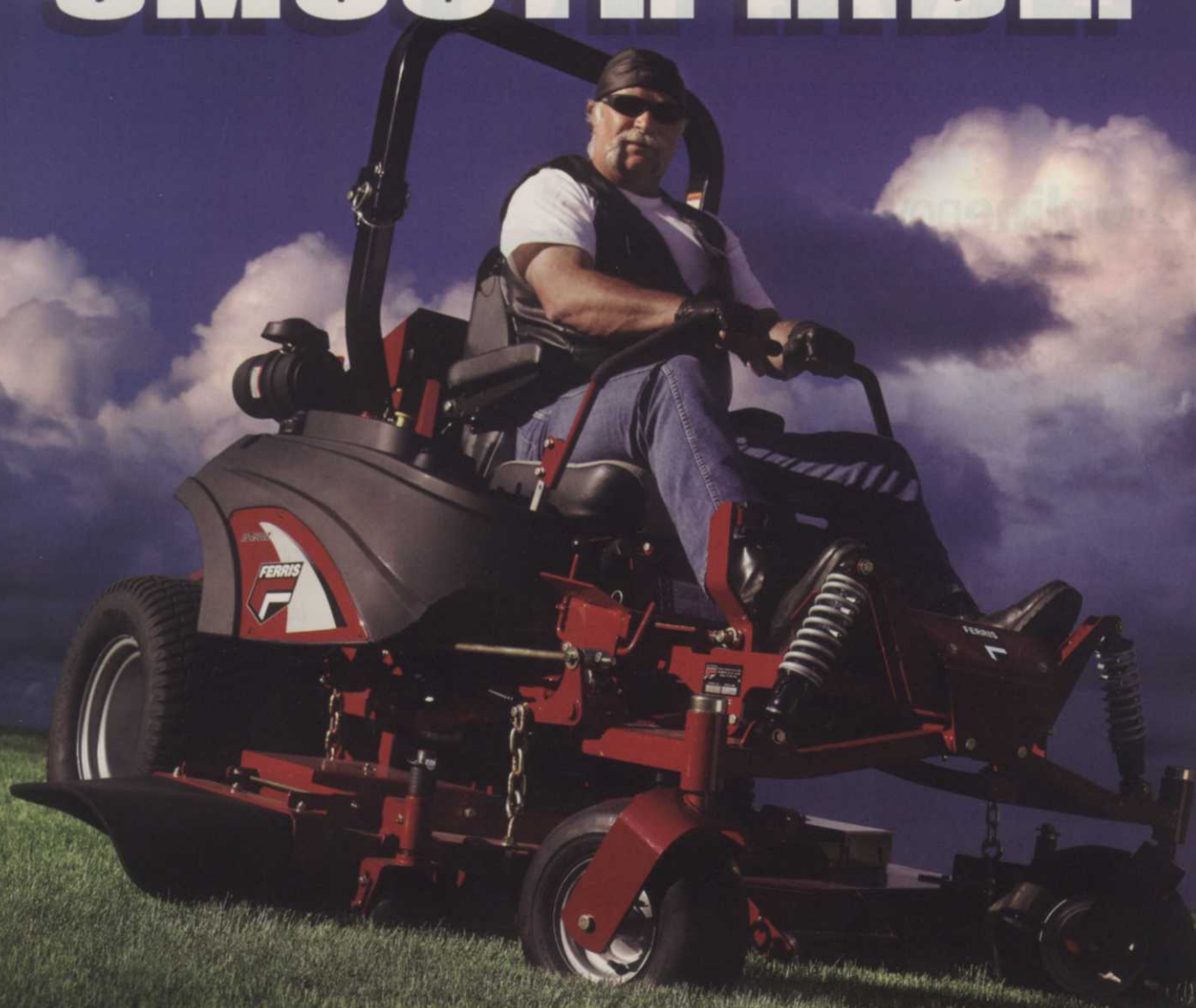
72 Events

78 Statistics

62



Even a **TOUGH GUY** likes a
SMOOTH RIDE.



Separate yourself from the competition.

Commercial Mower Specialist

www.FerrisIndustries.com or call • 1(800)933-6175 • Para español visita www.FerrisIndustries.com/Spanish

Circle 105

LM.net

www.landscapemanagement.net

LANDSCAPE MANAGEMENT CONTINUES ONLINE / November 2005

»Online now



Carving World Series — Why not?

Ever wondered about the life of a professional power carver? Editor in Chief Ron Hall gets up close and personal with competitor Luke Harris, shown here, at the Echo Inc.-sponsored first-ever Professional Carving Series Championship, held last month at the outdoor power equipment EXPO in Louisville, KY.

FIELD REPORT

»Affiliated sites

Access *Landscape Management's* affiliated Web sites and sign up for e-newsletters. Featured sites:

ATHLETIC TURF NEWS

www.athleticturf.net This award-winning online resource for outdoor athletic field managers covers management and technical topics, maintenance tips and new products for natural and synthetic fields.

TURFGRASS TRENDS

www.turfgrasstrends.com TurfGrass Trends is a practical research journal that publishes articles on sod, soil, cultivars, seeds and other related topics in *Golfdom* magazine and online.

»Referenceshelf

Need subject-specific info fast? Browse five years of archived technical articles on our Reference Shelf. Some recent headlines:

Athletic Turf

Design/Build

Disease Control

Irrigation

Mowing

Pest Control

Plant Nutrition

Technology

Tools of the Trade

Weed Control

Surveys

■ Seed outlook a mixed bag

■ NRPA organizes national campaign to assist parks and recreation agencies

■ Penn State updates preliminary results of multi-year infill system research project

■ Gray leaf spot threatens perennial ryegrass

■ St. Louis' winning season

■ Toro supports STMA with award bonus program

»Always online

Industry News

Read the latest news affecting your business, updated frequently by our award-winning editors.

Industry Calendar

Plan your business travel for the year around this comprehensive, up-to-the-month events listing.

Your Business

All our articles on best practices, management, employee relations and other business topics are available here.

Reference Shelf

Find technical info fast in this subject-specific article archive.

In The Magazine

Browse the two recent print issues of *Landscape Management*.

Week in Review

Sign up to get current headlines delivered to your inbox with our free e-newsletter.

Special Issues

Access our popular Snow & Ice Guide, Seed Guide, Business Planner, State of the Industry Report and other seasonal supplements.

Advertising Info

Find out how *Landscape Management* can help get your message out in print and online.

MORE INFO

Throughout our issue, this box points you to more information and original content available online.

345 HORSEPOWER SAYS: WHATEVER IT IS, IT MOVES.



MEN LOVE POWER. Why?

Ever see what happens when something gets in the way of a tornado?

Exactly. That's the thinking behind the Chevy Vortec™ Max powertrain — create a ferocious vortex inside the combustion chamber, along with a high compression ratio, to generate formidable power. And the 345-hp Vortec Max, available on 2006 Silverado, is no exception. Designed to be durable and powerful, the Vortec Max uses cast-aluminum cylinder heads with high-flow ports and combustion chambers to help deliver more horsepower than Ford, Toyota, or Nissan half-tons.

In fact, when partnered with the standard Hydra-Matic® four-speed automatic transmission, Silverado's Vortec Max

[**LONG LIVE THE TRUCK**]

VORTEC MAX

generates a whopping 380 lb.-ft. of torque — that's more than

Dodge HEMI. And, with our available

Vortec Max Performance Package,† which includes an automatic locking rear differential, a 9.5-inch axle, heavy-duty transmission, and a trailering package for a max trailering weight of 10,000 lbs!‡, the Vortec Max offers more towing capacity than Dodge HEMI or any other half-ton pickup.

TALK ABOUT A FORCE OF NATURE.

Let there be imitators. Let there be pretenders. There's only one Silverado®. From Chevy. The most dependable, longest-lasting trucks on the road.¶

CHEVY  **SILVERADO**

AN AMERICAN REVOLUTION™

*Available on select uplevel half-ton extended and Crew Cab models. †Maximum trailer weight ratings are calculated assuming a properly equipped base vehicle plus driver. See dealer for details. **Dependability based on longevity: 1981–July 2004 full-line light-duty truck company registrations. Excludes other GM divisions. ©2005 GM Corp. Buckle up, America!

Contributors

BUSINESS

WHO'S WHO IN LM



Dr. Steven Cohan is fired up about the Professional Development Academy, an exciting new program that builds confidence and leadership skills in new hires. Cohan coordinates the landscape management and internship programs at the University of Maryland, site of the 2005 PLANET Career Days. We can't do justice to Dr. Cohan's many

achievements in both the private sector and academia so we'll drop back and punt and tell you that he's a pretty fair tennis player and that he and his wife, Diane, have two sons and one grandson who they adore. Turn to page 32 to learn more about getting your young managers pumped up about being leaders.

Peter Fretty spent 15 years in automotive manufacturing before joining the noble profession of journalism. Peter travels the country following fascinating projects and discoveries. In addition to reporting for *Landscape Management*, Fretty writes for an array of trade, consumer and in-flight magazines. The Press Club of Dallas recently named him as a finalist for the 47th annual Katie Awards for top magazine feature article. Having worked for a family business for 10 years and going through the process himself, he brings a fine perspective to the topic of business succession starting on page 26.



Have you received editorial coverage in *Landscape Management*?

When your company is featured in *Landscape Management*, expecting your customers to read your story isn't enough... you need Reprints.

800-290-5460 ext. 100
landscapemanagement@reprintbuyer.com



RMS is the authorized provider of custom Reprints, Eprints and NXPprints for *Landscape Management* magazine.

Landscape MANAGEMENT

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

Editorial staff

| | |
|-------------------------|--|
| Editor-in-Chief | RON HALL / 440/891-2636 / rhall@questex.com |
| Managing Editor | STEPHANIE RICCA / 440/891-2623 / sricca@questex.com |
| Associate Editor | MIKE SEUFFERT / 440/891-2603 / mseuffert@questex.com |
| Web Editor | LYNNE BRAKEMAN / 440/826-2869 / lbrakeman@questex.com |
| Senior Science Editor | KARL DANNEBERGER, PH.D. / danneberger1@osu.edu |
| Corp. Creative Director | LISA LEHMAN / 440/891-2785 / llehman@questex.com |
| Art Director | CARRIE PARKHILL / 440/891-3101 / cparkhill@questex.com |

Reader advisory panel

| | |
|----------------------|---|
| DEBBY COLE | Greater Texas Landscapes / Austin, TX |
| WAYNE VOLZ | Wayne's Lawn Service, Inc. / Louisville, KY |
| JOHN GACHINA | Gachina Landscape Management / Menlo Park, CA |
| WALTER BONVELL | Xavier University / Cincinnati, OH |
| BILL HOOPES | Scotts Lawn Service / Marysville, OH |
| ROB SANTO | Garrick-Santo Landscape / Malden, MA |
| FRED HASKETT | US Lawns / St. Louis, MO |
| LARRY IORII | Down to Earth Landscaping / Wilmington, DE |
| TODD GRAUS | Green Turf Lawncapes / Worland, WY |
| GARY LASCALEA | GroGreen / Plano, TX |
| MILTON HALLMAN III | Stewart Enterprises, Inc. / High Point, NC |
| JACK ROBERTSON | Jack Robertson Lawn Care / Springfield, IL |
| DR. BARRY TROUTMAN | ValleyCrest Companies / Sanford, FL |
| GEORGE VAN HAASTEREN | Dwight-Englewood School / Englewood, NJ |
| BRIAN VINCHESI | Irrigation Consulting / Pepperell, MA |

Business staff

| | |
|---------------------------|---|
| Publisher | KEVIN STOLTMAN / 440/891-2772 / kstoltman@questex.com |
| Admin. Coordinator | JEN OAKLIEF / 440/891-2799 / joaklief@questex.com |
| Production Manager | JILL HOOD / 218/279-8837 / jhood@questex.com |
| Production Director | RHONDA SANDE / 218/279-8821 / rsande@questex.com |
| Circulation Manager | JESSICA BORGREN / 218/279-8858 / jborgren@questex.com |
| Asst. Circulation Manager | LISA MILES / 218/279-8866 / lmiles@questex.com |
| Green Book Coordinator | JAN LAULUNEN / 218/279-8843 / jlaulunen@questex.com |

Advertising staff

| | |
|--------------------------------|---|
| Cleveland Headquarters | 7500 Old Oak Blvd., Cleveland, OH 44130-3369 |
| Associate Publisher | PATRICK ROBERTS / 440/891-2609 Fax: 440/891-2675 proberts@questex.com |
| National Account Manager | GEORGE CASEY / 440/891-3146 Fax: 440/891-2675 george.casey@questex.com |
| Regional Account Manager | MICHAEL HARRIS / 440/891-3118 Fax: 440/891-2675 mharris@questex.com |
| Account Executive | LESLIE MONTGOMERY / 440/891-3199 Fax: 440/891-2675 lmontgomery@questex.com |
| Account Executive, Classifieds | BRIAN OLESINSKI / 440/891-2694 Fax: 440/891-2675 bolesinski@questex.com |

Marketing/magazine services

| | |
|-------------------|---|
| REPRINTS | landscapemanagement@reprintbuyer.com / 800/290-5460 x106 |
| MARSHA GUSTAFSON | Circulation List Rental / 440/891/2620 |
| CUSTOMER SERVICES | Microfiche/film Copies 866/344-1315 Subscriber/Customer Service 866/344-1315/615/377-3322 (outside the U.S.) |
| JUDITH DUSTMAN | International Licensing 440/891-2662 Fax: 440/891-2643 jdustman@questex.com For current single copy, back issues, or film/fiche/ CD-Rom, call 866/344-1315; 615/377-3322 |



| | |
|--------------------|---|
| KERRY C. GUMAS | President & Chief Executive Officer |
| TOM CARIDI | Executive Vice President & Chief Financial Officer |
| ROBERT S. INGRAHAM | Executive Vice President - Travel & Beauty Group |
| KATE DOBSON | Vice President & General Manager - Technology Group |
| TONY D'AVINO | Vice President & General Manager - Industrial & Specialty Group |
| DON ROSENBERG | Vice President & General Manager - Home Entertainment Group |
| BOB RYBAK | Vice President - Publishing Operations |
| DIANE EVANS-NEGRON | Vice President - Human Resources |



TALPIRID KILLS MOLES

Let The Scoring Begin.

Rave reviews. Proven results. Steady profits.

Now that Talpirid has proven its success in the field, it's time to enhance your business.

"We finally have something we can depend on for mole control that is simple and easy to use making our job easier and our yards better."

- Ryan McGrady, Pro Green Inc.


"Talpirid had provided us with an additional revenue generating service while solving mole problems for our customers."

- Jeff Cooper, Lawn Connection, Inc.


"We did an analysis of cost and Talpirid is extremely profitable to use."

- Bill Johnson, All Green Corp.

This is a great opportunity to generate incremental revenues with an effective and profitable new service. Contact your Bell distributor or representative to best determine how to begin your own success story.

 **Bell**
LABORATORIES, INC. MADISON, WISCONSIN | www.talpirid.com

Circle 106

TALPIRID™
KILLS MOLES 

Let Us Help You PROMOTE



Customized Printing Programs

- Select your photography from our image collection
- Customized text and layouts made by our talented graphic designers
- Use our "sample print collection" for layout and promotional ideas



Promotional Signs

Call today for a FREE catalog & price sheet!

- Promote with up to 4 colors
- Variety of sizes available
- Print one or two sides
- Two different stakes

R.N.D. Signs & Printing
www.rndsigns.com . 800-328-4009

Circle 107

Get the job done fast!

The Bear Vac Pro features an exclusive agitator bar with 28 mounted beater blades.

Make quick work of piles of leaves, matted leaves and small branches!

Combine the 29" wide swath with the built-in chipper and you've got a machine that works fast, efficient and is highly maneuverable.



Model 75011

19 Chippers & 12 Chipper/Shredders to choose from!



Model 73413
4" Towable Chipper

BEAR CAT
A Breed Above the Best

Locate a dealer near you!
www.bearcatproducts.com
or call us at 800.247.7335

Circle 108

Proud supporter of these green industry professional organizations:



American Nursery & Landscape Association
1000 Vermont Ave., NW, Suite 300
Washington, DC 20005-4914
202/789-2900
www.anla.org



American Society of Irrigation Consultants
PO Box 426
Rochester, MA 02770
508/763-8140
www.asic.org



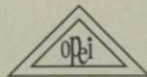
Independent Turf and Ornamental Distributors Association
526 Brittany Drive
State College, PA 16803-1420
Voice: 814/238-1573 / Fax: 814/238-7051



The Irrigation Association
6540 Arlington Blvd.
Falls Church, VA 22042
703/573-3551
www.irrigation.org



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



The Professional Landcare Network
950 Herndon Parkway, Suite 450
Herndon, VA 20170
703/736-9666
www.landcarenetwork.org



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



Snow & Ice Management Association
2011 Peninsula Dr.
Erie, PA 16506
814/835-3577
www.sima.org



Sports Turf Managers Association
805 New Hampshire, Ste. E
Lawrence, KS 66044
800/323-3875
www.sportsturfmanager.com

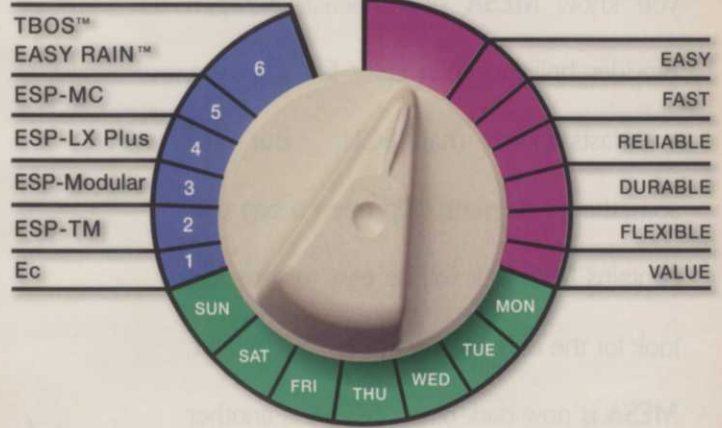


Turf and Ornamental Communicators Association
P.O. Box 156
New Prague, MN 56071
612/758-5811



Greg Heimes
Contractor

CONFIDENCE



Install Confidence.
Install Rain Bird.

Install Confidence.® Install Rain Bird® Controllers.



Rain Bird controllers continue to earn the trust of contractors and homeowners because nobody else has:

- Extra Simple Programming (ESP) that is easy to explain and teach to end-users.
- Multiple levels of surge protection and superior water-resistance.
- Time saving features such as custom Contractor Default™ programs that can be reset at the touch of a button.

For additional details about the entire controller family and individual product features, see your Rain Bird distributor, or visit www.rainbird.com/controllers.

RAIN BIRD®

What does **MESA** look like? If you've used it you know **MESA** slow release nitrogen provides brilliant green color, fast response, and lasts longer than SCU. But now something's different. Rip open a bag that contains **MESA**. It will be easy to spot, just look for the dark blue granules. That's right, **MESA** is now dark blue! **MESA** is another Practical Innovation available only from LebanonTurf. Each dark blue granule combines ammonium sulfate for fast



How can something that works so fast...last so long?

Extended-release **MESA** greens faster and lasts longer than SCU.

response and great color, with our MethEx methylene urea. MethEx methylene urea is released by soil microbes and provides reliable long feeding. Patented **MESA** is the only slow release nitrogen technology to combine the benefits of ammonium sulfate and methylene urea in a single slow release homogeneous granule. So, if it's not blue it's not **MESA**. To learn more, and get a free 40 page Agronomy Manual, visit our web site at www.LebanonTurf.com, click on promotions and enter coupon code LM2115.

LebanonTurf

1-800-233-0628 • www.LebanonTurf.com

Circle 110

Desperate yet?

BY STEPHANIE RICCA / Managing Editor

Beautiful lawns, spacious homes, happy families. These are the hallmarks of suburbia." So began a recent episode of that addicting Sunday night soap, "Desperate Housewives." Do you watch it? Come on, admit it. You've seen it at least once.

Men tend to tune in for a glimpse of Teri Hatcher's character Susan and women don't mind the hunky lawnmowing boy, John.

What an entrepreneur. This kid doesn't drive a fancy van or sport a company logo on his shirt (probably because he'd have to wear a shirt to do that, which he doesn't). But wow, does he make out. Literally. With Gabrielle, one of the desperate housewives, every time he comes to mow her lawn, which he does just about every day. Talk about a contract.

Actually, whether it's Shirtless John or a more professional fictitious landscaper, whoever has the corner on the Wisteria Lane market must be doing well: Every single lawn is lush, green and perfect in every way.

Somehow the Wisteria Lane Homeowner's Association has managed to weed out all the nutty neighbors who think 6-in. crabgrass is "fine just because it's green," or who believe that a few rusty cars up on cement blocks in the yard substitute for a lawn.

This is such a flawless suburban greenscape, there's not even a garden gnome or chrome gazing ball in sight. No, in fact, I think this is a street full of those homeowners who hand-water their lawns under cover of darkness just to sidestep summer water restrictions.

This neighborhood has a commitment to quality landscaping and lawn care. Take Carlos, Gabrielle's husband. In one episode he got down on his knees to in-

spect the cut length of his newly mown grass. Of course, the grass hadn't been cut at all since the aforementioned Shirtless John just had the mower parked out front while he was inside with Gabrielle.

But revenge is sweet on Wisteria Lane. Just a few weeks ago, Gabrielle discovered her former flame and lawnmowing boy setting up a similar "contract" with another neighborhood woman. In revenge, she picked up John's trimmer and destroyed this woman's hedges while they were inside, ahem, signing the contract.

