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control systems

TRIMMERS & EDGERS

Truck  
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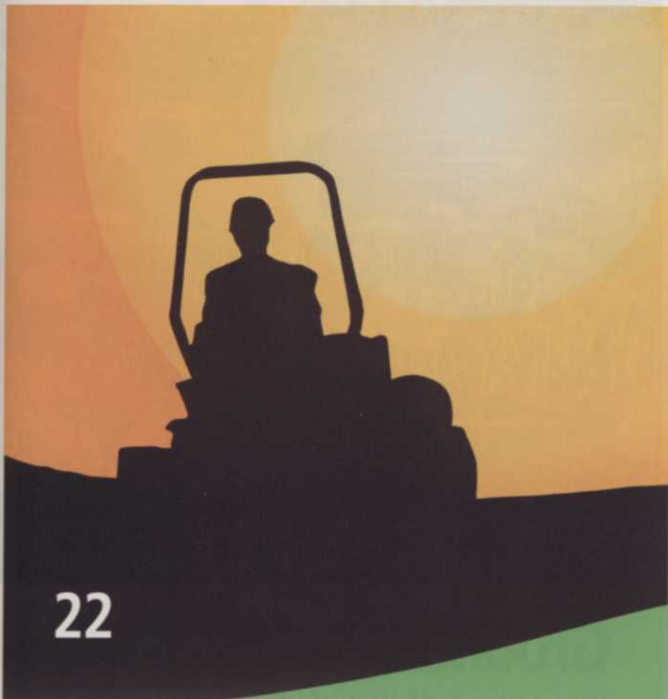
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Circle 101

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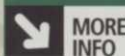
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As an expert-level mountain bike racer, **Matt Gersib** understands how an intelligent, efficient use of energy can pay off for him at the finish line. He writes about how electronic fuel injection, used for decades in the automotive industry, is helping commercial landscape companies mow more efficiently in our expanded mower coverage, which starts on page 22.

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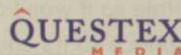
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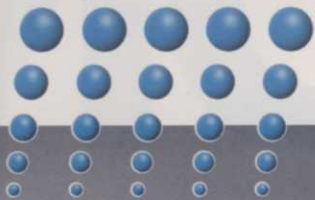


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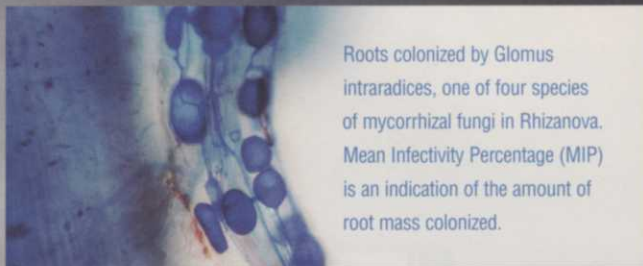


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# FACT

## We will dig in, help out

BY RON HALL / Editor-in-Chief

**W**e've been trying to reach some of our Green Industry friends in Louisiana and on the Mississippi Gulf Coast. So far there's been no response to our phone calls and e-mails. We're not surprised given what they've been through recently. The region, as I write this, is still in shock.

We'll keep trying. Our prayers are with them. We will support them with our monetary donations when there's no other way to help.

It's impossible for those of us who have never experienced a hurricane to comprehend how such a tragedy changes the lives of its victims. Here in the upper Midwest we get tornadoes, which are not that uncommon, but not hurricanes. Never a monster like Katrina.

But I did see a hurricane's destruction closeup once — Hugo, a week after it lumbered into Charleston, SC. The images remain fresh in my memory 16 years later. I'm almost ashamed recounting them now, in light of Katrina's devastation.

### You never forget the sights

A white fiberglass sailboat lay on its side in the middle of a downtown street. It looked new and, from what I could judge, about 36 feet long. I puzzled over how it came to be where it was. The river was at least 200, maybe 300 yards away.

Then there were the houses without roofs, some with just a side or two still standing that I had driven by on my way into the city.

And miles of flattened pine forest, tall, spindly pines, thousands of them; they looked like they were broken

off and laid down all in the same direction by the hand of some great god. (And who's to say they weren't?). Twisted aluminum siding hung from the limbs of massive oaks that had survived countless storms.

Retrieving a yellowing newspaper account of that storm (an article that I ripped out of a Savannah, GA, newspaper where I picked up a rental car earlier that beautiful fall day) I reread that it brought 130 mph winds and pushed a 20-ft. storm surge bareback on the day's high tide across Charleston Harbor.