Clearly Shirtless John has a problem securing his equipment. He should have locked that trimmer up in his trailer. Except he doesn't have a trailer. It must be where he left his shirt.

So yes the landscapes are perfect, but like everything else about the show, perfect exteriors give way to crumbling interiors. So next time you watch, pay attention to the grass. There's got to be a few white grubs out there, just waiting to strike. But don't expect Shirtless John to come to the rescue. I hear he's getting killed off.

Contact Stephanie at
440/891-2623 or e-mail
sricca@questex.com.

This is such a flawless suburban greenscape,
there's not even a garden gnome
or chrome gazing ball in sight.



If you concentrate most of your business in a single segment, sooner or later you will feel the brunt of hard times.



Build a good customer mix

BY BRUCE WILSON

Many companies believe that homeowners association (HOA) work isn't good work. Some companies say that the best market segment is high-end office. Others focus on getting public work. Yet I work with many companies that do HOA work and make a nice profit at it.

My belief is that a diversified client portfolio is best. There are several reasons for this.

If you concentrate most of your business in a single segment, sooner or later you will feel the brunt of hard times for that segment. There have been several times in my career that the high-end office market became overbuilt, recession hit and maintenance prices in that segment took a big hit. Apartments have gone through their cycles as well. Public work goes through outsourcing and self-performing cycles.

Another less-obvious problem with concentrating too much work in a single segment is that a company may inadvertently become too dependent on a single customer. I have seen this happen to companies when two or more property management companies that they

had business with merged. Suddenly half of their business was with one customer. This is not a good thing.

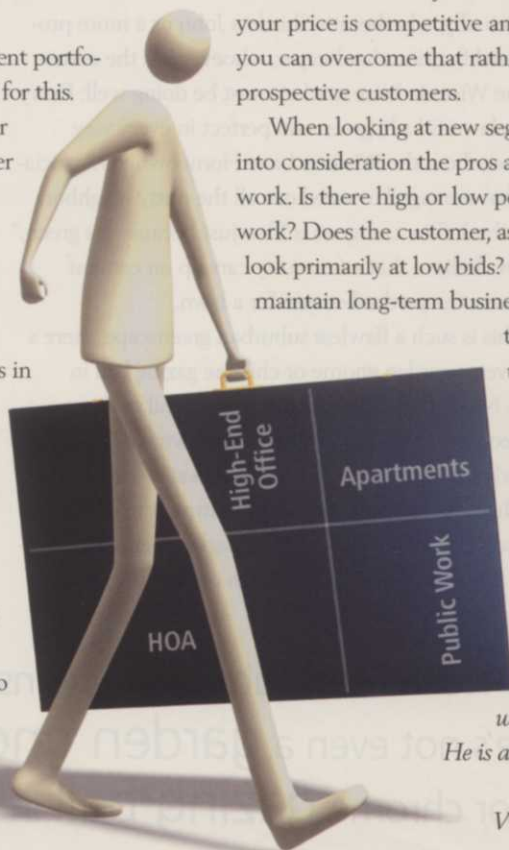
To me a good market mix is to be in multiple market segments. There are some challenges in that the needs of each segment vary slightly, but not enough to be an impenetrable barrier. I would prefer that no one segment be more than 50% of a portfolio of a business.

It becomes somewhat of a challenge to get into some segments because clients want references of similar accounts. But if you have good references overall, your price is competitive and you sell yourself well, you can overcome that rather easily with most prospective customers.

When looking at new segments of the market, take into consideration the pros and cons of each type of work. Is there high or low potential for enhancement work? Does the customer, as in the case of public work, look primarily at low bids? How about the ability to maintain long-term business relationships? How do

the customer's needs line up with your own company culture in terms of being able to meet the customer's expectations? These are important questions to consider as you plan to diversify.

— *The author is a partner with Tom Oyler in the Wilson-Oyler Group, which offers consulting services. He is also the director of the Symbiot Landscape Network. Visit www.wilson-oyler.com.*



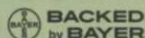
You've never had a fungicide made just for you.



Unless your typical customer has an 18-hole yard.

A golf course isn't the only place for well-managed, disease-free grass. Now there's Armada™, a fungicide that protects both your customers' turf and your profit margin — at around half the price of leading fungicides. Developed exclusively for lawn care professionals, Armada combines the power of a systemic and contact fungicide for persistent control of brown patch, leaf spot, red thread and 11 other turf diseases. At a price that won't put a hole in your wallet. To learn more, call us at 1-800-331-2867 or go to BayerProCentral.com.

Armada™



In the Know

BUSINESS

NEWS YOU CAN USE

EXPO '05 rocked L'ville

BY RON HALL / Editor-in-Chief

LOUISVILLE, KY — Perfect October weather blessed the '05 International Lawn, Garden & Power Equipment EXPO, where the biggest attraction is a 20-acre outside demo area where you can try out the equipment. By the end of the 2 1/2-day EXPO the 17,487 visitors (706 from other countries) had beaten the grounds outside of the renovated Kentucky Exposition Center into dust. (Of course, vendors put all right again after the last mower was tucked onto a trailer and the last backhoe powered down.)

Nice growth in '05

Attendance at the outdoor power extravaganza grew by 7%, compared to 2004, reflecting a 5% increase in dealers/retailers and a 14% increase in lawn and landscape professionals, reported the Outdoor Power Equipment Institute (OPEI).

More than 5,000 supplier personnel greeted attendees and promoted an incredible variety of power equipment. Included in this year's mix were more than 50 products in the New Products and Innovations Showroom.

This year saw a nice uptick in the number of people taking advantage of educational seminars. Most remarkable were the 100 or so attendees, almost all of them men, who spent their Saturday afternoon listening to landscape presentations — and this during one of the biggest college foot-

ball games of the season, USC vs. Notre Dame.

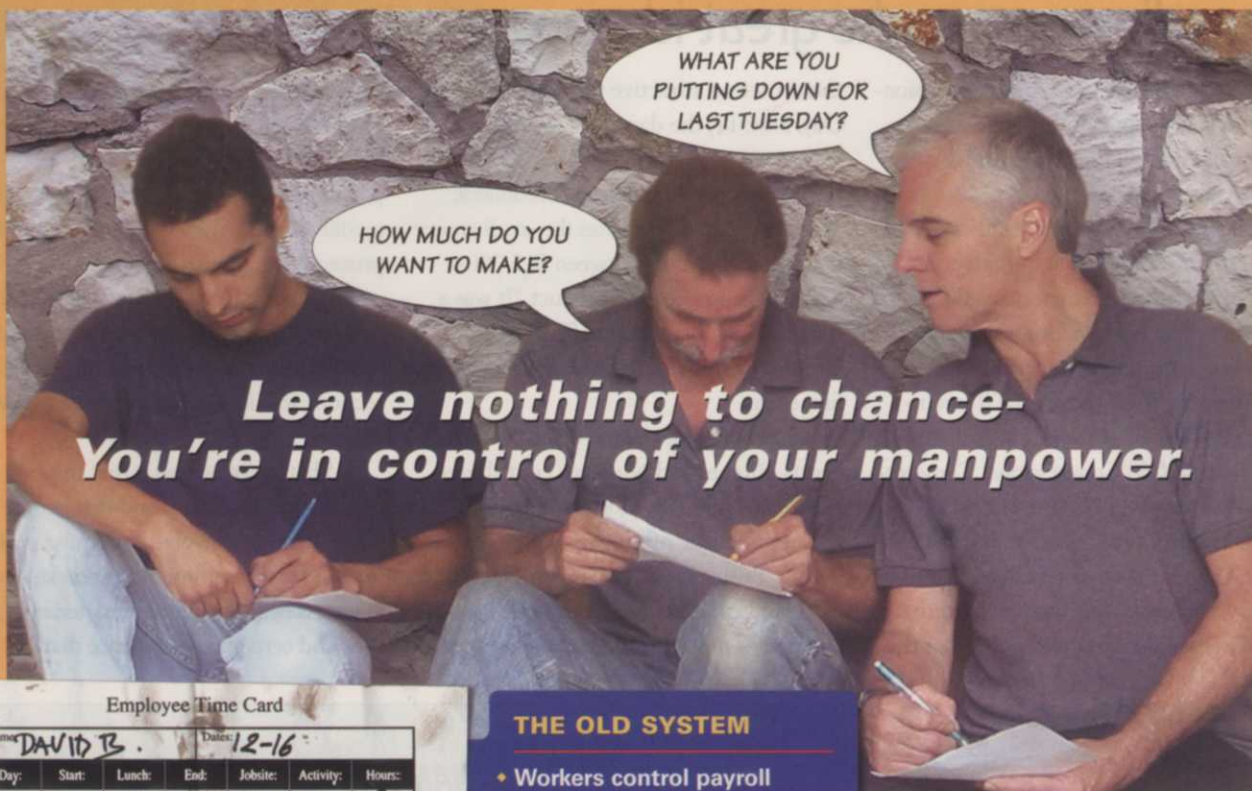
Apart from the weather, the mix of vendors and the growing variety and quality of educational sessions, were some of EXPO's highlights.

Don't forget the bands. Briggs & Stratton's corporate band opened for legendary rockers Paul Revere and the Raiders. The next evening, Ariens, to kick off next sea-

son's 90th anniversary for its Gravelly brand, sponsored a kick-butt performance by country rockers the Charlie Daniels band. EXPO rocks back into Louisville next year for an Oct. 6-8 run.



FIND OUT YOUR TRUE LABOR COSTS



**Leave nothing to chance-
You're in control of your manpower.**

Employee Time Card

Name: **DAVID B.** Dates: **12-16**

| Day: | Start: | Lunch: | End: | Jobite: | Activity: | Hours: |
|-----------|--------|--------|------|------------|-----------|--------|
| Monday | 7 | 1/2 | 3:30 | Morris Cen | | 8 |
| Tuesday | 7 | 1/2 | 3:30 | " | " | 8 |
| Wednesday | 7 | 1/2 | 4 | " | " | 8 1/2 |
| Thursday | 7 | 1/2 | 4 | " | " | 8 1/2 |
| Friday | 7 | 1/2 | 4 | " | " | 8 1/2 |

Employee Signature: *David B.* Total Hours: **41 1/2**

THE OLD SYSTEM

- Workers control payroll
- Illegible handwritten timecards
- Cannot verify locations or hours
- Accuracy based on workers' memories
- Impossible to verify overtime

Employee Report

David Burns

Jobsite Name: **Morris Property** Date Range: **12/12/2005 through 12/16/2005**

| Day | Start | End | Activity | Hours |
|-----------|----------|----------|------------|-----------------------|
| Mon 12/12 | 7:08 AM | 12:05 PM | Irrigation | 4:57 hours |
| | 12:41 PM | 3:22 PM | Irrigation | 2:41 hours 7:38 hours |
| Tue 12/13 | 7:12 AM | 12:07 PM | Irrigation | 4:55 hours |
| | 12:43 PM | 3:23 PM | Irrigation | 2:40 hours 7:35 hours |
| Wed 12/14 | 7:12 AM | 12:02 PM | Irrigation | 4:50 hours |
| | 12:46 PM | 3:49 PM | Irrigation | 3:03 hours 7:53 hours |
| Thu 12/15 | 7:17 AM | 12:19 PM | Planting | 5:02 hours |
| | 12:50 PM | 3:46 PM | Planting | 2:56 hours 7:58 hours |
| Fri 12/16 | 7:13 AM | 12:07 PM | Planting | 4:54 hours |
| | 12:44 PM | 3:39 PM | Planting | 2:55 hours 7:49 hours |

Signature: *David Burns* Employee total **38:53 hours**

THE JOBCLOCK SYSTEM

- Developed by contractors for contractors
- Durable, portable, on the job 24/7
- Zero addition errors
- Allows easy job-costing
- Makes every job more profitable



Find out why more than 175,000 workers clocked in today with The Jobclock System!

THE JOBCLOCK®. THE LANDSCAPER'S TIMECLOCK.™

Call today: (888) 788-8463 • www.jobclock.com

Circle 112

EXAKTIME
INNOVATION AT WORK

Canadian pros make great idea even better

OTTAWA, CANADA — Landcare professionals here took a popular U.S. public service project and made it their own. And they hope to take it national in '06.

In late October about 50 landscape and lawn care pros gathered at Beechwood Cemetery, a historic cemetery overlooking Parliament Hill here, and improved the grounds of a portion of the 160-cemetery.

Borrowing from the annual Remembrance and Renewal project at Arlington National and Old Congressional Cemeteries in Washington, D.C., the Canadian Green Industry pros concentrated their efforts on about 10 acres set aside for the country's veterans. They worked hard that day to make that particular portion of the

cemetery attractive for Remembrance Day, Nov. 11, the day Canada honors its veterans.

Chris Lemcke, technical coordinator, Weed Man USA, estimates the small group donated somewhere between \$15,000-\$20,000 in services and product. "It was a start," he said. Lemcke and Sharon Urquhart, Green Unlimited, organized this first event.

Companies like Bayer, Plant Products, Scotts, Ritches and NuGrow contributed products while Tim Hortons, a popular restaurant chain, offered up coffee and donuts. Business owners and employees of local landscape, lawn care and tree care companies provided the technical expert-

ise and labor.

"I think we came in and offered the help at the right time," said Lemcke, explaining that caretakers of the particular section of the cemetery that the group improved have a limited grounds budget.

Unlike the United States, Canada does not have a "national" cemetery dedicated to its veterans. Instead there are special sections within cemeteries across that vast country.

"What we're hoping is that this becomes a national event and that people in our industry get involved in similar projects in their local communities," Lemcke said. "There is beauty in these cemeteries, in nature, and certainly we enhance that."

FUEL. DIESEL-36% BETTER FUEL EFFICIENCY THAN GAS
EFFICIENT. DIXON® KODIAK DIESEL®-THE LOWEST PRICED ZERO TURN DIESEL

Save Time. Save Fuel.
Dixon® Kodiak® Diesel

Commercial Warranty
3 Years Parts 2 Years Labor

0% retail financing
for 12 months
See dealer for details.

12cc Hydro-Gear® pumps with
Parker® wheel motors for
performance and durability.

YANMAR
20 HP DIESEL

Seven-gauge steel and 1/4
inch plates reinforce critical deck
areas - sides and spindle hubs.

52 inch HFS™
cutting deck with Fusion™
blades that last 100% longer
and stay sharper 200% longer.

*Hill for about

It's *Time.* For a **DIXON**®
Toll-Free: 800-264-6075 www.Dixon-ZTR.com/diesel

IA names 2005 award winners

FALLS CHURCH, VA — The Irrigation Association named the winners for its 2005 awards program, honoring those people, places and organizations that have taken an industry-leading role in irrigation and water conservation.

This year's winners include:

► The **Eugene Water & Electric Board** of Eugene, OR, has been named the 2005 Irrigation Association Partner of the Year for its conservation efforts and for providing a model for cooperation between the irrigation industry and water agencies.

► The town of **Cary, NC**, recognized for its progressive water conservation program, has been named recipient of the 2005 Irrigation Association National Water and Energy Conservation Award.

► **Ronald Gilbert**, who introduced the concept of pressurized irrigation around the world, is the 2005 recipient of the Irrigation Association Crawford Reid Memorial Award.

► **Jim Barrett**, recognized as an innovator in golf course irrigation design, has been named recipient of the 2005 Irrigation Association Industry Achievement Award.

COMPASS correction

The COMPASS System is not a software program as reported in the October issue of *LM*. COMPASS is a comprehensive business management system that teaches landscape/lawn service professionals how to "track time, not dollars," and to understand their true labor costs and overhead. Business owners protect and track net profit by using the system. It also gives owners systems to retain employees and to make their operations and office procedures more efficient. For more information about the COMPASS System call 302/324-1614 or e-mail info@compasssystem.com.



Gilbert



Barrett



Phene



Replogle

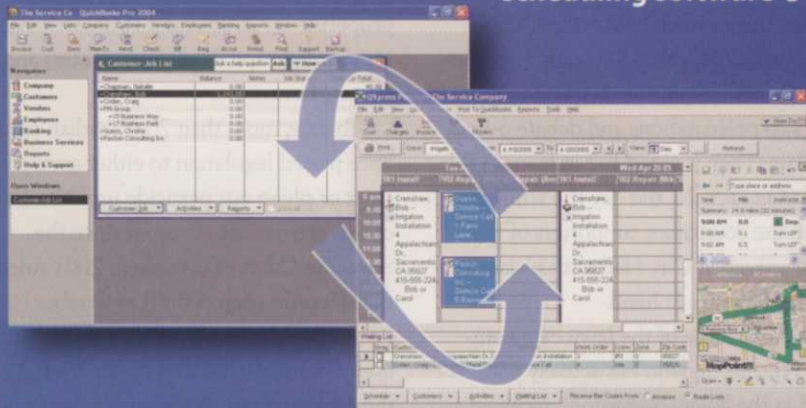
► **Claude J. Phene**, whose research shaped the evolution of drip irrigation technology, has been named Irrigation Association Person of the Year for 2005.

► **John Replogle**, whose research led to new methods for measuring water flow, has been named the Irrigation Association 2005 Person of the Year.



Searching for the best

QuickBooks-integrated ?
scheduling software ?



"My previous scheduling software could not accurately calculate or perform the functions that I needed for my company. But with QXpress Enterprise, there is so much versatility that you can't go wrong with it. Entering info is a breeze, especially with the "Projects" feature. The great thing about this is that you can get real detailed on how much a crew is costing you per hour."

*Kevin Taylor, President
Taylor Lawn & Landscape MGMT*

Call 1.877.529.6659 or visit www.qxpress.com for a FREE demonstration

Proud member of:



QuickBooks is a registered trademark and service mark of Intuit Inc. in the United States and other countries. QXpress is a registered trademark of Albec Incorporated. QuickBooks and the "Designed for QuickBooks" Logo are trademarks and/or registered trademarks of Intuit Inc., displayed with permission. The use by Albec of the Logo does not signify certification or endorsement of Albec's software by Intuit, and Albec is solely responsible for its software and the support and maintenance of the software.

Circle 150

Canada pesticide debate rages on

BY RON HALL / Editor-in-Chief

OTTAWA, CANADA — Lawmakers here on Oct. 26 voted 10-10 on a bylaw to ban the “cosmetic use” of pesticides beginning in 2007. The split disappointed both the activist and lawn care communities. Anti-pesticide activists want a ban. Landcare professionals seek clear-cut and reasonable guidelines for maintaining clients’ lawns.

The councilors agreed to re-examine the issue in mid November.

At the heart of the controversy is the concept of “cosmetic use,” defined as the non-essential use of chemical pesticides for “purely aesthetic reasons” to enhance the appearance of property.

Less than a week before the Oct. 26 vote, the city’s Health, Recreation and Social Services Committee listened to more than 120 presentations and debate over two days. Then it voted 6-2 in favor of the bylaw. On Oct. 26, the day the vote came before the councilors, supporters of the bylaw arrived at City Hall with placards and megaphones in hand.

Thom Bourne of the lawn care company Nutrilawn, who has actively participated in the bylaw discussions, received a chorus of boos when he arrived. It wasn’t the first time Bourne drew the ire of the anti-pesticide group, or the councilors sup-

porting the bylaw. In a previous hearing Bourne presented the councilors with more than 4,000 letters from lawn care customers opposing the bylaw.

Bourne said that most lawn care business owners are not opposed to a bylaw as long as it is reasonable. “We want a workable bylaw, not a prohibition. We want something that provides sensible guidelines.”

As the bylaw is written, pesticides can still be sold in Ottawa, but not used.

The debate over pesticide use in Ottawa took on much of its present form in 2002 when the city council adopted a three-year strategy to encourage residents to voluntarily reduce pesticide use. The goal at that time was a 70% reduction on residential properties by 2005 and a 100% reduction at schools, hospitals, daycare centers and nursing homes.

To date, more than 70 Canadian cities have passed legislation to either severely restrict or phase out pesticide use. Almost all of this activity has occurred since the Supreme Court of Canada in 2001 ruled that Hudson (pop. 5,000) in Quebec Province, could regulate “the non-essential” use of pesticides. Most recently, Victoria, the capital of British Columbia, began considering pesticide legislation.

Visit www.landscapemanagement.net for updates.

CLIPPINGS

Make your Yellow Pages ad work

Looking for more information after reading Adams Hudson’s excellent article in the Oct. issue of *LM*, “Get more green from your Yellow Pages ad”? The Web site cited was incorrect. The correct site for more information is www.hudsonink.com.

CE-Minne buys Fertimix

JORDAN, MN — CE-Minne Industries recently acquired Fertimix, Inc., a Jordan, MN-based specialty fertilizer and ice melt products company. Daren Klegstad, CE-Minne’s owner, reports he will continue to do business as Fertimix and focus the company’s marketing and distribution in the Midwest region, concentrating in the Minnesota, Wisconsin, Northern Iowa and Dakota areas.

Ariens partners with JP Horizons

CLEVELAND — Ariens Co. has agreed to sponsor JP Horizons’ signature educational events including Sales Jam, Leadership Jam and the Training Challenge. Ariens manufactures lawn care and snow removal equipment, while JP Horizons teaches practical methods of how to effectively manage and motivate employees.

Online shopping

CANTON, OH — C&S Turf Care Equipment, Inc., headquartered in North Canton, Ohio, unveiled its new shop-online Web site, www.csturfequip.com. Now customers can purchase the complete line of equipment, parts and accessories and take advantage of online savings. To kick off the new Web site, C&S is giving away a new Turf Tracker Time Machine. Visit the site and register to win.

snowpusherparts.com

**YOUR HOME FOR HIGH QUALITY DISCOUNT PARTS.
FOR ANY PUSHER ON THE MARKET.**

**BIG DISCOUNTS ON AFTER-MARKET
PARTS THAT FIT ALL BRANDS!**

wear shoes, rubber & poly cutting edges, bolt kits,
chain & binder kits, cutting edge hold downs, etc.

**Purchase from us
exclusively on the internet.**

Circle 114

New leadership for Bayer, LESCO

RESEARCH TRIANGLE PARK/CLEVELAND

—Two industry-leading companies recently experienced changes in their top management teams.

At Bayer Environmental Science, Research Triangle Park, NC, Neil Cleveland was named director of the U.S. Green Business. Cleveland will assume his new position on April 1, 2006, taking over for Dan Carrothers, who resigns effective Dec. 31 to become chief operating officer of Datacore, a database marketing firm in Kansas City, KS.

Josh Weeks, vice president, Professional Products North America, will assume management of Bayer's Green Business on an interim basis from Jan. 1 through March 31, 2006. He will work closely with Cleveland, who holds the position of global portfolio manager of Green Business, based at the global headquarters for Bayer Environmental Science in Lyon, France.

Jeffrey L. Rutherford
replaces Michael P.
DiMino as president
and CEO of LESCO.

"We expect this to be a smooth transition, as Neil is very familiar with both our industry and our customers," said Weeks. "He has successfully held many positions within Bayer, including sales, product management and sales management, in addition to his current global responsibilities."

Likewise, Cleveland-based LESCO named Jeffrey L. Rutherford president and CEO, replacing Michael P. DiMino, who resigned both positions as well as his directorship effective Oct. 20. Rutherford was previously senior vice president and CFO.

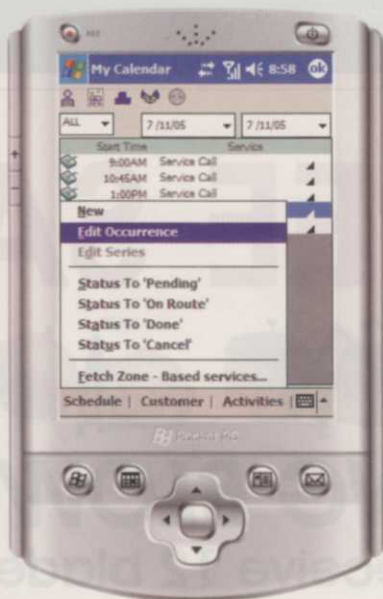
The company rounded out its senior management team, promoting Bruce Thorn to chief operating officer, Michael

Weisbarth to chief financial officer and controller and Kathleen Minahan to general counsel and secretary.

"I would like to thank Michael DiMino

for his contributions to LESCO over the past four years," said J. Martin Erbaugh, LESCO chairman of the board. "With the sale of our supply chain assets, these management changes put the right team in place to drive our store-focused strategy."

Announcing...



QX Mobile is for the Green Industry professional who is always on the lookout for ways to gain an edge over their competition. Developed using the latest technology available for Microsoft **Pocket PC** handhelds, QX Mobile offers a solution you may have never thought possible!

- ▶ Send and receive customer and job data **wirelessly** from the field with your QXpress Scheduling Software, the leading service business software for QuickBooks users.
- ▶ Print estimates and work orders in the field, as well as capture signatures.
- ▶ Record start times, stop times, and material usage in the field to avoid double-entry.

The latest product from **QXpress**
SCHEDULING SOFTWARE

Call 1.877.529.6659 or visit www.qxpress.com for a FREE demonstration

Proud member of:



QuickBooks is a registered trademark and service mark of Intuit Inc. in the United States and other countries. QXpress is a registered trademark of Alcotec Incorporated. QuickBooks and the "Designed for QuickBooks" Logo are trademarks and/or registered trademarks of Intuit Inc. displayed with permission. The use by Alcotec of the Logo does not signify certification or endorsement of Alcotec's software by Intuit, and Alcotec is solely responsible for its software and the support and maintenance of the software.

Circle 115

People & companies

Professional irrigation equipment manufacturer **K-Rain Manufacturing Corp.** appointed **Christopher (Ren) Zhong** as regional sales representative for China.



Textron Inc. named **Daniel F. Wilkinson** president of **Jacobsen**, the Charlotte, NC-based manufacturer of golf and sports turf, commercial grounds care, turfgrass production, and large estate lawn care equipment. He

replaces **Jon Carlson**, who left Jacobsen to pursue other opportunities.

Crystal Marmo joined Sanford, FL-based **Girard Environmental Services** as director of human resources. **Jared Bonshire**, a graduate of the University of Kentucky, also comes to GES as an estimator of construction services.

The Toro Co., Irrigation Division, hired **Brian Ries** as marketing and product manager of valve and control products for the residential and commercial landscape markets.

Andy Smith, a Michigan irrigation contractor, has been named director of state and affiliate relations for the **Irrigation Association**. Smith is president of **Smith Irrigation Inc.**, but plans to sell the company to focus on his new duties with the IA.

Gro-Pro LLC of Inverness, FL, hired **Greg Thompson** as director of National Accounts. Thompson has 10 years experience in the non-crop markets working with American Cyanamid and BASF.



Ferris Industries of Munnsville, NY, promoted **Dan Dean** (above, left) to regional sales manager for the Oklahoma, Arkansas, Kansas and Missouri markets. **Jim Lawton** (above, right), regional sales manager for the Southwest region.



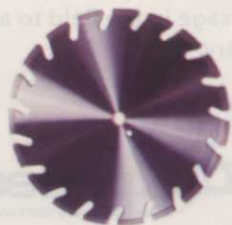
Chemilizer Products, Inc., a manufacturer of quality fluid injectors in Largo, FL, has named **Shelly Rimmel** operations manager and **Wilma Pennino** inventory control manager.

FREE SAW



SPRING BLOWOUT!!

Receive 12 blades
plus the saw
of your choice
\$1599.00



Quality
 Diamond
Tools

www.qualitydiamondtools.com

1-800-285-0163

Selling Blades Across AMERICA!



Circle 116

The



Since 1980

For over a quarter of a century, the Walker Mower has been an American original design; developed and manufactured by the hands of skilled craftsmen who have specialized in one product line. The Walker Mower is not an "overnight project" or a copy of another mower—the original design challenge was to make a machine to do a job. Today, thousands of landscape professionals have found the *Walker Original* fits their job and has helped build their business. If productivity and high quality mowing are needs in your business, see what the Walker Mower can do for you.



Accepted in the United States and 28 nations around the world as a leader in Commercial, Zero-Turn Mowing


WALKER MOWERS

Circle 117

5925 E. HARMONY ROAD • FORT COLLINS, CO 80528 • (970) 221-5614

www.walkermowers.com • Request a Free Demonstration Today

**INDEPENDENT
INNOVATORS**



**One of the few lawn pests
new ARENA[®] can't control.**



Season-long control of grubs plus control of chinch bugs, webworms and other damaging insect pests.

New ARENA® Insecticide from Arvesta may not solve all of your pest problems, but it sure takes care of the key ones.

Along with exceptional season-long control of white grubs, ARENA stops chinch bugs, sod webworms and billbugs dead in their tracks. Plus, it offers suppression of cutworms and mole crickets.

You'll also like the fact that ARENA Insecticide features an excellent safety profile, including a restricted entry interval (REI) of just 12 hours. And it comes in your choice of convenient spreadable or sprayable formulations.

This year, ask your turf products supplier for the new standard in broad-spectrum insect control — ARENA Insecticide from Arvesta. To learn more, visit www.arvesta.us/arena or call 1-866-761-9397 toll free.

Arena®

Arvesta
T&O

Circle 118

Consider business protocol and family dynamics to make a smooth transition from one generation to the next

Moving

BY PETER FRETTEY



Will they or won't they? Go into the family business, that is. Young children who grow up in the industry often gravitate to the shiny trucks and tools, giving their eager entrepreneur parents hope that an interest is brewing to carry on the family business. But Gordon Lohman, founder of the Montague, MI-based Double L Enterprises, warns against reading too far into that childhood curiosity.

"Anyone who starts a business has dreams of their children carrying it forward, but it is important to realize that everyone has their own niche," Lohman says. "If they have an interest, you want to be there

to support them, but at no point do you want to force anyone into a role where they may not be comfortable."

In his case, his sons Kyle, Kevin and Jeff did choose to enter the business their father

started, but via different routes that led them eventually back to the family enterprise.

For most business owners like Gordon Lohman, the prospect of succession, even if family is involved, is daunting.

You have worked hard and are ready to move on and enjoy the life you've built, but an important question remains: Are you and your business prepared for the transition, especially considering how difficult it can be to

Family ties

While it may be difficult for any entrepreneur to let go of his business, the complexity only increases when the successor is a family member.

"Family members bring their own set of dynamics into the equation, which is why being able to separate out family dynamics and maintain the relationships is so important," says Frank Merritt, president of the Atlanta-based Corporate Psychology Resources. "You want to keep the family aspect separate from the performance and business judgment component. Once you transfer family difficulties into the workplace you have difficulty sorting anything out."

Merritt adds that it is usually most effective for the next generation to go out and work other places immediately out of school rather than come directly into the business. "This creates a confidence level apart from the family, which is very important because there is a perception externally and sometimes internally that they have been taken care of by the patriarch or matriarch," he says.

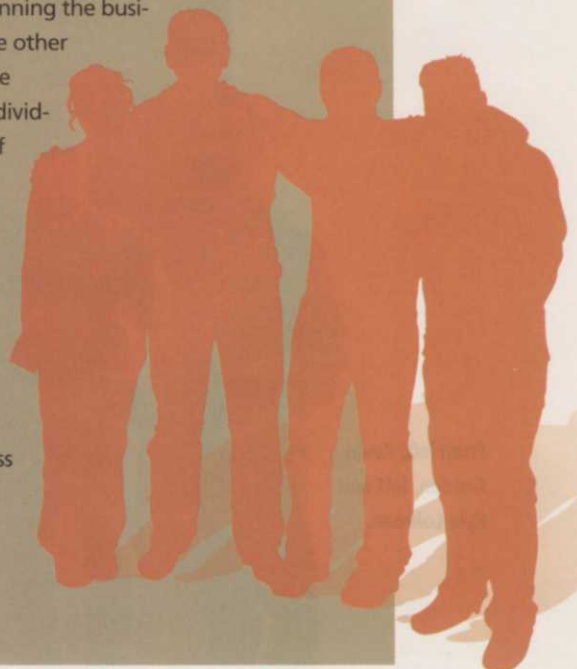
Montague, MI-based Double L Enterprises principal Kyle Lohman agrees that it is important that children work outside the business before taking on roles within the business. "This way they know how other businesses work and it is possible to avoid individuals placing themselves into roles where they are not best suited," he says. "In our business, when the kids do come in they will also go through each department and see what it is like before they take on any role."

Kyle Lohman knew the business would be a good fit for him from the start, back in high school, while his brothers took different routes. Kyle and Jeff purchased the business from their father in 1997. Kevin joined as a partner in 2003 after military obligations overseas. "Kyle came down to visit me in Texas and

started talking about his plans and it was at that point that I knew I wanted to get involved," Kevin says. "With a degree in business management, and having worked for a few other businesses, I had knowledge of how to run an efficient business and looked forward to apply those principals to practice."

Jeff combined his love of the outdoors component of landscaping with a strong interest in building customer service. "Once I had the opportunity to start interacting with customers, along with the immediate satisfaction of seeing a job through to completion, I knew it was the right fit," he says. "I just adjusted to the business day by day. Fortunately, we have made a solid team and continue to complement one another with differing sets of strengths.

According to Merritt, this type of comprehensive approach is especially important when multiple family members have an interest in taking over the reins. "Often times it makes sense to install the child that is most suited to running the business and treat the other children as passive investors or as individuals taken care of financially or estate-wise by the business," he says. "It is tough enough to manage normal family relationships — trying to do so in a business environment can ruin both the business and the family." — P.F.



The best-case scenario, while sometimes difficult, is a gradual transition from owner to owner.

let go and allow someone else to take the reins?

Unfortunately for most business owners, this is one of the most feared times in the growth cycle, so most tend to avoid the topic entirely. Ac-

ording to Frank Merritt, president of Atlanta-based Corporate Psychology Resources, this is a relatively common issue regardless of the type of business structure or the size.

Jayne Broudy, founder and

principal of Pinnacle Consulting Group, agrees, adding that an owner's immersion in the business usually becomes the biggest challenge to overcome. "As a result, they have a hard time separating themselves from the business even though they know deep down that it is time to move on," Broudy says. "Often it is the small things that trip up the process as much as the major issues."

According to Broudy, owners must prepare themselves both mentally and physically so that it is possible to work through smaller steps of the transaction rather than experience an overwhelming shock. "Many owners want to work full force, full time and then draw the line in the sand and have someone else take over," she says. "However, the best-case scenario, while sometimes difficult, is a gradual transition from owner to owner."

Father knows best

Kyle, Kevin and Jeff Lohman say their dad, Double L Enterprises founder Gordon Lohman, is the reason their business transition has been successful. "Dad has been a sounding board and a great fill-in operator when we need one. Having someone around with his ability and understanding of the entire industry has been invaluable," Kyle says.

"He has been instrumental in providing advice and being there when we have needed to make decisions to move in different directions," Kevin says of his father.

"His role has been to provide us with the knowledge that can only come with experience," Jeff says. "Having him around has allowed us to speed things up a little as we continue to progress."

What about dad's take on it?

"It was nice to see that they were willing and interested in continuing on with what I started," Gordon says. "I never wanted to force anything on them; I just wanted to provide an opportunity for them to succeed in the business. Now, While I want to be here when they need me, I want to remain very far in the background." — P.F.

Consider the components

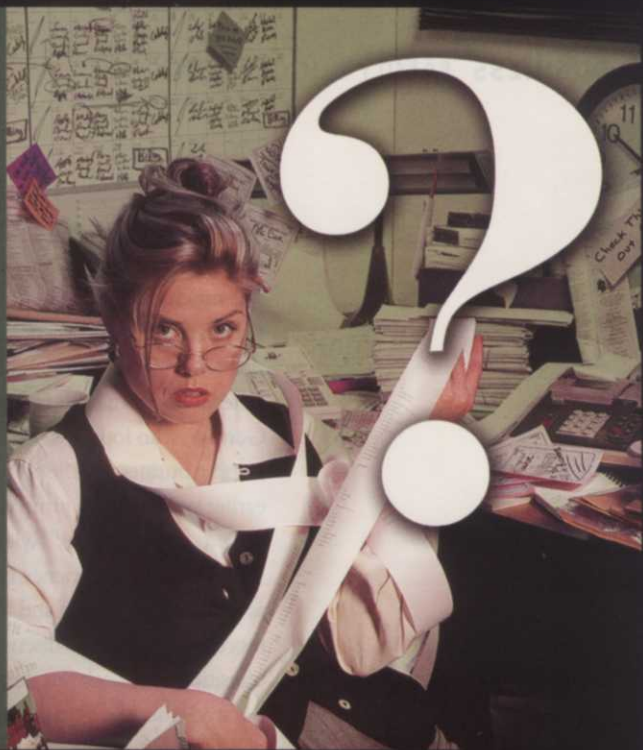
■ **Plan ahead** — Even though the light at the end of the tunnel may seem far away, it is never too early to put a succession plan in place. "Doing so can mean avoiding a great deal of financial risk, especially if one of the owners dies," Merritt says. "If it helps put things in perspective, the succession plan can actually be more of a contingency plan until the owner begins to get older. You need to set the seeds for plans that will come to fruition many years down the road."

Through advance planning, it
continued on page 30

From left, Kevin, Gordon, Jeff and Kyle Lohman.



*Are you
making*
30%
Net Profit



You too can make **30% Net Profit!**

Unbelievable? NO, you can make **30% NET PROFIT** in your service based company. Our customers achieve this by using **CLIP** software's exclusive routing, scheduling and job costing. Only **CLIP** tracks every minute spent on every job. You only have a few minutes each hour to make profit, don't lose it. Only **CLIP** can give you a virtually paperless office with links to PDA's, real time GPS tracking and Cell Phone technology. **BELIEVE IT**, we do it everyday in our own lawn company.

Profit, Paperless, and Automatic Billing
Transfer invoices to QuickBooks™ if desired.

What NET PROFIT are you making?

Can you afford to wait?

Call for a Free Demo.

Do it NOW!

Call 800-635-8485 today for a FREE Demo CD.

www.clip.com



continued from page 28
 was much easier for Kyle Lohman and his brothers Jeff and Kevin to purchase Double L Enterprises from their father Gordon, who founded the landscaping business in 1986. "The earlier you can get a jump on the process the better," Kyle says. "You want the experience to be as pleasant as possible and the more time there is to discuss the transition and work out details, the smoother the actual transaction will be."

Quick tips for succession success

Plan as early as possible – even if the plans are purely contingency plans

Put everything in writing

Seek outside input

Follow through with your plan

It is never too early to put a succession plan in place.

It is also important to create a long-term plan a minimum of five years before you hope to get out, Lohman explains. "A lot of people get to the point where they want just to sell out and move on. If the plan is not in place, this can create confusion and when family is involved there can also be hurt feelings."

■ **Document details** — While some proactive businesses do have plans in place, unfortunately having a formal written plan is still relatively rare. Lohman adds that through documentation, family busi-

nesses have the opportunity to assess the successor's abilities and the business operation's needs, while downplaying the feelings component.

"Documentation eliminates any question of responsibilities or duties. It also provides a process whereby everyone involved can come to full agreement in advance," Lohman says. "Some view written documents as overkill or a cold way of handling business, but they really can be the tool that protects the business, which in turn protects all of the families relying on its success."

■ **Remember the outside world**

— Business owners tend to get caught up in the day-to-day operations of the business, especially during transition. However, Merritt explains that it is crucial that business owners remember the value of those outside the business. "For instance, you need to get objective third parties involved so that you can steer the education and skill development of the successor," he says.

Lohman agrees, adding that people who have gone through the process bring a different perspective to the situation. "As a result they can shed light on potential problems or situations that could arise, and it is much better to cover all of the bases in advance," he says. "It also provides a fresh set of eyes and a due diligence checklist that helps avoid any of the problems associated with family issues."

Another component of remembering the outside world

deals with transitioning the firm's various contacts, Lohman adds. "Our father had a number of people that he dealt with including customers, subcontractors and suppliers, so it was vital to ongoing operations that they knew us and were comfortable dealing with us prior to the time that he was planning to exit the company," he says.

■ **Step back** — For owners who have just handed over the keys, Merritt advises them to take breathing room. "You need to truly empower and avoid second-guessing. Many times the strains come when you need to hand over power," he says. "You need to let the individual stumble, have difficulties and learn. You cannot micromanage if your goal is to transition out. You want them to be successful, especially since these arrangements typically have long-term incentives or payoffs."

Giving successors empowerment throughout the transition is vital, Lohman explains.

"For instance, there were times when we wanted to incorporate new methods and technologies into the business that our father had not planned on," he says. "Sometimes he knew they were mistakes, but he did not stop us because he wanted us to learn firsthand from the experience. Not only does this help you better learn the operations, it also helps keep the relationship moving positively." **LM**

— *The author is a freelance writer in Whitehall, MI. Contact him at peterfretty@msn.com.*



**From summer
to winter.**



Rent it here.

From the biggest machines to the smallest tools, all it takes is one call to The Cat Rental Store and it's done.



Making the critical TRANSITION

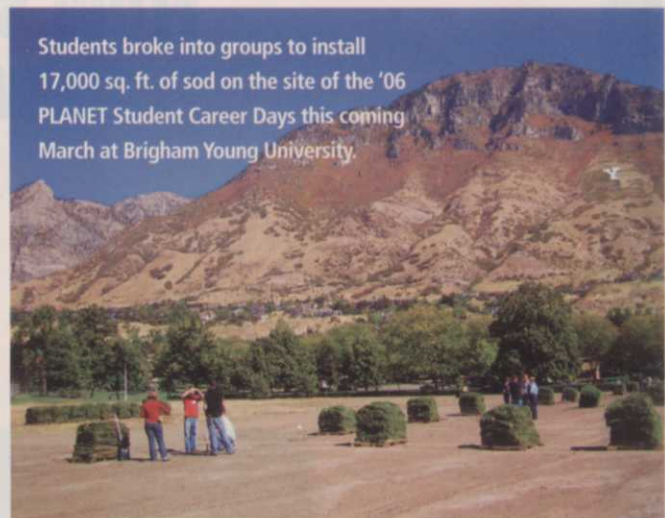
New Professional Development Academy bridges the gap between academic training and on-the-job leadership experience

BY STEVEN COHAN, PH.D.

Seniors in my business management class say their biggest apprehension about entering the working environment is: "We don't know whether we can meet our employers' expectations." Colleagues tell me their students have the same concern.

With this in mind, we developed the Professional Development Academy (PDA) for developing leadership skills. This two-day workshop engages entry-level management personnel with leadership skills through interactive role-playing, problem solving and implementation of a landscape project.

The PDA got off the ground at a PLANET Summer Leadership meeting this past July when a pilot workshop was agreed upon. Dr. Phil Allen of Brigham Young University conducted the first PDA workshop



with 50 of his landscape management students.

We felt the integration of academic faculty and the industry training expertise of Jim Paluch of JP Horizons would help transition landscape management graduates from academia to industry. The faculty served as mentors and facilitators while Paluch involved the participants in a series of leadership skills. Participating fac-

ulty at the BYU PDA workshop included: Martha Hill, Hinds Community College; Randey Wall, Illinois Central Community College; Steve O'Neal and Dick Ansley, Columbus State Community College; Dan Stearns, Pennsylvania State University; Phil Allen and Greg Jolley, Brigham Young University; and myself, Steve Cohan, representing the


continued on page 34



Spell doom for insects above and below ground with one application.