My stay in devastated Charleston was short, very short. I never got to the aptly named Folly Beach just outside the city where a friend lived. No, I was escorted out of the city by two guardsmen, one of them armed.

### Lesson learned

Hugo didn't change our world but Katrina will.

Huge disasters expose our weaknesses and our vulnerabilities. They tell us where we must improve. And we will. We'll be better prepared the next time. We have to be. We'll build systems that will allow us to communicate and cooperate after the storm passes.

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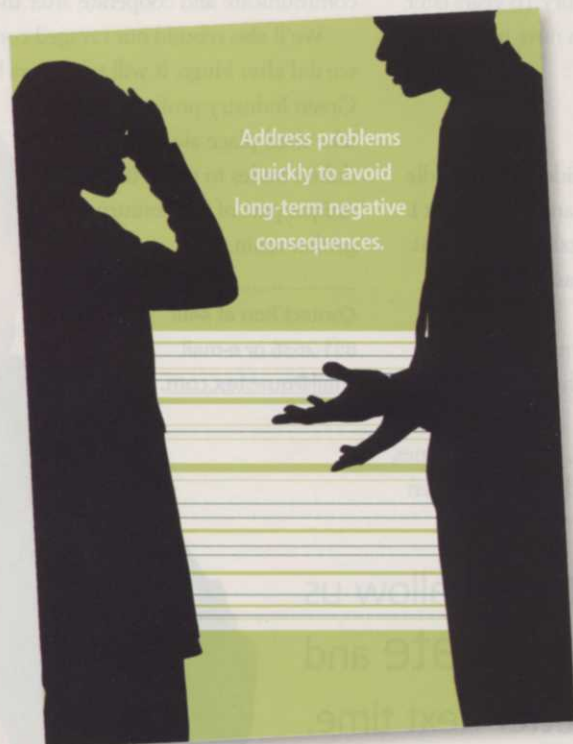
The longer problems drag out, the greater the long-term cost to your relationship.

## Don't let problems fester

BY BRUCE WILSON

**A**nyone who has been in this business knows that although we all strive to do high-quality work, strive to have a well-trained workforce and strive for high customer service ideals, eventually we all will have a quality or performance issue.

Our ability to deal with performance and quality issues varies. I believe there are some important best practices to keep in mind when dealing with problems.



**1 Tackle the problem immediately.** This is an essential step for me. If possible, correct the problem before the customer becomes aware of it. If that's impossible, call it to his attention before he calls it to yours. If I do have to go to the customer with the problem, I go with my solution and timetable for correcting the problem.

**2 Throw as much of your available resources at the problem as possible.** I won't say don't worry about cost, but I will say don't shortchange the process. The longer the problem exists in the customer's mind, the more annoyed he gets. As his annoyance level increases, he may uncover more problems or even end up canceling your contract.

The longer problems drag out, the greater the long-term cost to your relationship. It may be well worth the overtime to get it done quickly. Some isolated problems even can turn into a "positive moment of truth" with your customer where you actually strengthen your relationship.

**3 Spend time on a lessons learned review.** Why did the problem occur in the first place? What must be done to prevent the problem in the future? Who should learn from the problem?

In summary, it is important to not fall victim to your short-term profit motives. Sure, no one likes to see profits go out the window to solve problems, but you must take responsibility for them. Taking a short-sighted, profit-driven solution may cost much more in the long run and may even result in a lost customer.

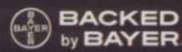
— The author is a partner with entrepreneur Tom Oyler in the Wilson-Oyler Group, which offers consulting services. He is also the director of the Symbiot Landscape Network. Visit [www.wilson-oyler.com](http://www.wilson-oyler.com).



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# In the Know

BUSINESS NEWS YOU CAN USE

## Back to SCHOOL

BY STEPHANIE RICCA /  
Managing Editor

**C**HICAGO — The Green Industry never gets summers off and school's always in session. This was definitely the case last month here. The Professional Landcare Network's (PLANET) 2005 Specialty Symposium on employee development kicked off with a tour of two of Chicagoland's most prestigious landscape companies, Mariani Landscape in Lake Bluff, IL, and James Martin & Associates in nearby Vernon Hills.