The end is near for grubs, chinch bugs, sod webworms, billbugs and more than 70 other turf-eating pests. Nothing on the market gives you better control of surface and subsurface insects. Allectus™ is a revolutionary new product that provides deadly broad-spectrum control that's both preventative and curative, with a long residual effect. For insects, it's eternally long. To learn more, call 1-800-331-2867 or visit BayerProCentral.com.

allectus™

 **BACKED**
by **BAYER.**



Each group generated 20 ideas for success.

Students identified the positive and negative behaviors that could help or harm their companies and also their careers.

continued from page 32
University of Maryland.

The stage was set at BYU for creating a leadership reality show with the aim of giving participants confidence in dealing with industry issues.

Paluch conducted the first general session, "Builders and Destroyers" by identifying the positive and negative impacts of individuals on productivity and the working environment. He alerted the young leaders to traits that can either improve or damage the companies they work for, not to mention their professional careers.

During role-playing the BYU participants responded to different scenarios including dealing with distraught customers and how they would accept a new crew member and incorporate the new hire into their work team. Faculty mentors critiqued their solutions.

Equipped with basic leadership skills the students then divided into 11 crews, each with a crew leader. Roy Peterman,

continued on page 36

Participants say PDA hit the mark

"The PDA weekend was amazing," says Susana Pena, a BYU horticulture major who will graduate in 2006. "Deep down everyone knows that people skills are important, and that they don't really get addressed in the formal education process. Students are taught the science behind horticulture, but that isn't enough. Students need to be taught leadership skills as well. But from what I've heard and seen so far, too many landscape workers have trouble communicating. If you can't communicate, then you can't lead."

Roel Ventura graduated from BYU in 2004 with a degree in urban horticulture and now works in sales as a concierge for Initial Tropical Plants in Los Angeles.

Responsible for serving about 80 clients, in his short career he has already recognized a need for the kinds of the people skills presented at PDA. "Being effective in this industry requires a lot of energy," Ventura says. "And PDA showed us how to build positive energy. Paluch's demonstrations were energizing, but at the same time they were extremely practical. I see a need for leadership training and how to manage people. The 'Builder and Destroyer' demonstration mirrored exactly what happens in the real world."

Among the faculty, Dr. Phil Allen's comments echo those of colleagues: "We want our graduates, and graduates across the country who are pursuing landscape management degrees to be effective at communicating and supervising people," he says. "This PDA workshop is a part of a much larger ongoing effort. Students need to recognize they have to think about working effectively with others and becoming leaders before they graduate."

— S.C.



The students worked using BYU's production standards.

**NEW
NETLESS!**

The best erosion control blanket and LESS...

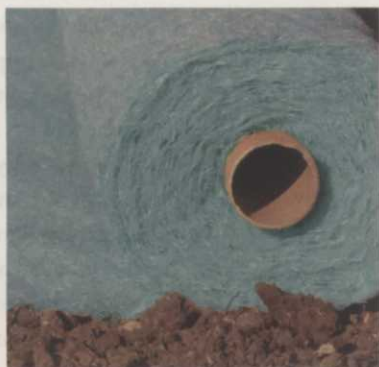
Introducing Futerra® F4 NETLESS™ ...LESS ENVIRONMENTAL RISK ...LESS DOWNTIME ...LESS MESS.

Introducing Futerra® F4 Netless™... a revolutionary new way to look at blankets. Compared to netted blankets, it's lighter yet it provides the highest level of slope protection and vegetative establishment for fine turf and environmentally sensitive applications.

Futerra

F4NETLESS™

the
highest
level of



netting entanglement. F4 Netless™ excels at vegetation establishment, providing the most effective erosion control on slopes of any blanket in its class. And since it weighs less than straw and excelsior blankets and requires fewer staples, F4 Netless™ installs quickly—with less man-hours per square yard. Join the blanket revolution with Futerra F4 Netless™—only from Profile.

F4 Netless™ is the industry's first blanket without threads or netting. No netting means no unsightly debris to clutter the site, no more endangerment to wildlife and no mowing downtime due to

Call 1-800-508-8681 today for a free sample or go to www.netlessblanket.com for more details.



Profile

Your Trusted Partner In Soil Solutions

www.profileproducts.com

Profile Products LLC • 750 Lake Cook Road, Suite 440 • Buffalo Grove, IL 60089 • 800-508-8681 • Fax 847-215-0577 • ©2004 PROFILE Products LLC., all rights reserved.

Patent #'s 5,484,501; 5,330,828; and Patent Pending

Are you a builder or destroyer?

BY JIM PALUCH

Getting everyone in an organization to understand the "Builder and Destroyer" mentality is critical. We see so many destroyers. They show up every day at their companies and begin prophesying the worst. They make it their full-time work creating a grim environment. But with this awareness we are also seeing more and more builders out there who can bring people together to work out the complications that arise on the job.

One thing the Professional Development Academy does is show entry-level managers how to work with people and understand themselves. That's quite an advantage to the young person beginning his or her career and quite an advantage to the company that hires them.

Leaders who want to make a positive difference create an environment where people want to be. These are the companies that succeed, largely because they value their people. But building this kind of culture doesn't happen overnight. It often takes training to be able to communicate from a Builder's frame of reference. That's where PDA comes in for the young professional entering the working world.

Learning how to handle routine issues such as chronically late employees or workers who refuse to wear their uniforms may not seem like issues that colleges should teach, but nonetheless these are the matters that newly hired landscape supervisors have to deal with.

It's better to take a few days of company time and train workers on how to get along with people in this industry than it is to simply continue reacting to stressful situations, often with lackluster results.

— *The author, through JP Horizons, offers leadership and sales training to the Green Industry. Contact him at Jim@jphorizons.com.*

continued from page 34
head of BYU grounds, briefed them on the installation of 17,000 sq. ft. of sod at the location of a 2006 Student Career Days event. Working with BYU's landscape production standards, they coordinated their efforts with adjacent crews. Not everything went



Above: BYU students worked as a team.
Below: Martha Hill, Hinds Community College, Jackson, MS, got her hands dirty.



smoothly, at least not initially. But as the three-hour project progressed, leaders emerged and teamwork improved.

The participants then broke into groups of ten students, each with a faculty member, to brainstorm how their presence, as an entry-level manager, could create a positive impact on their respective companies.

Each group generated 20 ideas on subjects ranging from improving a company's market nice to job cost controls. Then each selected its best idea and presented it to the others in a short skit.

Paluch wrapped up the event with a participatory exercise on the risks and rewards of change. The enthusiasm of both the emerging leaders and those who had recently entered the industry grew throughout the

event and endorsed the PDA leadership development concept, all agreed.

Student feedback inspired the faculty and Paluch to begin planning regional PDA workshops at other venues. These workshops would be available for companies to send their new college recruits and current entry-level managers.

Challenges await our emerging leaders but with PDA training these future leaders will be equipped to meet those challenges. **LM**

— *The author is dean of the Professional Development Academy, coordinator of the landscape management program, University of Maryland, and author of the book "Business Principles of Landscape Contracting." Contact him at scohan@umd.edu.*

syngenta



You don't have to work within a small window to control crabgrass.



If you feel that your pre-emergent must be applied within a tight timetable, you're not using Barricade® herbicide. Our unique non-staining formulation allows for earlier spring applications. And low solubility means greater length of control. There's even flexibility in formulations — liquid, wettable granular, or on fertilizer. Let Barricade give you the flexibility you need to run your business. For more information, call the Syngenta Customer Resource Center at 1-866-SYNGENTA or visit us at www.syngentaprofessionalproducts.com.

 **Barricade®**
Herbicide

Important: Always read and follow label instructions before buying or using this product. ©2005 Syngenta. Syngenta Professional Products, Greensboro, NC 27419. Barricade® and the Syngenta logo are trademarks of a Syngenta Group Company.

Innovations

TECHNOLOGY

HOT NEW PRODUCTS

1



2



3



4



1 Master the task

The new 905, 915, 950 and 1150 Ramrod Taskmasters are now stronger and tougher, with greater lifting and push/pull power. The heavier frames and lift arm booms handle the most demanding jobs. Taskmasters are available in special packages with 902 Kubota diesel or Kawasaki gas engines. The 905 Taskmaster can be as narrow as 32 in. to work in constrained areas and the 915 can wide track to 44 in. There are more than 40 versatile, "quick on, quick off" attachments. From the low-step stand-on platforms, operators get a clear, 360 degree unobstructed view of their work area, providing greater precision and safety.

For more information contact Ramrod at 800/667-1581 or visit www.ramrodequip.com / circle no. 250

2 Just add water

Rain Bird Corp. adds the Rain Bird Mini-Root Watering System (RWS) and Rain Bird Shrub-Root Watering System to its family of RWS products. The RWS is designed to bypass compacted soil to provide water, oxygen and nutrients directly to root systems. Used primarily for young trees, small trees and large shrubs, the Mini-RWS is 18 in. tall and four in. in diameter. The Shrub-RWS delivers growth nutrients directly to root systems. The Shrub-RWS is 10 in. tall and 2 in. in diameter and comes with a snap-on cap that secures the optional, pre-assembled hard-piping parts such as bubblers, check valves and internal plumbing.

For more information contact Rain Bird at 800/724-6247 or visit www.rainbird.com / circle no. 251

3 Park anywhere

Lawns and meadows can double as parking areas without ruining the landscape with GrassTrac. GrassTrac is a heavy-duty wire mesh with torsioned flat wire reinforcement used for load distribution in areas like parking lots, residential drives, churches, cemeteries or sports areas. It creates driveable turf on most surfaces, including sandy soils or areas that become muddy, and prevents rutting and soil compaction. It has a Bezinal coating that provides superior corrosion protection. GrassTrac comes in a variety of roll sizes and widths for easy installation with limited equipment, on either existing grass or new surfaces.

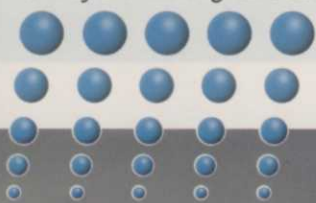
For more information contact GrassTrac at 888/270-1620 or visit www.grasstrac.com / circle no. 252

4 Not just hot air

Air injection to turf playing surfaces is not new. Fast air injection at close centers is. The SISIS Aer-Aid System enables turf professionals to give their turf a blast of air every time they aerate, combating the problems of surface compaction. The cam trigger system ensures that the air is always expelled at the bottom of the tine penetration, ensuring a targeted, precise and constant working depth, variable up to a maximum of five inches. Working at 6-in. spacing, the air is introduced at a rate of 3 cu. ft. per minute. The air injection tines use the maximum air available from the compressor, which produces clean, fresh air at a constant rate.

For more information contact SISIS at 864/843-5972 or visit www.sisis.com / circle no. 253

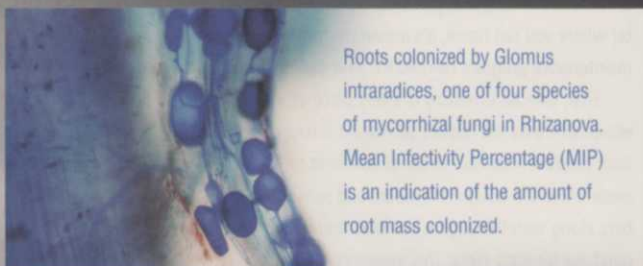
always thinking ahead.



From the Shop
MOWER SELECTION
TECHNOLOGY



You already dug one hole. You shouldn't have to dig another.



Roots colonized by *Glomus intraradices*, one of four species of mycorrhizal fungi in Rhizanova. Mean Infectivity Percentage (MIP) is an indication of the amount of root mass colonized.

Losing 20-30% of newly transplanted trees is a grave statistic that no landscape professional should suffer. The *Mean Infectivity Percentage (MIP)* is a new industry benchmark that explains why Rhizanova™ tree inoculants provide superior mycorrhizae colonization, which is crucial in healthy establishment and survivability of young trees.

Rhizanova's mycorrhizae are carefully produced and blended specifically to maximize MIP and colonize a wide range of trees and shrubs. Other mycorrhizal inoculants only measure product quality by spore count. Without independent laboratory documentation of MIP, you're not getting the whole story on mycorrhizae quality or performance.

Reduce the risk of transplant death with Rhizanova, available in four convenient formulations. Call 1-800-232-5907 for the name of the Rhizanova distributor near you.



www.beckerunderwood.com





COMMERCIAL POWER

Maintenance tracking made simple

As the seasons change, so does the use of outdoor power equipment. In northern climates, mowing equipment is stored and traded for snow removal equipment; while in the south, the amount of mowing may just slow down. No matter where you call home, it's important to have a maintenance program tailored for your equipment.

First, take an inventory of every piece of equipment that will require service. As a suggestion, create a Microsoft Excel spreadsheet for each piece. Fill in the equipment model and serial numbers along with the engine numbers and date of purchase for each piece. This inventory is your tool for future reference.

Once you have your equipment inventory, find the owner's manual for each piece. Typically, each manual includes a maintenance table. Can't find the owner's manual? Many manufacturers have manuals available online. For example, owner's and parts manuals for Briggs & Stratton Engines are available at www.briggsandstratton.com. Copy the appropriate maintenance tables for each piece on their spreadsheet.

Next, put together a parts list. List all the necessary parts for each piece on their respective sheet using the original equipment manufacturer's part numbers. Then total all of the parts from all of your sheets to make one easy shopping list. You may gain pricing leverage from a supplier based on the size of your whole order.

If you have an idea of how many pieces of equipment you have, what maintenance is required, and the parts are in-hand, your efficiency increases.

After completing the maintenance, add notes for each piece on their sheets for future reference. This could include items such as checking a particular area for wear, or lubricating a particular fitting or replacing a particular part. If you have a very large equipment fleet, you may want to consider a computer program such as Trims Ground Management Software that keeps a maintenance schedule and tracks labor and parts costs.



By Mark Nelson,
Master Instructor,
Briggs & Stratton Customer Education

From the Shop

TECHNOLOGY MOWER SELECTION

The diesel engine has the potential to be more durable, but only if the maintenance schedule is faithfully followed.



Diesel vs gasoline

BY HARRY SMITH

A reader recently inquired which engine would be better for his zero turn mowers. He had the choice between a 3-cylinder diesel and a 2-cylinder gasoline engine. My answer was, "it depends." That is not an evasive answer. You must consider many factors when you make these decisions. So what are some of the questions you must answer to reach this decision?

First considerations

My reader's first decision will be based on initial cost. The liquid-cooled diesel unit costs more.

The second issue is maintenance. How good is his maintenance and is he willing to meet the somewhat more demanding maintenance schedule of a diesel? Admittedly, part of the additional maintenance involves cooling system service on this liquid-cooled engine.

The third issue is contending with an additional fuel. Unless the diesel unit would run all day on a single fill up, he will need another fuel container on the truck. Many landscape contractors complain that fuel handling is costly and time consuming. So far there are few companies that can run successfully on just one fuel. No

diesel weed trimmers and no 2-cycle zero turn mowers exist.

Reliability, efficiency, durability

The diesel engine has the potential to be more durable, but only if the maintenance schedule is faithfully followed. Diesel engines are rough on oil so it is not a good idea to try to extend oil change intervals. Your diesel engine may require more frequent oil and filter changes than a comparable gas engine, plus you must change fuel filters faithfully. Diesels have a very low tolerance for dirty fuel.

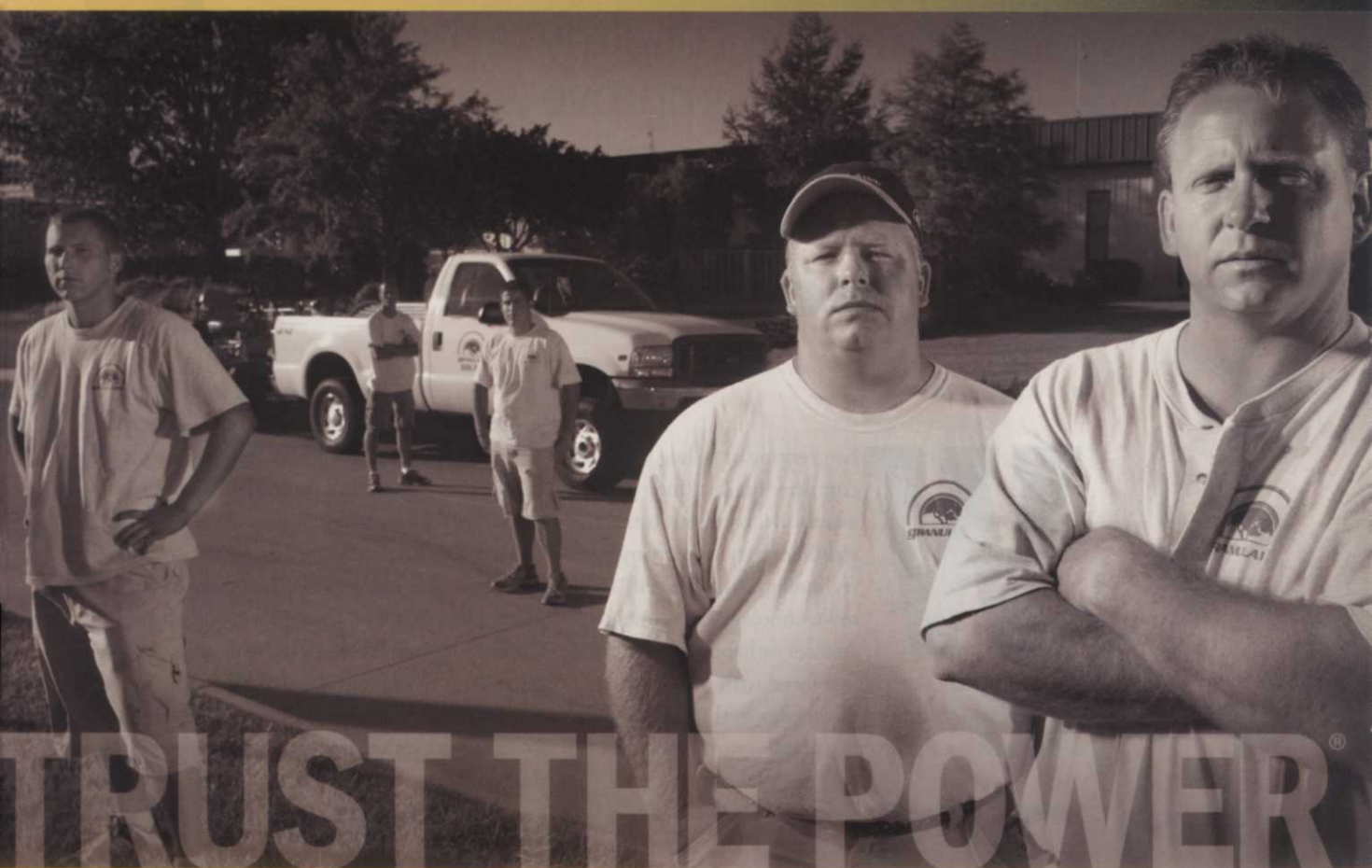
Diesels do have more torque than comparable gas engines and therefore can handle high-load situations better. A diesel engine is usually a bit more fuel efficient than a comparable gas engine, but be sure to factor in the additional service costs of the diesel.

Diesel engine mowers will have a higher resale value, so if you turn your fleet at regular intervals this can be a consideration.

As usual we raise more questions than answers. Is there a diesel in your future? There might be. Answer all the questions; address all the costs, potential savings and maintenance requirements. Your answer might be yes.

— The author is turf equipment professor at Lake City Community College, Lake City, FL. Contact him at smith@lakecitycc.edu.

POWER TO THE PEOPLE WHO WORK FOR A LIVING.



VANGUARD™ BIG BLOCKS™ FROM 25.0 TO 36.0 HORSEPOWER (Including NEW 30.0 - 36.0* HP Vertical Shaft Models)

Like you, Vanguard BIG BLOCKS are out there every day. These air- and liquid-cooled powerhouses are relentless when attacking the work, so you get a lot more done, in less time. That's high-performance productivity. For a list of BIG BLOCK-powered equipment, click on commercialpower.com. That's just plain smart.

* 34-36 HP are projected gross HP ratings for the 993cc vertical shaft engine models.
Production engines available in July, 2006.

VANGUARD™

COMMERCIAL POWER



Developing a healthy technology department will improve your options when selling your business.



Put your tech house in order

BY TYLER WHITAKER

When retiring or selling your company the last thing you want to worry about is the stability of your company's technology. Ask yourself, "Is my technology department an asset or liability?" As retirement approaches or you are faced with the prospect of selling your business, the answer to this question depends on your previous technology investments.

Systems boost profits

Smooth running and efficient technology can make your company easier to sell. It can even bring in premium dollars if you have developed special systems that give you a competitive edge. Even modest investments in useful technology can create advantages for your business now and fewer headaches later. It's proven that efficiently run businesses drop more money to the bottom line and result in higher company valuation.

What you need are systems that provide visibility into the inner workings of the business. Everything from timely financials with accurate job costing, to up-to-the-minute inventory status for your shop, can alert you or the future business owner of problems before they become nightmares. By automating the collection of business metrics, your technology department can create a "dashboard report" for you to understand how fast your business is moving, how much gas is in the tank, and how far you can drive it. Stone cold facts can keep your business growing without you and help guar-

antee you get the payments you deserve.

Defined processes, policies, and procedures are a clear sign of a valuable technology department. Typically they are stored in a central knowledge base or repository for easy access in the case of an emergency. Great technology staffs understand the need to document how everything works. This comes from too many late nights trying to repair complex systems. Contrary to popular belief, technology professionals do value sleep. Documentation creates productive and competent staff members, ensures less down time, and lowers your overhead; all resulting in increased value of the company.

Stress tech investments

One of the most critical items your technology staff can help with, in the event of a sale, is to provide a complete asset inventory of computer hardware and software licenses. Too often these items are not properly tracked on the company's asset list. Software is routinely expensed and forgotten about. Hardware failures occur and replacement parts are rarely updated to the original systems specs. We spend a lot of money on these items; why not get paid for that investment? Without this inventory, you will lack a clear understanding of the company's technology investment.

Developing a healthy technology department will improve your options when selling your business. It takes time and investment to get your technology house in order, but during your exit strategy it's definitely worth the effort.

— *The author is chief technology officer for the Symbiot Business Group. Contact him at 801/733-6900 or twhitaker@symbiot.biz.*



Defend your lawns with Cavalcade.™

One application combats both grassy and broadleaf weeds.

Make Cavalcade your weed control weapon of choice this spring. It's the double-duty preemergence herbicide that prevents grassy weeds like crabgrass, *Poa annua* and goosegrass, as well as broadleaves like prostrate spurge, common purslane and knotweed. With the proven active ingredient prodiamine, Cavalcade battles 30 weeds in all. Available as a granular combined with fertilizer or as a sprayable. Either way staining is not an issue. And because Cavalcade is priced right, you also protect your profit.

Call
800-250-5024
for a distributor near you.

ADVAN

www.AdvanLLC.com



LAYING RUBBER

Contractors share the advantages of rubber track loaders

BY JAY LEMKE

John Perkins, owner of Perkins Landscape Contractor in Minneapolis, credits rubber track loaders for much of the success of his business. "Everyone is coming over to rubber track loaders," he says.

Indeed, a quick review of industry sales shows that rubber track loaders are one of the fastest growing segments of the compact construction market. In 1997, for example, the entire rubber track loader market accounted for only 850 units sold. In 2004, however, the market was estimated to have been approximately 16,000 units, many of them going to landscape company owners. Rubber track loaders offer advantages for the landscaper in terms of traction, stability, operator sensitivity and productivity.

"About six months ago, we were applying infield mix to a very wet baseball diamond," says Jeff Telgenhoff, founder and president of Pacific Landscape, Inc. in Snohomish, WA. "The skid steer we had was useless in those conditions. We finished the job with a [rubber track loader], and the next day we sold the skid steer."

For Perkins, the main advantage of rubber track loaders is that he can operate on turf with zero damage while at the same time get good traction. In winter, he replaces the smooth tracks with the standard treaded versions. He reports even better traction.

In general, Perkins says one big reason that compact track loaders are so popular is that they are extremely stable and balanced.

"They hold grade so well and they are so stable, any attachment works much better on a tracked machine," he says.

Dennis Dixon, who founded Dixon Concrete Designs a year ago in Redding, CA, tried out his new rubber track loader on his

continued on page 46

Not magic but *PHYSICS*

How can a several-thousand-pound machine exert a force on the earth as light as that of a small child? How can a machine capable of climbing and moving the earth with exceptional ability be gentle to the environment? It seems as unbelievable as a perpetual motion machine.

But Brad Lemke, director of new product development at rubber track loader manufacturer ASV, says the machines don't defy the laws of physics, they just seem to.

A rubber track loader can weigh more than 10,000 pounds, while a small child might weigh 60 pounds, but they can have similar impact on the ground. This is because the weight of the loader can be spread out over a much wider area, while the child's weight is focused on the surface area of his feet.

"The secret is in the undercarriage itself," Lemke says. "We're able to transfer the weight of the machine through as many as 42 wheeled contact points. These points then spread the weight evenly over the entire ground contact area of the rubber tracks. A suspension system via rubber torsion axles allows it to have a smooth ride.

"A rubber track loader will have multiple contact points that spread the weight of the machine to the ground, but a skid steer with over-the-tire rubber tracks will still have only four contact points," explains Lemke. "That means that it is not

continued on page 46

This may come back ...



... but this will not



Escalade² is the advanced herbicide that delivers quick visual response, devastates weeds and reduces callbacks – so now you can crush more weeds and create more beautiful lawns without reducing profits. Everyone's happy but the weeds!

Escalade²'s combination of Fluroxypyr, Dicamba and 2,4-D controls more than 100 broadleaf weeds, including dandelion, plantain, oxalis, chickweed and many other hard to control species like clover. In fact, you'll have unsurpassed control of clover, a particularly troublesome weed.



Escalade² also has "actimized" features that ensure the best performance:

- ▶ An improved **proprietary surfactant** package that enhances penetration and uptake into the plant for quicker results
- ▶ **pH buffering** that makes more active available, ensuring complete weed kill and long-lasting control
- ▶ **Optical chemistry** which uses half the traditional active to achieve the same level of control, meaning less pesticide impact on the environment

ESCALADE²

Contact a Nufarm representative or your local distributor for more information:
800-345-3330 • www.turf.us.nufarm.com

™ Escalade is a trademark of Nufarm Americas Inc. Always read and follow complete label instructions.


Nufarm
Turf & Specialty

Home of Riverdale Brands

continued from page 44

own back yard before attempting a commercial job with it. He says the experience convinced him he had made a wise purchase.

"The yard is odd-shaped with a steep hill and hard, native soil," Dixon says. "A

wheeled skid steer wouldn't have made it without tearing everything up underneath. But the RC-60 (ASV) just kept traction, kept going and kept pushing, without leaving a mark."

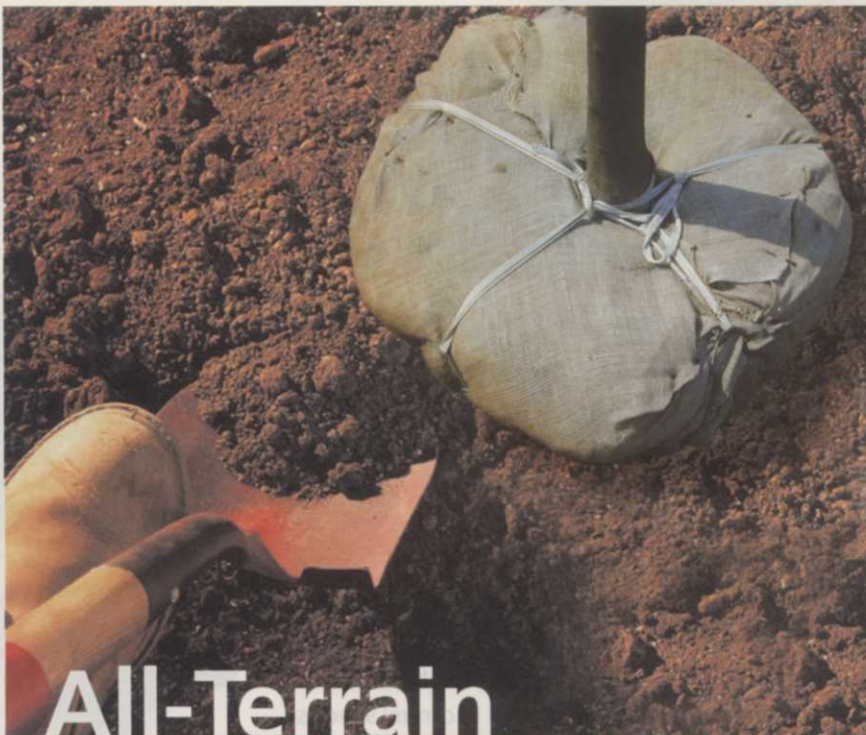
Inevitably, when a product category be-



gins to grow it attracts manufacturers and several now manufacture rubber track loaders. Finding the model that suits your particular needs may require some research, but it is out there — or you may see your competitor using it on a property in your area.

However, once you've researched and decided on the model that's perfect for your business, you too will be on the forefront of a significant equipment trend. **LJM**

— *The author is with Carmichael Lynch, Minneapolis. Contact him at jlemke@clynch.com.*



All-Terrain Survivability

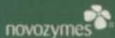
Biotechnology that's right for your specific transplant environment.



- Increase transplant survival
- Improve plant health
- Save on replacement costs

roots®
Our name says it all

(800) 342-6173
www.novozymes.com/roots



Read and follow all label directions. DryRoots®, M-Roots® and Transplant 1-Step™ are trademarks of Novozymes Biologicals, Inc. The Novozymes logo is a registered trademark of Novozymes A/S. ©2005 Novozymes Biologicals, Inc.

continued from page 44

the rubber track that makes the differences, but the undercarriage that gives a rubber track loader such high performance.

"Ground pressure is determined mathematically by dividing the weight of the machine by the amount of rubber track on the ground, but that can be misleading if you don't factor in how much of that track is truly transferring the weight of the machine," he says. "That is why the number of contact points is so important. For the most part, the more, the better."

Lemke adds, "A landscape professional should not assume that all rubber track loaders will perform the same way, or have the same true ground pressure, traction and sensitivity to the earth," said Lemke. "This is because there are differences in how they are designed, and that translates to performance." — *J.L.*



envista™
E-LANDSCAPE

STUNNING VIEWS INTRODUCING envista

A WHOLE NEW WAY OF DOING BUSINESS

Integrated software system designed exclusively for landscapers.

ESTIMATING

SALES
TRACKER

SCHEDULING/
ROUTING

CUSTOMER
SERVICE

PROFITABILITY
ANALYSIS

ADMINISTRATION

www.envistainc.com

Spread the wealth

It's almost snow season. Applications and equipment can sway spreader purchases



▲ Buyers Products Co.'s Salt Dogg

▼ JRB's salt spreader



◀ Bonnell Industries' replacement tailgate spreader

When buying a spreader, the first thing to consider is the scope of the work you'll be doing, says Harvey Barnett, general manager at Customers Outdoor Services in Milford, MI. This view is echoed by Mike Nelson, CSP, president of M.J. Nelson Group, Inc., (formerly New York Snow Pros). Nelson adds that another important consideration is the quality and proximity of the dealer from whom you'll be purchasing the spreader.

Nelson's firm operates in the Hudson Valley area of New York State, where the winters can be brutally challenging. Barnett's firm faces a similar situation in Michigan. Barnett says that the type of spreader purchased depends to some extent on the equipment, particularly trucks, that the company already has. So you may need to go back a step, to the purchase of the truck to which you'll be attaching the spreader. "If you only salt one condo or a small area in the winter, where you'd use a few tons of salt per event, that level of use doesn't justify the purchase of a dump truck," says Barnett. "If you don't need a dump truck, then you won't want to buy a dump truck-mounted spreader." He suggests that if you are getting jobs done using a pick up truck, consider a V-box spreader. On the other hand, a tailgate spreader is easier to store in the off-season.

The strength of the dealer is an important issue. "The first thing I look at when buying any equipment is, 'Who is selling this to me?'" says Nelson. "Proximity is my No. 1 consideration. If my equipment goes down during an event, I need someone who can get my operation up and running as quickly as possible. I've been with the same dealer for 15, 20 years," Nelson says. "The fact that this dealer has always provided support is very important to our operation."

continued on page 50



OTF
2005

YOUR PROFESSIONAL GROWTH STIMULATOR

2005 OHIO TURFGRASS CONFERENCE & SHOW "AMERICA'S PREMIER TURFGRASS EVENT"

DECEMBER 6-8, 2005 • GREATER COLUMBUS CONVENTION CENTER • COLUMBUS, OH
Phone: 888-683-3445 • Fax: (740) 452-2552 • E-mail: info@OhioTurfgrass.org



Sponsored by: Ohio Turfgrass Foundation, The Ohio State University, Ohio State University Extension, Ohio Agricultural Research and Development Center • Managed by Offinger Management Co. - Offinger.com





◀ Hiniker Co.'s stainless steel salt and sand spreader



▲ Sno-Way's receiver hitch spreader

continued from page 48

Liquid vs. salt

Another consideration is liquid vs. salt spreaders. Nelson says that when he considers the extra cost involved in purchasing a liquid spreader, "we look at how many tons per lane-mile can we cover when we spread the liquid. We have to ensure that the capacity and yield we get is worth the cost." And when it comes to liquid, the costs can be prohibitive. Barnett says that his company bought liquid-spreading equipment a few years back. Initially, it was a mistake. "We listened to the sales pitch [for the liquid spreader]. We heard what we wanted to hear, so we bought. But we hadn't done any research. We didn't know whether liquid would replace salt in our operations. So the equipment sat unused for a few years."

The spreader didn't see the light of day until Barnett's company did the research through SIMA and other sources to determine the appropriate conditions for using liquid. "Once we figured out the niche for the equipment, we could use it. There are applications that justify the cost difference in using liquids — parking structures for example, where you don't want a material that is too corrosive. On the other hand, we don't expect liquids to ever replace salt." **LJM**

▼ Bobcat's Toolcat 5600



Professionals demand quality. Save 20% Now!

While dealer supplies last through 10/31/05



Listed below is a sampling of Pro-Tech Sno Pushers and products

| Model | MSRP | Sale Price* | Model | MSRP | Sale Price* |
|--------------------------|---------|-------------|------------------|----------|-------------|
| Loader 12' | \$4,200 | \$3,360 | Foldout BFOP 12' | \$6,500 | \$5,200 |
| Loader 14' | \$4,500 | \$3,600 | Foldout BFOP 16' | \$7,100 | \$5,680 |
| Loader 18' | \$5,400 | \$4,320 | Foldout FOP 16' | \$8,900 | \$7,120 |
| Loader 20' | \$5,700 | \$4,560 | Foldout FOP 20' | \$9,900 | \$7,920 |
| Loader 24' | \$6,600 | \$5,280 | | | |
| Backhoe 12' | \$3,700 | \$2,960 | Compact 6' | \$1,350 | \$1,080 |
| Backhoe 14' | \$4,000 | \$3,200 | Compact 8' | \$1,450 | \$1,160 |
| | | | Compact 10' | \$1,550 | \$1,240 |
| Skid-Steer 8' | \$2,200 | \$1,760 | Angle Pusher 12' | \$6,000 | \$4,800 |
| Skid-Steer 10' | \$2,500 | \$2,000 | Angle Pusher 14' | \$6,300 | \$5,040 |
| Skid-Steer 12' | \$2,800 | \$2,240 | Angle Pusher 16' | \$6,600 | \$5,280 |
| Skid-Steer Pull Back 8' | \$3,150 | \$2,520 | Hydro-Turn 12' | \$10,800 | \$8,640 |
| Skid-Steer Pull Back 12' | \$4,850 | \$3,880 | Hydro-Turn 20' | \$13,800 | \$11,040 |
| | | | Hydro-Turn 36' | \$16,000 | \$12,800 |
| Material Handler Box | \$2,000 | \$1,600 | V-Plow | \$4,200 | \$3,360 |

*While supplies last through 10/31/05. Prices do not include shipping. Dealers have been allocated a limited supply of pre-season discounted units.

Get the best pusher on the market at the best price by calling Pro-Tech to locate a dealer nearest you.

888 PUSH SNO
(888.787.4766)

www.snopusher.com



711 West Avenue
Rochester, NY 14611
www.snopusher.com

© 2005, Pro-Tech, Inc. All rights reserved.



**WHILE OTHER MOWERS ARE BUSY HIBERNATING,
GRASSHOPPER IS STILL GOING STRONG.**

Grasshopper® versatility lets you keep earning income long after the grass stops growing. Heavy-duty snow removal systems mount onto True ZeroTurn™ power units quickly and without tools. And the available winter enclosure and optional heater on select models keep you comfortable all winter long. **Call 620-345-8621.**

GRASSHOPPERMOWER.COM



LM Reports

TECHNOLOGY

YOUR GUIDE TO PRODUCT RESEARCH



person can do it in 5 minutes. Sweeper itself is made of durable polyurethane and has no complex hydraulic or electrical system. It is powered by a self-contained, gasoline engine with its own battery and fuel supply. A part of the system's air is vented off, increasing vacuum power. Remaining air is recirculated, producing the blast force under the sweeping head.

For more information contact Schwartze at 800/879-7933 or www.schwarze.com / circle no. 255

Bradco

Bradco Bucket Brooms from ATI attach quickly to skid steer loaders. Units come in 72- or 84-in. widths. They hold 17-19.9 cubic ft. of debris, respectively. Hookup is with simple pins. An optional 25-gallon water kit is available. Comes with two-year warranty.

For more information contact Bradco at 800/922-2981 or www.get-attached.com / circle no. 256

Buying tips

- ▶ Check the unit's weight.
- ▶ Check the unit's noise level.
- ▶ Is the unit EPA Phase-II and CARB Tier-II approved?
- ▶ Can it multi-task or run off other power sources?
- ▶ These units work in tough conditions. Is it built tough?
- ▶ Be aware of the different uses of rubber, nylon or steel brushes and order accordingly.
- ▶ How comfortable is the driver's seat for a day's worth of bouncing and jolting?
- ▶ Be sure blowers offer a wide pivot range.

Debris handling

BY CURT HARLER

Grasshopper ▲

Debris blower produces 9,500 cfm at 150 mph for high-volume cleanup. Unit is pto driven, making it quieter than most. Works with the company's 700/900 FrontMount ZeroTurn mowers and mounts easily when job requirements change. 360-degree nozzle rotation, controlled by remote from the operator's station, makes it easy to precisely direct airflow for faster cleanup.

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

Schwartze

The AA-Tach PVII fits into almost any pickup truck that can move 1-15 mph. Unit weighs only 1,000 lbs. and comes with camper-style jacks that make it easy to load or unload. One

Echo

The ES-230 Shred 'N' Vac is designed for professional use. Powered by a 22.8-cc Tornado Power Boost engine, it reduces debris volume by 12:1. A 35-in. intake tube provides good reach for getting to debris. Unit comes with pipes to easily convert it to a blower.

For more information contact Echo at 847/540-8400 or www.echo-usa.com / circle no. 257

RedMax

The EPA Phase-II, CARB Tier-II certified EBZ8000 blower is powered by an air-cooled, Strato-charged 2-cycle gas engine. Unit weighs 24.9 lbs. and has a fuel capacity of 4.8 pints. Unit has an extra-large dual, foam-plus-paper Fresh-Flow filter system and patent-pending FreeFlow non-clog air intake. The extra-large diameter

continued on page 54



DON'T COUNT ON THIS.

LM Reports

continued from page 52

blower tubes increase leaf and debris movement. Operates at 78 dB.

For more information contact RedMax at 800/291-8251 or www.redmax.com / circle no. 258

Excel ▶

Front-mounted Sweepster power sweepers offer a full 60-in. sweeping width. Units are available with either mechanical or hydraulic drive. While the 30-degree angle is standard, adjustable hydraulic angling is available.

For more information contact Excel at 800/395-4757 or www.excelhustler.com / circle no. 259

American Water Broom

The C4 Water Broom connects to any water spigot and cleans well-drained surfaces in about one-fifth the time and uses about one-tenth the water of a hose alone. Turns tap water into a high pressure, highly maneuverable line of water that cleans quickly and easily. Unit has almost no moving parts. Removes small, abrasive dirt and dust that sweepers and vacuums miss.

For more information contact American Water Broom at 770/451-2000 or www.waterbroom.com / circle no. 260

Bear Cat ▼

Process large volumes of branches with the new Bear Cat 12-in. Chipper. Model 7812086 handles branches up to one ft. in diameter, and its 14 x 20-in. feed opening lets users chip limbs and branches without additional pruning. The 990-lb., 46 x 2-in. solid steel cantilever chipping



disc is equipped with four reversible chipper blades to allow many hours of chipping. This four-blade system produces a small chip, maximizing the volume of chips in the truck. Includes turbo-charged Kubota 86-hp, 4-cylinder diesel liquid cooled, Tier II diesel and live hydraulics.

For more information contact Bear Cat at 800/247-7335 or www.BearCatProducts.com / circle no. 261

Arcoa Industries

Grab litter, trash and dead animals from around flower beds, in ponds and other hard-to-reach spots with the E-Z Reacher. It is available in five lengths: 20, 32, 40, 60, and 72 in. Made of durable aluminum that will not rust.

For more information contact Arcoa Industries at 760/599-6915 or www.arcoa.com / circle no. 262

John Deere

Contractors with serious amounts of earth to move should check the new 2112E fixed-blade ejector scraper. Combined with a 9020 Series scraper tractor with a short drawbar, it moves up to 42 cubic yards of material per cycle. It can be pulled as a single unit or in tandem. It features box-welded tongue design with a round, high-clearance torque cross-tube for maximum visibility and easier loading and unloading; a built-in rear bumper; a fixed-blade, front-

pivot design that provides the best response time for controlling cutting depth; and a single-cylinder, six-roller, jam-free ejection system.

For more information contact John Deere at 800/537-8233 or www.deere.com / circle no. 263

Rockaway

Remove rock and debris as you fluff the soil. The new Rockaway requires only 2 pins and 2 hoses to install. Three models fit various size buckets: 67-in. unit fits 60-66.5-in. buckets, 69-in. version for 62-68.5-in. buckets and the 74-in. version fits 68-73.5-in. buckets. One rotor, with carbide-tipped mining teeth, does all the work.

For more information contact Rockaway at 800/355-6507 or www.mdsgroup.net / circle no. 264

Walco Equipment

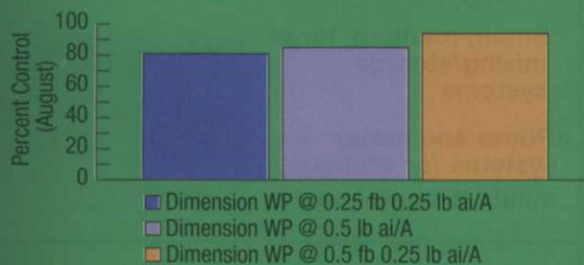
Broomer is made from heavy gauge steel, with a durable finish for long life. Comes in 5.5-ft. wide, 10-row or 3-ft., 8-row models. Tough polypropylene bristles are thermally bonded into an extruded polypropylene strip that is inserted into the steel base. Replacement of bristles is as simple as sliding out the old and sliding in new strips. Broomer can be mounted on trucks, tractors, forklifts, skid steer units, bucket loaders and mowers. Unit is the one formerly sold by Sno-Way.