Yes, they're both big companies (Mariani does about \$30 million in revenue and James

Martin does about \$12 million). Yes, they both have great facilities and a client mix that includes commercial and high-end residential for projects ranging from maintenance to installation.

What really set these companies apart were the people. The staff at both locations were great teachers for the group of more than 60 landscapers that invaded their facilities late on a Friday afternoon. They shared everything, from Mariani's average crew hourly pay (\$8/hour) to the intricacies of turning James Martin & Associates into an ESOP.

Mariani managers explained

**Mariani gets \$800,000 worth of plant material in every spring. The maintenance scheduling board (below) got a lot of attention.**



how the company navigated the early H-2B cap this year by recruiting and training more local workers. Stacy Betz, the company's human resources manager, said next year Mariani may be able to rely less on H-2B workers.

The tour leaders at James Martin explained how the company divides its crews (maintenance, enhancement and construction), how the company invoices (every month) and even how they produce their bed prep formula by grinding used wooden pallets with other forms of organic waste (recipe not divulged).

But the most interesting topic to the group appeared to be scheduling.

Mariani maintains giant, detailed scheduling boards for each of its major departments. It maintains listings by time of visit, frequency and type of service.

Questions flew: "How many maintenance jobs on average

**Staff at James Martin & Associates often hold client meetings and outdoor events in their own gardens around the property.**

do you have a week?" "If a job takes more than a certain number of hours, does it go on this board or that one?" "Who sold this job? A field person or an office person?"

At James Martin, the staff explained the scheduling chain of communication in detail, describing the flow of information from the account manager to the crew leader and to the technician.

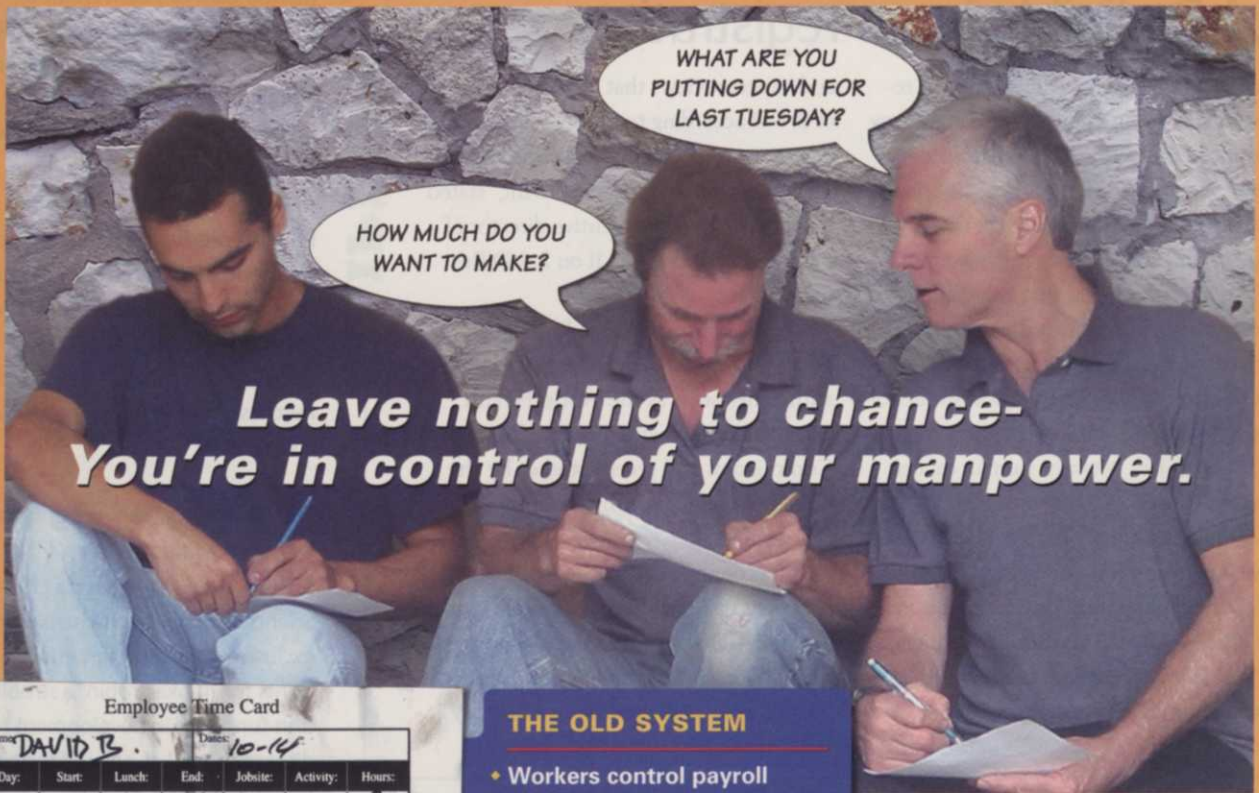
Up next on the PLANET events schedule are the 2005 Masters in Management, Sept. 9-10 in Seattle; the 2005 Monopolize your Marketplace, Sept. 9-10 in Atlanta; and the 2005 Green Industry Conference and Green Industry Expo, Nov. 2-5 in Orlando.