For more information contact Walco Equipment at 519/669-1401 or www.walcoequipment.com / circle no. 265

continued on page 56

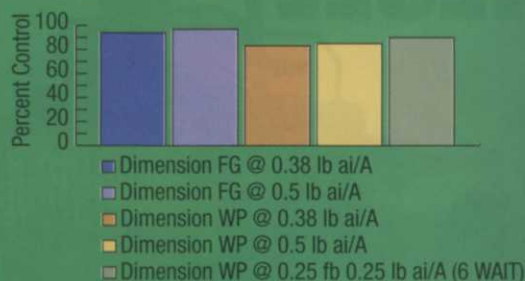
COUNT ON DIMENSION[®] FOR SEASON-LONG CONTROL.

Preemergence Crabgrass Control: Warm-Season Turf



Summary of Dow AgroSciences field trials, 2002-2004, GA, SC, FL, TN, NC, AL, OK, TX. Repeat application occurs six to 10 weeks after initial application.

Preemergence Crabgrass Control: Cool-Season Turf



Summary of Dow AgroSciences field trials, 2001-2004, IL, MI, PA, IN, NJ, RI, MD, VA.

 Dow AgroSciences

Dimension[®]

Specialty Herbicide

WORKS ALL SEASON | CONTROLS NEWLY EMERGED CRABGRASS | NEVER STAINS

Visit www.DimensionHerbicide.com for more university trials.

LM Reports

continued from page 54

Bobcat ▶

Remove roots, brush, rocks and other debris while leaving dirt behind with the new root grapple. It can clear brush and overgrowth on landscaping projects or when natural disasters hit. Skeletal design allows dirt to fall between the teeth, minimizing topsoil removal. Curved bottom teeth let operator scoop material without plunging the grapple into the ground.

Available in 72- and 82-in. widths, it may be used with Bobcat skid steer loaders (models S175 through S300), Bobcat compact track loaders (models T180 through T300) and the A300 all-wheel steer loader. The hydraulic-controlled grapple features the Bob-Tach mounting system.

For more information contact Bobcat at 866/823-7898 or www.bobcat.com / circle no. 266



Toro

The Toro Power Box Rake attachment, for use with Toro Dingo compact utility loaders, transforms rough terrain into a prepared seedbed. It is designed for construction and renovation projects including seedbed and sod preparation, trench filling, blending grades and leveling surfaces, plus job site cleanup. It features triple-sealed, shielded roller bearings that stand up to harsh soil conditions. Pure carbide proprietary teeth are designed for long life and ensure the

best possible seedbed sub-base fracture pattern, promoting optimum moisture retention and release.

For more information contact Toro at 800/803-8676 or www.toro.com / circle no. 267

Worksaver

Ideal for loading logs or piling brush and other hard-to-handle debris, the Worksaver Grapple Rake has dual upper grapples for picking up

continued on page 59

The Hustler Super Z™ DIESEL



Unrivaled Speed And Power

- Caterpillar certified with a 34 HP Caterpillar Diesel Engine
- Only hydraulic-drive deck in class
- Best warranty in the industry
- Largest cutting-height range among mid-mount mowers
- New deck design with better quality of cut and distribution
- Auto-reversing fans automatically clear radiator and oil-cooler core
- Largest fuel capacity in class

HUSTLER®
Turf Equipment

1-800-395-4757

WWW.HUSTLERTURFEQUIPMENT.COM

Circle 141

Liquid Management Store, Pump, Meter & Dispense Your Products More Efficiently

- Small, medium, large mixing/storage systems
- Pump and meter systems for drums, minibulk containers



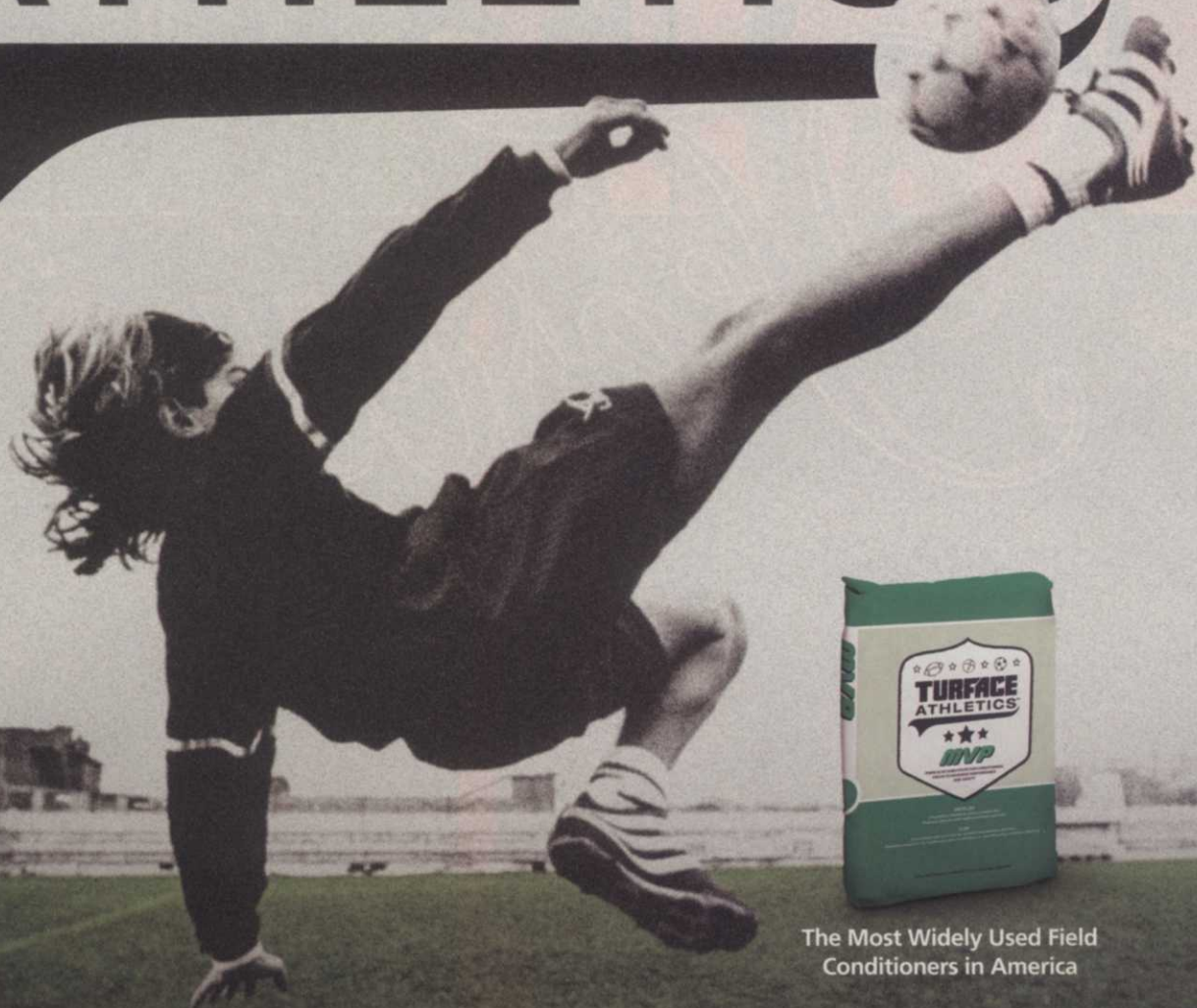
- Pre-mix tank systems for filling backpacks, jugs and tanks
- Sizes in 50, 110, 220 Gallon
- Featuring Sotera® 400 series diaphragm pump
- Mix and dispense with the same pump

CHEMICAL CONTAINERS, INC.

Phone: 1-800-346-7867
Address: P.O. Box 1307 Lake Wales, Florida 33859
Email: sales@chemicalcontainers.com

Circle 142

TURFACE ATHLETICS™

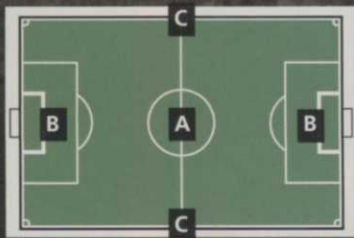


The Most Widely Used Field Conditioners in America

TURFACE® SAVES THE GAME EVERY TIME

Keep your hassles to a minimum and save your fields from overuse with Turface® MVP, a field conditioner that absorbs its weight in water—reducing damage to your turf from weather and wear.

Applying MVP as a topdressing absorbs water to make wet, worn and muddy areas more playable...and when worked into the root zone, it



Keeping your field in top condition is as easy as ABC.

makes turf stronger, more damage-resistant and quicker to recuperate under heavy use. No wonder it was chosen for the Olympic fields and is the #1 choice of groundskeepers and coaches around the world!

CALL 1-800-207-6457 or visit www.turface.com for tips on solving sports field problems.

A Crown. Fields that need to be recrowned should be reconstructed using Turface in the soil.

B Goals. Heavy play wears turf away and compacts soil so it can't drain. Applied as topdressing after aerification, Turface wicks water from saturated soils, leaving air pockets for turf to develop roots.

C Benches. Muddy benches and sidelines can be easily fixed with an application of Turface MVP on the surface—just let the players cleat it in.

O R E G O N G R O W N

FINE TALL *Fescue*

The Low-Maintenance
Dunes Grass



OREGON FINE FESCUE COMMISSION

1193 Royvonne Ave. S / Suite 11 / Salem, OR 97302 / 503-585-1157

The Tough, Tolerant,
Terrific Turfgrass



OREGON TALL FESCUE COMMISSION

1193 Royvonne Ave. S / Suite 11 / Salem, OR 97302 / 503-585-1157

LM Reports

continued from page 56

brush and leaving dirt behind. It fits most front-end loaders or skid steers. Brackets available for most tractor models including Deere, AGCO, CNH, Bush Hog and others. Comes in 62- or 77-in. widths.

For more information contact Worksaver at 217/324-5973 or www.worksaver.com / circle no. 268



Swisher ▲

This 2-in-1 Lawn Vacuum and Trailer is perfect for a myriad of chores. The Lawn Vacuum quickly converts to a trailer by removing the mesh cover to get a sturdy 11.7-cubic ft., 500-pound capacity trailer with dump feature. Exclusive Snap Fit blower tube provides quick and easy dumping and reattachment to the debris bag. Vacuum is powered by a 5.5-hp Briggs & Stratton Intek engine. Vacuum bag capacity is 37 cubic ft., and it folds for easy storage.

For more information contact Swisher at 800/222-8183 or www.SwisherInc.com / circle no. 269

Buffalo Turbine ▶

The KB2 and Hurricane/pto blowers will produce up to 10,000 cfm at 175 mph. The self-contained KB2 comes with a 23-hp Kohler engine, bolt-on trailer package and remote throttle and nozzle control kit. The model Hurricane/pto model is a 3-point hitch, belt driven blower unit, equipped with a remote nozzle control kit and built-in

rear roller (designed for turf protection).

For more information contact Buffalo Turbine at 760/599-6915 or www.buffaloturbine.com / circle no. 270

Woods Equipment Co.

XB Extreme Duty Box Scraper works with either Category 1 or 2 tractors with 40-80 hp. Features two distinct cutting edges: one curved on the interior fixed blade, and a second flat cutting edge on the tailgate that minimizes the digging effect caused by traditional scraper designs. The specialized tailgate allows the XB to float over sand and coarse soil. Offers 28 cubic ft. capacity. Optional scarifier kit can be ordered to handle hard soil or rocky ground.

For more information contact Woods Equipment at 866/869-6637 or www.woodsonline.com / circle no. 271

Winch Enterprises

The hand-held Litter Catch is perfect for light jobs. It is 14 in. wide, 8 in. high, with a 30-in. handle. Made of steel, it has tear-resistant collection bag. Also available is the book, "Cleaning Up for Cash," on how to leverage commercial lawn care customers into cleanup customers.

For more information contact Winch Enterprises at 519/669-1401 / circle no. 272

Patriot Products

CSV-3090H Wood Chipper Shredder combines 9hp-Honda engine with a heavy duty, tri-plated rotor. Outboard bearing supports the rotor, taking the load off the engine shaft for longer life and smoother running. Also includes low oil shutdown, semi-pneumatic tires, 3-in. chipping



The Nation's Most Dynamic
Landscape Management Company



If you're looking to increase the size of your lawn maintenance service, shoot for the stars and look at a U.S. Lawns franchise. U.S. Lawns has become a shining example of what a professional landscape maintenance service should be. With the guidance of U.S. Lawns professionals, we'll show you, step-by-step, how to:

- Grow Your Business
- Maximize Efficiency
- Cut Costs
- Get the Job Done Right, the First Time



For more information on becoming a U.S. Lawns franchisee, call us at

1-800-US LAWN'S.

Over 100 franchised locations operating in 24 states.

www.uslawns.com

Circle 150

LM Reports



and 1-in. shredding capacity. Triple-layered rotor is laminated for greater strength. Weighs 140 lbs.

For more information contact Patriot Products at 800/798-2447 or www.patriot-products-inc.com/ circle no. 273

Express Blower ▶

The Express Blower RB-20HD Rock & Soil Blower is powered by a 335-hp Caterpillar C-9 engine. It includes heavy duty hydraulic and blower package, solid belt reversible floor, remote radio control, electronic control module, hydraulic tailgate. It will move more than 91 tons of sand per hour, or 125 tons of three-eighths round rock.

For more information contact Express Blower at 800/285-7227 or www.rockblower.com/ circle no. 274

TrynEx International ▶

Designed for cleanup, material handling and snow removal applications, the SweepEx Mega 480 is ideal for use with compact utility loaders. Built with a 48-in. mainframe, it is adaptable to most service vehicles. Unit has 11 brush rows.



Attach broom extenders to each end of the broom to increased width to 84 in. SweepEx brooms have no moving parts, eliminating cleaning and lubrication of sprockets and bearings.

For more information contact TrynEx International at 800/725-8377 / circle no. 275

your source for
conservation
solutions

EWING.
Irrigation • Golf • Industrial

Over 150 Locations
est. 1922

Your premier wholesale distributor stocking all major manufacturers' irrigation and landscape equipment. We're committed to providing the best customer service in the industry. Stop by your local branch today, where our trained and friendly people are ready to serve.

800.343.9464 | www.ewing1.com



Circle 135



Redexim Charterhouse ▼

The Turf Tidy works with 25-hp or larger tractors. Model 1710 is trailed by a standard draw bar and powered by tractor pto. Fully floating, bearing-mounted 3-in-1 cutting head follows the contours of the ground, ensuring clean, even pick-up. The whole unit runs on four large rear flotation tires to minimize compaction.

For more information contact Redexim Charterhouse at 570/602-3058 or www.redexim.com / circle no. 276

Glenmac ▼

The Harley Power Box Rake uses a tooth roller to handle rocks down to one-half in. in diameter. Comes in two versions: 48-, 72- or 90-in. roller widths for skid steers; and 48- and 66-in. widths for tractors.

For more information contact Glenmac at 800/437-9779 or www.glenmac.com / circle no. 277



INNOVATIVE EQUIPMENT



Terraseeding™ is Believing.

Blow soil blends and inject with seed using this unique and efficient one-step process. Call today and discover your possibilities.



1-800-285-7227
expressblower.com

Express Blower, Inc.

Express Blower™ and Terraseeding™ are trademarks, and the Express Blower design logo is a registered trademark of Express Blower, Inc.

Post Briarcliff Apt. Homes

2004 PGMS Grand Award Winner for Condominium or Apartment Complex

Property at a glance

- Location: Atlanta, GA
- Grounds Supervisor: Mike Pullen
- Category: Condominium or Apartment complex
- Total budget: \$168,552
- Year site built: 1998
- Acres of turf: 3
- Acres of woody ornamentals: 9
- Acres of display beds: one
- Total paved area: 8
- Total man-hours/week: 84

Maintenance challenges

- ▶ Providing "Top Shelf" color program with organic-only practices
- ▶ Hand pruning all ornamentals for natural look
- ▶ Urban vegetable garden

Project checklist

- Completed in last two years:
- ▶ Conversion of selected annual beds to perennial beds
 - ▶ Irrigation upgraded in pots to low-volume emitters
 - ▶ Removing maturing ornamentals from pots and incorporating them into the on-site landscape

On the job

- ▶ Three full-time staff, two seasonal workers, two licensed pesticide applicators

Just a few miles from downtown Atlanta, the Post Briarcliff Apartment Homes' lush grounds give the feeling of being back on an old Southern plantation. Except that this plantation has swimming pools, a fitness center, tennis courts, a sculpture garden, picnic areas and all the other modern amenities expected at a Post property.

The Post Briarcliff property consists of 688 apartment units in 18 buildings, spread over 30 acres, including nine acres of woody ornamentals that surround the property. There are two acres of Meyer zoysia and Tift Bermudagrass cut in diagonal lines, which the landscaping crews alternate directions on weekly.

"Year-round color is one of the highlights of Post Briarcliff," says Mike Pullen, grounds supervisor for the past six years. "Each spring and fall our annual color beds are changed out by our landscape teams. In October, our 3,500 sq. ft. of annual beds are planted with pansies to provide color throughout the winter. Tulips and hyacinths are added in November for spring color. In mid-April, the pansies and tulips are replaced by vibrant summer annual displays."

The sculpture garden is built around six large pieces of art, as well as a water fountain, to give residents a quiet place to relax. The site also features an urban vegetable garden with 15 raised planters filled with an organically rich soil mix. Each plot is about 35 sq. ft., giving residents a chance to grow their own vegetables with the assistance of the three full-time members of the landscape team and two seasonal employees. The garden is landscaped with fruit-bearing plants and trees such as blueberries, strawberries, apples and pears, and only organic fertilizer and pesticides are used in it.

"Every month, we do a thorough grounds inspection," Pullen says. "During the inspection, improvements are noted and suggestions are made to improve the overall quality of the landscape. Our lush grounds and this attention to detail is really the calling card of this development."



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 2005 winners will be named at the annual meeting of the Professional Grounds Management Society in November. For more information on the 2004 awards, contact PGMS at: 720 Light St. • Baltimore, MD 21230

PGMS **Landscape**
MANAGEMENT

• Phone: 410/223-2861. Web site:
www.pgms.org



The grounds at Atlanta's Post Briarcliff Apartment Homes include a sculpture garden, annual beds and an organic vegetable garden.

Bios for fine turf

BY RON HALL

Strange that a guy who works in dirt would have better job security than the athletes who play on it? Tom Burns is the director of grounds at Ameritrust Field in Arlington, home of the Texas Rangers baseball club. As any good baseball grounds pro, he's expert at two entirely different skills — preparing and maintaining the “dirt” infield where 70% of a baseball game's action takes place, and maintaining the turfgrass, which makes up more than two thirds of the field and gives the game its special charm.

The Bermudagrass outfield at

Tom Burns of the Texas Rangers says the second year of his program should reveal the true value of biostimulants

Ameritrust gives Burns and his crew tough maintenance challenges, mostly because of the stadium's architecture. The south wall of the 11-year-old stadium is the highest part of the 49,000-seat structure and shades the grass in right field from late September to mid April.

Soil on that part of the field can be 10 degrees cooler than the rest of the field. Bermudagrass requires sunshine and warm soil temperatures to come out of dormancy and thrive. Since the baseball season starts

in early spring, the lingering shade is a huge challenge for Burns and his team.

“We usually end up resodding 1,200 yards of turf in that area of the field,” says Burns. This year was different though and he only had to resod a fraction of the right field area.

One way he met that particular challenge, and several others he faced this past season was by using biostimulants in his fertility program. The products he used were the microbial fertilizer TurfVigor and a microbial biofungicide EcoGuard. He began using them this past spring at the suggestion of his local fertilizer distributor and working in conjunction with a representative from Novozymes, the company that manufactures the products.

Soon after he began the program he saw the brown patch that had been threatening his infield disappear and the damaged area return to health.

“I was really impressed that the grass recovered in a couple of weeks,” recalls Burns. He was equally pleased at how fast the field, overseeded with ryegrass, greened prior to the team's mid-April home opener, then how the ryegrass transitioned out, allowing the Bermudagrass to take over.

Burns continued applying biostimulants during the summer and says that the grass remained as healthy as he's seen it during his tenure with the Rangers. He applied the liquid products himself, spoonfeeding the

continued on page 67



Note the shadows forming in right field. That's a big challenge for Tom Burns.

Landscape MANAGEMENT

NOVEMBER 2005

This card is void after January 15, 2006

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

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

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

LANDSCAPING/GROUNDS CARE FACILITIES

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

SUPPLIERS AND CONSULTANTS

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

1405RS

4. Type of customer served? (Fill in ONE ONLY)

- A Commercial
- B Residential
- C Both

5. Which of the following landscape products do you purchase or specify? (Fill in ALL that apply)

- 16 Blowers
- 17 Chain Saws
- 18 Engines
- 19 Erosion Control
- 20 Fertilizers
- 21 Fungicides
- 22 Herbicides
- 23 Insecticides
- 24 Irrigation Systems (Hardscape Materials)
- 25 Landscape Lighting
- 26 Line Trimmers
- 27 Mowers
- 28 Ornamental/Nursery Products
- 29 Pavers/Masonry/Bricks/Rocks (Hardscape Materials)
- 30 Seed/Sod
- 31 Skid Steers
- 32 Spreaders
- 33 Tractors
- 34 Truck Trailers/Attachments
- 35 Trucks
- 36 Turfseed
- 37 Utility Vehicles
- 38 Water Features

6. My firm's annual revenue is: (Fill in ONE only)

- 001 More than \$4,000,000
- 002 \$2,000,000-\$4,000,000
- 003 \$1,500,000-\$1,999,999
- 004 \$1,000,000-\$1,499,999
- 005 \$500,000-\$999,999
- 006 Less than \$500,000

Publisher reserves the right to reject incomplete or non-qualified requests.

A QUESTEX PUBLICATION

©2005 Questex Media, Inc. All rights reserved.

Save TIME and fax it: 416-620-9790

| | | | | | | | | | | | | | | | | | |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 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 |

Questex Media Group provides certain customer contact data (such as customers' names, addresses, phone numbers and e-mail addresses) to third parties who wish to promote relevant products, services and other opportunities which may be of interest to you. If you do not want Questex Media Group to make your contact information available to third parties for marketing purposes, simply call 866-344-1315 between the hours of 8:00 am and 5:00 pm CT and a customer service representative will assist you in removing your name from Questex Media Group's lists. Outside the U.S., please phone 615-377-3322. Or, indicate so below.



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO 9335 BUFFALO NY

POSTAGE WILL BE PAID BY ADDRESSEE

Landscape MANAGEMENT

QUESTEX MEDIA
 PO BOX 5152
 BUFFALO NY 14205-9836





NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO 9335 BUFFALO NY

POSTAGE WILL BE PAID BY ADDRESSEE

Landscape MANAGEMENT

QUESTEX MEDIA
PO BOX 5152
BUFFALO NY 14205-9836



Landscape MANAGEMENT

NOVEMBER 2005

This card is void after January 15, 2006

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

Signature (required) _____ Date _____

SUBSCRIBER NUMBER FROM LABEL _____

NAME (please print) _____

TITLE _____

FIRM _____

ADDRESS* _____

CITY _____

STATE _____

ZIP _____

*Is this your home address? Yes No

PHONE (_____) _____

FAX (_____) _____

E-MAIL ADDRESS _____

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

CONTRACTORS/SERVICE COMPANIES

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

LANDSCAPING/GROUNDS CARE FACILITIES

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

SUPPLIERS AND CONSULTANTS

- 09 Extension Agents/Consultants for Horticulture 10 Sod Growers, Turf Seed Growers & Nurseries
11 Dealers, Distributors, Formulators & Brokers 12 Manufacturers
13 Other (please specify) _____

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

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

3. Which of the following services does your company provide? (Fill in ALL that apply)

MAINTENANCE/SERVICES

- 01 Mowing 05 Turf Fertilization 09 Tree Care
02 Turf Insect Control 06 Turf Aeration 10 Pond/Lake Care
03 Turf Weed Control 07 Irrigation Services 11 Snow Removal
04 Turf Disease Control 08 Ornamental Care 09 Other (please specify) _____

DESIGN/BUILD

- 12 Landscape Design 13 Landscape Installation 14 Irrigation Installation
15 Paving/Deck/Patio Installation 98 Other (please specify) _____

1405RS

4. Type of customer served? (Fill in ONE ONLY)

- A Commercial B Residential C Both

5. Which of the following landscape products do you purchase or specify? (Fill in ALL that apply)

- | | | | |
|---|--|---|--|
| 16 <input type="checkbox"/> Blowers | 22 <input type="checkbox"/> Herbicides | 28 <input type="checkbox"/> Ornamental/Nursery Products | 33 <input type="checkbox"/> Tractors |
| 17 <input type="checkbox"/> Chain Saws | 23 <input type="checkbox"/> Insecticides | 29 <input type="checkbox"/> Pavers/Masonry/Bricks/Rocks | 34 <input type="checkbox"/> Truck Trailers/Attachments |
| 18 <input type="checkbox"/> Engines | 24 <input type="checkbox"/> Irrigation Systems | (Hardscape Materials) | 35 <input type="checkbox"/> Trucks |
| 19 <input type="checkbox"/> Erosion Control | 25 <input type="checkbox"/> Landscape Lighting | 30 <input type="checkbox"/> Seed/Sod | 36 <input type="checkbox"/> Turfseed |
| 20 <input type="checkbox"/> Fertilizers | 26 <input type="checkbox"/> Line Trimmers | 31 <input type="checkbox"/> Skid Steers | 37 <input type="checkbox"/> Utility Vehicles |
| 21 <input type="checkbox"/> Fungicides | 27 <input type="checkbox"/> Mowers | 32 <input type="checkbox"/> Spreaders | 38 <input type="checkbox"/> Water Features |

6. My firm's annual revenue is: (Fill in ONE only)

- 001 More than \$4,000,000 003 \$1,500,000 - \$1,999,999 005 \$500,000 - \$999,999
002 \$2,000,000 - \$4,000,000 004 \$1,000,000 - \$1,499,999 006 Less than \$500,000

Publisher reserves the right to reject incomplete or non-qualified requests.

Save TIME and fax it: 416-620-9790

A QUESTEX PUBLICATION

©2005 Questex Media, Inc. All rights reserved.

| | | | | | | | | | | | | | | | | | |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 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 |

continued from page 64

turf that is growing almost entirely in sand, using a John Deere sprayer with a 200-gal-lon tank.

Burns is cautious in attributing the field's great condition solely to the use of biostimulants. He says that last winter (2004-2005) was relatively mild and that this past summer was hot and mostly dry. The Dallas area sweltered through more than 20 days of temperatures exceeding 100 degrees or higher. But the Bermuda-grass loved it.

"All I know is that with the weather we had and this new fertilizer program we used made it a lot easier to keep the field in great shape," says Burns. "I'm sure we'll be able to better gauge the effectiveness of the products as we go into the second season with them" **LVI**

Preserving the old; adapting the new

Tom Burns learned many of his field management skills at old Cleveland Municipal Stadium. He worked under the demanding eye of Marshall Bossard, son of sports turf pioneer and legend Emil Bossard.

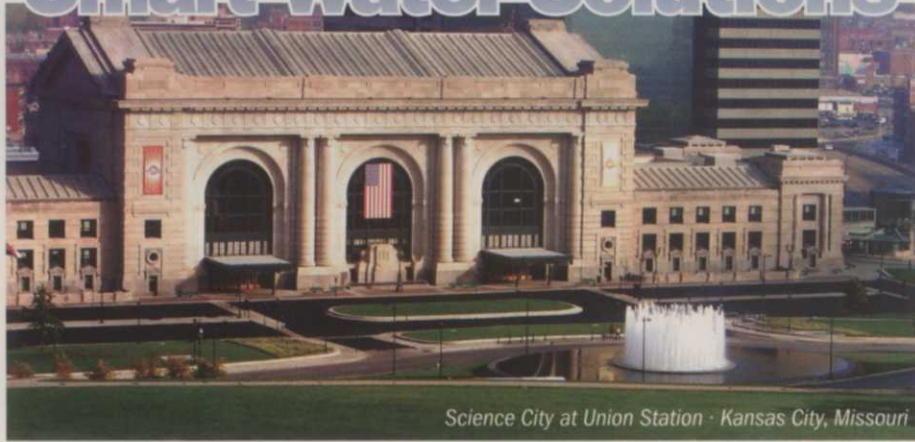
Municipal Stadium was built in 1931 and demolished in 1996. It was replaced by modern Browns Stadium. Municipal Stadium, was often referred to as the "Mistake on the Lake," but it had its share of great moments. It was the site where Joe DiMaggio's 56-game hitting streak came to an end. And what longtime sports fan can forget NFL great Jim Brown bowling over defenders often in the freezing rain or snow so common in Cleveland in November. For decades it was home for two professional sports teams, the Browns football team and the Cleveland Indians baseball team.

continued on page 68



Tom Burns got his start in Cleveland, like a lot of other great grounds pros.

Smart Water Solutions



Science City at Union Station - Kansas City, Missouri

"Mixed-use developments with heavily traveled public spaces would be wise to engage an ASIC Professional Member. They make the critical difference in developing sustainable and innovative water management solutions. I don't know who else could design an environmentally friendly bio-swales drainage network for a 1,000-car parking lot like the one we designed for the nation's second largest train station."

ANDY SCOTT

Executive Director • Union Station Assistance Corporation

Professional members of the American Society of Irrigation Consultants have passed an extensive peer review and qualification process.

Working with an ASIC member gives you the confidence that a highly-qualified irrigation consultant is on the job, helping to protect your interests and your investment

Contact ASIC to find a consultant near you.



PO Box 426
Rochester, MA 02770
508-763-8140
Fax: 508-763-8102
www.ASIC.org

continued from page 67

What's not celebrated are the number of great grounds pros that it produced, too. Many, including Burns, are still in the industry.

Burns says the lessons he learned working on the grounds crew for Bossard can't be taught from books. "Preparing a baseball field is one of the hardest things you can do in sports turf and we got great on-the-job training," he recalls.

Has his job changed since he left Cleveland? You bet, says Burns.

For one thing, grounds pros have more tools to use, not to mention new species and varieties of turfgrass. The infield at Amerquest Field is Sealsle seashore paspalum, which Burns refers to as "the Velcro infield" because it keeps hit baseballs in play for the infielders. The outfield is TifSport Bermuda-grass, a relatively new and comparatively cold-tolerant variety of the species. Neither grass was available as few as 10 years ago.

The job is more demanding, too. Or at least the ex-



pectations of viewers.

Credit television for that, says Burns, especially high-definition television. "A viewer can see every little divot now," he says. —R.H.

Not only do fans in the seats expect a great field, so do viewers watching on television.

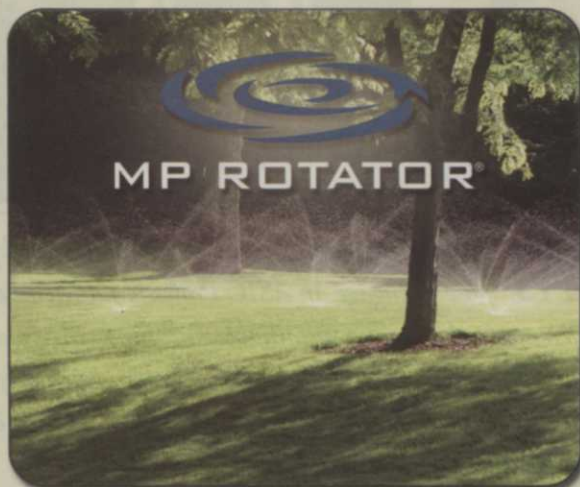


THE IDEAL 8-30' solution

ULTIMATE DESIGN FLEXIBILITY

Compared to fixed-arc sprays, single-stream rotors or a system comprised of both, MP Rotators deliver significant performance advantages, great design flexibility and for those applications requiring 6" or 12" high-pop rotors — impressive cost savings. The **MP1000** (8-15'), the **MP2000** (13-21') and the **MP3000** (22-30') can be combined on the same zone and maintain a matched precipitation rate — even after arc and radius adjustment. MP Rotators perform better in the wind and virtually eliminate runoff due to their low precipitation rate.

Save water, solve problems.

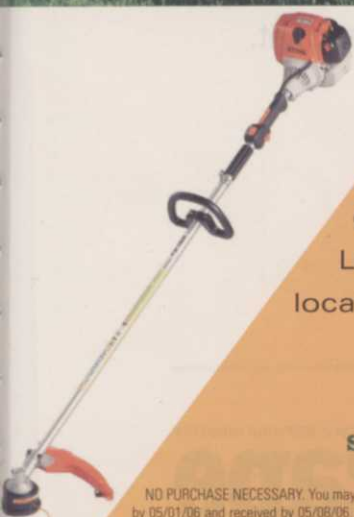
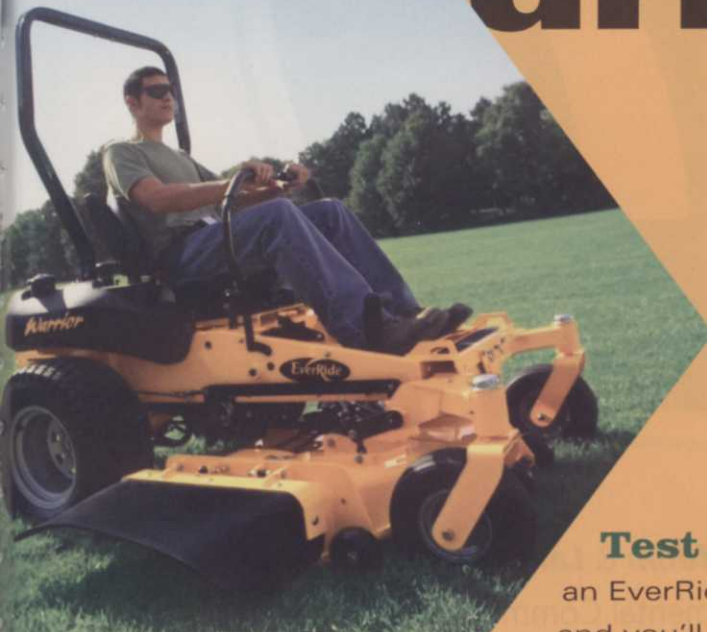


Walla Walla Sprinkler Co. Tel: 509.525.7660 info@mprotator.com

WWW.MPROTATOR.COM

Circle 137

EverRide power drive



Test drive
an EverRide™ mower,
and you'll be entered
to win one of many
powerful prizes*. 100 individuals will
score **STIHL** power tools.
And one lucky winner will drive off with the
grand prize—a 2006 **HUMMER H3**.
Log onto EverRide.com or call 1-888-525-5474 to
locate the dealer nearest you. And schedule a test drive
on your own turf.



Sweepstakes begins November 1, 2005 and ends April 30, 2006.

NO PURCHASE NECESSARY. You may enter by hand-printing your name, complete address, daytime phone number and email address on the pre-addressed official entry form. Entries must be postmarked by 05/01/06 and received by 05/08/06. Two ways to obtain official entry form: 1) Test drive an EverRide mower by 04/30/06 on your own turf. Upon completion of the test drive, the dealer will provide you with a pre-addressed entry form for you to complete, postmark and mail in. 2) If you want to enter without taking a test drive, you may obtain an entry form at any participating EverRide dealer. To locate your nearest EverRide dealer, go to www.EverRide.com or call 1-888-525-5474. Limit one entry per person via either method of entry. Winners will be selected in a random drawing from all methods of entry on or around 05/31/06. This promotion is open to legal residents of the United States and D.C. (void in AK, AZ, CA, HI, ID, MT, NV, OR and WA), 18 years of age or older who are a licensed drivers, except employees of Sponsor, its affiliates, subsidiaries, distributors, sales representatives, retailers, advertising, sales promotion and judging agencies and members of the immediate families (parent, child, sibling and spouse of each) or households of any of the above. PRIZES: One (1) Grand Prize: a 2006 Hummer H3 automobile. Approximate retail value ("ARV"): \$30,000.00. Fifty (50) First Prizes: a Stihl Blower. ARV: \$200.00, each. Prize will be awarded as a free product coupon redeemable at participating retailers. Fifty (50) Second Prizes: a Stihl Trimmer. ARV: \$200.00, each. Prize will be awarded as a free product coupon redeemable at participating retailers. Total ARV: \$50,000.00. Odds of winning depend on the total number of eligible entries received. Void in AK, AZ, CA, HI, ID, MT, NV, OR and WA, outside the United States and D.C. and where prohibited. Subject to Official Rules, available by sending a self-addressed, stamped envelope to: EverRide Power Drive Rules, P.O. Box 8419, Dept. EV, Prospect Heights, IL 60070. Sponsor: EverRide, 2100 J Street, Auburn, NE 68305; Administrator: Promotion Activators, 1851 Elmdale, Glenview, IL 60026. © 2005 General Motors Corporation. Used with permission of HUMMER and General Motors.



Congratulations to the staffs of **Golfdom & Landscape Management** for winning 17 TOCA (Turf and Ornamental Communicators Association) editorial and design awards at the 2005 TOCA Awards Banquet.



TOCA

Turf and Ornamental Communications Association

Golfdom

Landscape SOLUTIONS FOR A GROWING INDUSTRY
MANAGEMENT

ASIC / p67

312/372-7090
www.asic.org

Advan LLC / p43

Circle # 127
800/250-5024
www.advanllc.com

ALOCET / p19,21

Circle # 150,115
877/529-6659
www.alocet.com

Arvesta Corp/ p24-25

Circle # 118
336/454-0441
www.arvesta.com

**Bayer Corp /
p15,(reg)33,58,59,33**

Circle # 111,121,134,125
919/549-2000
www.bayer.com

Becker Underwood/ p39

Circle # 124
800/232-5907
www.beckerunderwood.com

Bell Labs / p9

Circle # 106
800/323-6628
www.talpirid.com

Briggs and Stratton / p41

Circle #126
414/259-5333
www.briggsandstratton.com

Caterpillar Inc/ p31

Circle # 120
309/675-1000
www.cat.com

Chemical Container/ p56

Circle # 142
800/346-7867
www.chemicalcontainers.com

Chevrolet Truck/ p7

800/950-CHEV
www.chevy.com

Clip Sensible / p29

Circle #119
800/635-8485
www.clip.com

Dig Corp/ p73

Circle # 144
800/322-9146
www.digcorp.com

Dixie Chopper / cv3

Circle # 102
765/246-7737
www.dixiechopper.com

Dixon Ind / p18

Circle # 113
800/264-6075
www.dixon-ztr.com

Dow Agroscience / p53,55

800/255-3716
www.dowagro.com

Echo Incorporated / p2

Circle # 104
847/540-8400
www.echo-usa.com

Envista/ p47

Circle # 130
866/641-6459
www.envistainc.com

EverRide / p69

Circle # 132
402/274-8600
www.everride.com

Ewing Irrigation Prods / p60

Circle # 135
602/437-9530
www.ewing1.com

Exaktime / p17

Circle # 112
888/788-8463
www.exaktime.com

Express Blower/ p61

Circle # 111
440/285-7727
www.expressblower.com

Ferris Ind Inc / p5

Circle #105
800/933-6175
www.ferrisindustries.com

Grasshopper Com/ p51

Circle # 136
620/345-8621
www.grasshoppermower.com

Hustler Turf Equipment/ p56

800/395-4757
www.hustlerturfequipment.com

John Deere Const / cv4

Circle # 103
800/333-7357
www.deere.com

Lebanon Turf Prods / p12

Circle # 110
800/233-0628
www.lebturf.com

Magna matic Corp / p73

Circle # 140
800/328-1110
www.magna-matic.com

| Company | Page # | |
|-------------------------------|---------------|--------------------------------------|
| Ameriquet Field | .64 | M.J. Nelson Group, Inc.48 |
| Ariens | .16, 20 | Novozymes64 |
| ASV | .44 | NuGrow18 |
| Bayer | .18, 21 | Nutrilawn20 |
| Briggs & Stratton | .16 | Pacific Landscape, Inc.44 |
| CE-Minne | .20 | Perkins Landscape Contractor . .44 |
| Chemilizer Products, Inc. | .22 | PLANET32 |
| COMPASS | .19 | Plant Products18 |
| C&S Turf Care Equipment, Inc. | .20 | Post Briarcliff Apt. Homes62 |
| Customers Outdoor Services | .48 | Professional Development Acad. .32 |
| Dixon Concrete Designs | .44 | Rain Bird Corp.38 |
| Double L Enterprises | .26 | Ramrod38 |
| EXPO | .6, 16 | Ritches18 |
| Ferris Industries | .22 | Sealsle68 |
| Fertimix | .20 | Scotts18 |
| Girard Environmental Services | .22 | SIMA50 |
| GrassTrac | .38 | SISIS38 |
| Gro-Pro LLC | .22 | Textron Inc.22 |
| Hudson Ink | .20 | The Toro Co.22 |
| Irrigation Association | .19, 22 | TifSport68 |
| JP Horizons | .20, 32 | Weed Man USA18 |
| K-Rain Mfg. Corp. | .22 | |
| LESCO | .21 | |

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

Nelson Irrigation/ p68

Circle # 137
509/525-7660
www.nelsonirrigation.com

Novozymes / p46

Circle # 129
530/757-8100
www.novozymes.com

Nufarm Turf/ p45

Circle # 128
800/345-3330
www.turf.us.nufarm.com

Ohio Turfgrass / p49

www.ohioturfgrass.org

Oregon Tall Fescue/ p(reg)58

Circle # 151
503/585-1157

Pro Tech Welding / p20,50

Circle # 114,131
888/PUSH-SNO
www.snopusher.com

Profile Prods/ p35,57

Circle # 122,138
800/346-2001
www.profileproducts.com

Quality Diamond Tools / p22

Circle # 116
800/328-0163

R N D Signs / p10,73

Circle # 107,139
800/328-4009
www.rdsigns.co.uk

Rain Bird Sales / p11

Circle # 109
800/RAINBIRD
www.rainbird.com

Software Republic / p74

Circle # 146
281/463-8804
www.raincad.com

Syngenta / cv2-1,37

Circle #101,123
800/759-4500
www.syngenta.com

Target Specialty Prod / (reg) p48a-48b

562/802-2238
www.target-specialty.com

Terramarc Ind/ p10

Circle # 108
701/282-5520
www.terramarc.com

Turf Seed Inc / p74

Circle # 145
800/247-6910
www.turf-seed.com

U S Lawns / p(reg) 59

Circle # 152
407/246-1630
www.uslawns.com

Walker Mfg / p23

Circle # 117
800/279-8537
www.walkermower.com

Zorock / p73

Circle # 143
866/496-7625
www.zorock.com

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

December

5-8 Turfgrass Short Course and Sports Turf Short Course / Blacksburg, VA; Sponsored by Virginia Turfgrass Council; 757/464-1004; www.thevtc.org

6-9 Ohio Turfgrass Conference and Show / Columbus, OH; Sponsored by Ohio Turfgrass Foundation; 888/683-3445; www.ohioturfgrass.org

6-8 RMRTA Turfgrass Conference and Trade Show / Denver, CO; Sponsored by Rocky Mountain Regional Turfgrass Association; 303/770-2220; www.rmrtat.org

6-8 New Jersey Turfgrass Conference & Show / Atlantic City, NJ; Sponsored by New Jersey Turfgrass Association; 215/757-NJTA; www.njturfgrass.org

6-7 Georgia Turfgrass Institute and Trade Show / Duluth, GA; Sponsored by Georgia Turfgrass Association; 706/335-6817; www.turfgrass.org

12-14 Texas Turfgrass Conference & Expo / San Antonio, TX; Sponsored by Texas Turfgrass Association; 800/830-8873; www.texasturf.com

January 2006

2 - February 16 Winter School for Turf Managers / Amherst, MA; Sponsored by: UMass Extension; 518/892-0382; www.UMassGreenInfo.org

4-6 Minnesota Green Expo / Minneapolis, MN; Sponsored by

Minnesota Nursery and Landscape Association, Minnesota Turf & Grounds Foundation; 888/886-6652; www.minnesotagreen-expo.com

5-6 Mid-States Horticultural Expo / Louisville, KY; Sponsored by Kentucky Nursery & Landscape Association, the Tennessee Nursery & Landscape Association and the Southern Nursery Association; 770/953-3311; www.sna.org/midstates/

8-10 WESTERN 2006 / Overland Park, KS; Sponsored by Western Nursery and Landscape Association; 816/233-1481; www.wnla.org

8-15 Design Build Symposium at Sea / Port Canaveral, FL; Sponsored by Kinman Institute; 614/764-8733; www.kinmaninstitute.com

9-12 Virginia Turfgrass Conference / Richmond, VA; Sponsored by Virginia Turfgrass Council; www.thevtc.org

9-12 Turf Industry Conference and Expo / Winston-Salem, NC; Sponsored by Turfgrass Council of North Carolina; 910/695-1333; www.ncturfgrass.org

10-12 Eastern PA Turf Conference and Trade show / King of Prussia, PA; Sponsored by Pennsylvania Turfgrass Council; 814/238-2402; www.paturf.org

10-12 Congress 2006 / Fencecraft 2006 / Toronto, Canada; Sponsored by Landscape Ontario; 800/265-5656; www.hort-trades.com

Let Us Help You PROMOTE



Customized Printing Programs

- Select your photography from our image collection.
- Customized text and layouts made by our talented graphic designers.
- Use our "sample print collection" for layout and promotional ideas.

Call today for a FREE catalog & price sheet!

Promotional Signs

- Promote with up to 4 colors.
- Variety of sizes available.
- Print one or two sides.
- Two different stakes.



RND Signs & Printing
www.rndsigns.com • 800-328-4009

Circle 139

TAKE BACK YOUR TIME!

Only Magna-Matic provides sharpeners with REAL performance (1 blade in 60 sec), and maintain perfect angles effortlessly. Take part in a 30 day trial now. Call for a free catalog.



MAG-9000 Lawn Mower Blade Sharpener



1-800-328-1110

shop online!
www.magna-matic.com

Circle 140

Vote for Zorock's Next Color at www.getzorock.com.

Dealer Inquiries Welcome

Zorock Decorative Stone

is an innovative new product, making residential and commercial properties more vivid everyday. If you are tired of the dull and boring look of natural stone, try new Zorock Decorative Stone.

ZOROCK
1-866-4-ZOROCK
www.getzorock.com

Circle 143

Controllers, Drip Emitters, Filters, Microsprinklers

Your Preferred Irrigation Provider

Series TOP 12-outlet PC drip emitters: Retrofit 1/2" riser, below or above grade with our self-cleaning 0.5, 1, 2 or 3 GPH for a wide range of applications.

Series 500 battery operated controllers: No wiring, waterproof solution to a power problem using our one, four or six station controllers.

Series 4000 & X LEIT Ambient Powered controller: Four to 28 station water management. Controls your irrigation system in any region, under any weather conditions, day or night using ambient light as the energy source.

DIG CORPORATION • 1210 ACTIVITY DR. • VISTA, CA 92081-8510
760-727-0914 • 1-800-322-9146 • FAX 760-727-0282 • www.digcorp.com

Circle 144

moonbeam
Excellent dark green color and turf quality with good leaf spot and Fusarium resistance. Improved resistance to powdery mildew.

Full Moon
Very good heat tolerance with good resistance to stripe rust and stem rust. Seed production fields show very little powdery mildew, which should be a benefit to sod growers.

MOONSHINE
Shamrock x Midnight hybrid cross with good stem rust and stripe smut resistance. Excellent, economical blend component.

MIDNIGHT
Excellent low-mowing and heat tolerance and dark green winter color.

MIDNIGHT II
Dark blue-green color with medium leaf texture and good year-round color.

PROSPERITY
Very dark green color with fine leaf texture that has good wilt and heat tolerance with less water. Good resistance to stripe rust and leaf spot with improved resistance to powdery mildew.

TURFSEED, INC.

New Moons Rising after Midnight...

Introducing advanced premium Kentucky bluegrass from Turf-Seed, Inc. All are distinctly different and all are improvements over Midnight. Each has beneficial attributes to better turf!

www.turf-seed.com
email: info@turf-seed.com
800-247-6910 • fax: 503-651-2351

Circle 145

More Profitable by Design



Irrigation and Landscape Design Software for All Green Industry Professionals

Visit us online today for details!

www.raincad.com

RainCAD™

SOFTWARE REPUBLIC, L.L.P.

Phone: (281) 463-8804 • Fax: (281) 463-1404 • Email: sales@raincad.com • Web Site: www.raincad.com

Circle 146



Have you received editorial coverage in *Landscape Management* ?

When your company is featured in *Landscape Management*, expecting your customers to read your story isn't enough...you need Reprints.



800-290-5460 ext. 100
landscapemanagement@reprintbuyer.com

RMS is the authorized provider of custom Reprints, Eprints and NXTPrints for *Landscape Management* magazine.

Every month the Classified Showcase offers an up-to-date section of the products and services you're looking for. Don't miss an issue!

ADVERTISING INFORMATION:

Call Brian Olesinski at 800-225-4569 x2694 or 440-891-2694, Fax: 440-891-2675, E-mail: bolesinski@questex.com



- ▶ If an individual insertion is under \$250 it must be prepaid, unless it is part of a contract that is \$1,000 or greater.
- ▶ We accept VISA, MASTERCARD, and AMERICAN EXPRESS over the phone.
- ▶ Mail LM Box # replies to: *Landscape Management Classifieds*, LM Box # _____, 306 W. Michigan St., Suite 200, Duluth, MN 55802. (please include LM Box # in address).

BUSINESS FOR SALE

Profitable 11 year old Landscape/Irrigation company in Southern Missouri for sale.

This is a growing area with room for expansion. Gross revenue of \$650,000. Available with or without building and property. Business has 300 sprinkler maintenance accounts, inventory, good quality equipment, trained employees and an excellent reputation. Owner will help train. \$450,000 business and equipment only, \$600,000 with building and property. Serious only need respond by email to libiz4sale@yahoo.com

BUSINESS OPPORTUNITIES

Quality Synthetic Grass Surfaces



Building Successful Relationships Since 1998

Call us today 877-881-8477
www.theputtinggreencompany.com
www.x-grass.com



WANT TO BUY OR SELL A BUSINESS?

Professional Business Consultants can obtain purchase offers from numerous qualified potential buyers without disclosing your identity. There is no cost for this as Consultant's fee is paid by the buyer. This is a **FREE APPRAISAL** of your business.

If you are looking to grow or diversify through acquisition, I have companies available in Lawn Care, Grounds Maintenance, Pest Control and Landscape Installation all over the U.S. and Canada.

182 Homestead Avenue, Rehoboth, MA 02769

708-744-6715 • Fax 508-252-4447
 E-mail pbcmello1@aol.com

MASTER FRANCHISE RIGHTS NOW AVAILABLE!

- Organic and Enviro programs
 - Full training and support
 - Be part of a great new approach to lawn care
- WWW.ENVIROMASTERS.COM
 905-584-9592

Get Fast Action with the Dynamics of **CLASSIFIED ADVERTISING!**

BUSINESS OPPORTUNITIES (CONT'D)

Synthetic Back-Yard Putting Greens

"Synthetic greens are one of the fastest growing segments of the \$50 Billion a year golf industry."

- * Huge Profits - Up to 65%
- * Year Round Installations
- * Carry NO Inventory
- * Utilize Existing Equipment
- * Buy Manufacturer Direct
- * Many Extras

FREE VIDEO 800-334-9005
www.allprogreens.com

LAWN PROFESSIONALS

-- TAKE NOTICE --

Are you interested in **MAKING MORE MONEY & HAVING MORE FREE TIME?** The information contained in our manuals and the templates on our CDs are being used every day in our lawn service and by hundreds of your peers throughout the United States & Canada. We don't just talk the talk, we **WALK THE WALK!** Our lawn service was rated as a **TOP 10** service in August 2002. Our manuals and CDs include proven techniques for Bidding, Service Agreements, Estimating, Snow & Ice Removal, Marketing, Advertising, Selling, Letters for Success, Telephone Techniques, Employee Policy & Procedures and more.



LET US HELP YOU EARN WHAT YOU DESERVE!

PROFITS UNLIMITED Since 1979
 Call 800-845-0499 • www.profitsareus.com

Visit our website to see our material

FOR SALE

LANDSCAPE TOOL ORGANIZATION

A System So Good Your Friends will Be Jealous!



PATENTED
 MODULAR COMPONENTS install easily in your truck or trailer.

HOOKS snap in so they won't bounce out, and can be rearranged quickly, without tools.

ADJUSTABLE hooks, racks and shelving for tools and equipment.

Performance Trailers, Inc. Call for our accessories catalog with many more unique items!
1-800-768-7708

©2005 Performance Trailers

LandscaperRacks.com

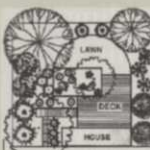
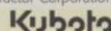
kbKUBOTA.com

FAST DELIVERY ON Kubota PARTS

\$5.00 SHIPPING PER ORDER

Order parts at kbKUBOTA.com or Call **1-877-4KUBOTA**

This website "kbKUBOTA.com" is operated by Keller Bros. Tractor Company, an authorized dealer of Kubota Tractor Corporation since 1972.



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".

\$99 + \$6.75 s/h. CA add 7.75% tax. (Checks delay shipment 3 weeks.) VISA, MasterCard, or Money Orders. Prices subject to change without notice.

Local 916-687-7102
 TOLL FREE 877-687-7102
www.americanstampco.com

AMERICAN STAMP CO. Free Brochure
 12290 Rising Road LM6, Wilton, CA 95693

FOR SALE (CONT'D)

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

PHYSAN 20
ALGAE AND ODOR CONTROL
FOUNTAINS, STATUARY,
BIRDBATHS AND WALKWAYS.
Cost effective and biodegradable.
Ordering and Dealer information: Maril Products
320 West 6th Street, Tustin, CA 92780
800-546-7711 www.physan.com

Put the Dynamics of Classifieds to Work for You!

TurfMaker®

*Hydro Seeding Machines
for
Sod Quality Results*

turfmaker.com 800-551-2304

Your Products and
Services ad could be
here and on our Web site!

Contact Brian Olesinski
bolesinski@questex.com
or 440-891-2694

HELP WANTED



COME GROW WITH US!
Jacobsen Landscape Design and Construction, a full service high end residential design/build firm in the Northern New Jersey area for over 26 years has the following career opportunities available:

- LANDSCAPE SALES AND DESIGN
- COMMERCIAL MAINTENANCE MANAGEMENT AND SALES
- CONSTRUCTION SUPERVISION
 - NURSERY SUPERVISOR
- MAINTENANCE CREW LEADERS

Excellent compensation and benefits packages available!

Fax Resume to (201)444-4334,
or Email:
nancy@jacobsenlandscape.com
www.jacobsenlandscape.com

HELP WANTED (CONT'D)

COME JOIN *the* WORKFORCE of NATURE

ValleyCrest Companies is growing and continues to look for senior landscape executives to help us take our landscape businesses to the next level.

Call us to find out why our 150 managers and officers have an average of 16 years tenure with our company.

We are looking for leaders of landscape and maintenance companies who share our passion for building outstanding gardens, gardening, delivering superior customer service and

developing strong employees and well functioning teams. We have great bonus plans that keep top performers and allow them to participate in the growth of the businesses they run.

If you think that your values align with ours and you like to work on important and big jobs, please call us directly:

Burton S. Sperber,
CEO & Chairman;

Stuart J. Sperber,
Vice Chairman;

Richard A. Sperber,
President.

Or mail your resume to our attention at:
24151 Ventura Boulevard,
Calabasas, CA 91302

Join our family run company and see how we built the largest landscape construction and maintenance company in the nation.



ValleyCrest
COMPANIES

818. 223. 8500
www.valleycrest.com

HELP WANTED (CONT'D)



We are an award-winning full-service landscape management firm committed to high quality products, on time delivery, and superior customer service. Due to our continued growth and success we currently have the following career opportunities available:

- BRANCH MANAGER
- SALES MANAGER
- CREW LEADERS - INSTALLATION & MAINTENANCE

We offer an excellent salary, benefits package, and great work environment!

Duke's Landscape Management
50 Rt. 46 W, Hackettstown, NJ 07840
908.850.6600 / fax 908.850.5516
email: tanya@dukeslm.com



BRICKMAN

Enhancing the American Landscape Since 1939

Brickman is looking for leaders who are interested in growing their careers with a growing company.

Nationwide career and internship opportunities available in:

- Landscape Management
- Landscape Construction
- Irrigation
- Accounting
- Business Administration

Start growing your career at:
brickmangroup.com

WHEAT'S LAWN AND CUSTOM LANDSCAPE. A premiere residential landscape firm in Northern Virginia since 1978 has positions available for sales and managers. Interested candidates should have strong leadership skills, industry knowledge and a desire to make a difference. Wheat's offers: health insurance, advancement opportunities, 401(k) and profit sharing, competitive salary, and a great work environment. For consideration, please mail, fax or email your resume to: 8620 Park St., Vienna, VA 22180 Fax: 703-641-4792. Email: wheats@wheats.com www.wheats.com 12/05

LABOR

LANDSCAPERS, Plan your 2006 season now! Want legal, reliable workers on the job every day? Bring them from Mexico (and other countries) with visas. We do all the paperwork. We can select great workers, too! We care about your success and lead the way in FAST, FRIENDLY, AFFORDABLE service. FREE information & booklet. USAMEX Ltd. (501) 724 8844 DavidDonaldson@USAMEX.ORG (Limited visas in 2006. Please call now.) 12/05

SOFTWARE



Rewarding career opportunities are available with our growing commercial division.

If you are a proven manager with a passion for landscape management, come join the 2,600 employee-owners of Davey.

Visit www.davey.com
E-mail: george.gaumer@davey.com
Fax: 330-673-0702

FLORAPERSONNEL, INC.
In our third 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
407-320-8177 ♦ Fax: 407-320-8083
E-mail: hortssearch@aol.com
www.florapersonnel.com

TRUGREEN LANDCARE
TruGreen LandCare has immediate openings due to our recent growth in business. We are looking for the following positions:

- Enhancement Manager - Issaquah, WA
- Account Manager - Tacoma, WA
- Sales - Wheat Ridge, CO
- Enhancement Supervisor - Burien, WA
- Irrigation Technician - Burien, WA
- Color Coordinator - Burien, WA

We offer a competitive salary and an excellent benefits package, including 401(k) and company stock purchase plan.

To learn more about joining our team, please email your resume to sallen.trugreen@comcast.net.

EOE/M/F/D/V/AA

ARBORSCAPE INC. LAWN MAINTENANCE DIVISION MANAGER

Looking for a career in lawn maintenance? Arborscape has been servicing properties in northern Westchester County for 14 years. We currently have a position available for the right candidate with a strong managerial background and knowledge of the green industry. Must have strong communication skills, possess proven leadership qualities, and knowledge of Microsoft Office programs. We offer full benefits with a competitive salary.

Arborscape Inc.
75 Fields Lane
Brewster, NY 10509
Fax resume to: 845-940-0550
Email resume to:
Suzanne@arborscape.com

Wintac™

The #1 all-in-one management software for the green industry
Scheduling, Routing, Automatic Invoicing, Bill Paying, Accounting, Payroll, Marketing and more



Download a free demo of the software landscaping and lawn care professionals are all talking about!
www.wintac.net 1-800-724-7899

USED EQUIPMENT FOR SALE

Isuzu Tanker, Minnesota Wanner-SS 150/550- Tank, Diesel 1000-gallon steel water tank, Custom Fiberglass Tanks 600/100 Tuflex 100/200 fiberglass pickup unit.
Call us today it has gottago!
Tri-Hill Turf Care, Fort Smith, AR
479-782-0404

Put the Dynamics of Classifieds to Work for You!

Statistics

RESOURCES

INDUSTRY TRENDS BY THE NUMBERS



EMERALD ASH BORER BY THE NUMBERS

| | |
|-----------------------|---------------------------------|
| First seen in U.S. | 2002 in SE Michigan |
| States where detected | 5 (MI, OH, IN, MD, VA) |
| Quarantined | 14,000 sq. miles (MI, OH, IN) |
| Ash trees killed | 10 million |
| Ash trees removed | 610,000 |
| Ash trees at risk | 700 million (estimated in U.S.) |

COMMUNICATING WITH CLIENTS

What do the marketing pros say is the most effective way to communicate with customers? Your results may be different, but a recent study indicated that customers prefer to receive information about advertisements or promotions from:





| | |
|-------------------|------|
| Mail | .51% |
| Bill Inserts | .19% |
| Don't Communicate | .17% |
| E-mail | .5% |
| Telephone | .1% |



SOURCE: CABLE AND TELECOMMUNICATIONS ASSOCIATION FOR MARKETING

Survey says...

Q Just how good are you at giving constructive criticism to your employees? A recent *Landscape Management* online survey gathered a variety of responses. Where do you fit in? Here are the results:

- 51%  I never had a problem telling people honestly what they need to know.
- 21%  I got some management training. So I'm pretty good at it now.
- 14%  Every time I try it, there's all kinds of bad vibes.
- 14%  I usually try to avoid the whole thing.

Percentages based on 57 responses

Log onto www.landscapemanagement.net and answer our online survey. We publish the results here monthly.



FROM COST CONTROL TO GROWTH

According to a 2004 workforce study, economic prospects have brightened and business confidence has improved — and therefore the focus of companies has shifted and continues to shift.

| Overall Focus of Company | 12 months ago | Today | In 12 months |
|-------------------------------------|---------------|-------|--------------|
| Primarily on growth | 26% | 27% | 42% |
| Primarily on cost control | 41% | 32% | 18% |
| Evenly split, growth & cost control | 25% | 34% | 32% |

SOURCE: "QUICK BITES" BY SAM GEIST AT WWW.SAMGEIST.COM

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly (12 issues per year) by Questex Media Group, Inc., 275 Grove St., Suite 2-130, Newton, MA 02466. **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 \$6.50 per order for shipping and handling. **Periodicals postage paid** at Duluth, MN 55806 and additional mailing offices. **POSTMASTER:** Send address changes to Landscape Management, P.O. Box 5057, Brentwood, TN 37027-5057. Canadian G.S.T. number: 840 033 278-RT0001. Publications Mail Agreement Number 40017597. Printed in the U.S.A.



Copyright 2005 Questex Media Group, 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 Questex Media Group, 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. Questex Media Group, Inc., 7500 Old Oak Blvd., Cleveland, OH 44130 or fax to 440-891-2740.

Landscape Management does not verify any claims or other information appearing in any of the advertisements contained in the publication, and cannot take any responsibility for any losses or other damages incurred by readers in reliance on such content. Landscape Management welcomes unsolicited articles, manuscripts, photographs, illustrations and other materials but cannot be held responsible for their safekeeping or return. Questex Media Group provides certain customer contact data (such as customers' names, addresses, phone numbers and e-mail addresses) to third parties who wish to promote relevant products, services and other opportunities which may be of interest to you. If you do not want Questex Media Group to make your contact information available to third parties for marketing purposes, simply call 866-344-1315 or 615-377-3322 (outside the US) between the hours of 8:30 am and 5:00 pm CT and a customer service representative will assist you in removing your name from Questex Media Group's lists.



How many horses do you own?

The NEW HORSEPOWER



- ▲ 32 of these and a lot of feed...
or
- ▲ 1 Dixie Chopper Xtreme
 - 32HP Generac
 - 60"-72" Deck

If MOW horsepower is what you want, Dixie Chopper offers models ranging from 20-50HP. The other choice is to build a bigger barn...



1980 25th ANNIVERSARY 2005
DIXIE CHOPPER
Still The World's Fastest Lawn Mower

To find out how to cut more acres of grass per hour
using the NEW HORSEPOWER, Visit:

www.dixiechopper.com

For 25 Years Dixie Chopper has been building the most productive machines in the industry.
Experience the difference today at your nearest Dixie Chopper dealer.



“Space Commander”

When it comes to navigating tight spaces, some compact loaders can be pretty clueless. But not the 244J. Its unique stereo steering turns 20 percent tighter, yet articulates less, keeping the center of gravity in-line for superior full-turn tipping load capacity. Delivers unmatched breakout, reach, stability, and speed range, too. When you add it all up, choosing the right compact loader is a real no-brainer. Stop in and see the new 244J today.