For more information or to register visit [www.landcarenetwork.org](http://www.landcarenetwork.org).





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## Employee Time Card

Name: **DAVID B.** Date: **10-14**

| 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

Jobite Name: **Morris Property** Date Range: **10/10/2005 through 10/14/2005**

| Day       | Start    | End      | Activity   | Hours                 |
|-----------|----------|----------|------------|-----------------------|
| Mon 10/10 | 7:08 AM  | 12:05 PM | Irrigation | 4:57 hours            |
|           | 12:41 PM | 3:22 PM  | Irrigation | 2:41 hours 7:38 hours |
| Tue 10/11 | 7:12 AM  | 12:07 PM | Irrigation | 4:55 hours            |
|           | 12:43 PM | 3:23 PM  | Irrigation | 2:40 hours 7:35 hours |
| Wed 10/12 | 7:12 AM  | 12:02 PM | Irrigation | 4:50 hours            |
|           | 12:46 PM | 3:49 PM  | Irrigation | 3:03 hours 7:53 hours |
| Thu 10/13 | 7:17 AM  | 12:19 PM | Planting   | 5:02 hours            |
|           | 12:50 PM | 3:46 PM  | Planting   | 2:56 hours 7:58 hours |
| Fri 10/14 | 7:13 AM  | 12:07 PM | Planting   | 4:54 hours            |
|           | 12:44 PM | 3:39 PM  | Planting   | 2:55 hours 7:49 hours |

Employee total **38:53 hours**

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## 2,4-D eligible for re-registration

WASHINGTON, DC — After a 17-year review, the Environmental Protection Agency announced the herbicide 2,4-Dichlorophenoxyacetic acid (2,4-D) does not present a risk to human health when used properly, and is eligible for re-registration.

The EPA concluded that acute and short-term margins of exposure for homeowner applications of 2,4-D to lawns were "not of concern." Epidemiological studies of animal and human data by the EPA found no definitive link between human cancer cases and 2,4-D.

2,4-D is a phenoxy herbicide discovered 60 years ago and is used worldwide for a wide variety of applications in agricultural, non-crop, residential and aquatic settings.

"The EPA's assessment reinforces a growing number of regulatory decisions

and expert reviews that conclude the use of 2,4-D according to product instructions does not present an unacceptable risk to human health or the environment," stated Don Page, assistant executive director of the Industry Task Force II on 2,4-D Research Data.

"EPA's comprehensive findings are consistent with decisions of other authorities such as the World Health Organization, Health Canada, European Commission and recent studies by the U.S. National Cancer Institute on 2,4-D," Page said.

An economic evaluation by the U.S. Department of Agriculture concluded that the loss of 2,4-D would cost the U.S. economy \$1.7 billion annually in higher food production and weed control expenses.

## Toronto pesticide law challenged

TORONTO — CropLife Canada and the Urban Pest Management Council are challenging the City of Toronto's bylaw banning beneficial pest control products before the Supreme Court of Canada.

"The power of municipalities to remove, without any proper scientific foundation, the benefits provided by a science-based federal legislation is an issue of great importance to CropLife Canada and its members," said Lorne Hepworth, president of CropLife Canada.

Hepworth added that pest control products are already regulated by Health Canada, and studies show that without pesticides, production costs would go up by 75% and food retail prices would go up 27%.

CropLife officials believe the Toronto bylaw sets a troubling precedent for Canada's farmers, and that giving municipalities the authority to regulate and ban

pesticides denies farmers and others the benefits of the technology.

"Farmers depend on access to federally regulated pesticides in order to ensure crop productivity and to prevent a variety of infestations," said Bob Friesen, president of the Canadian Federation of Agriculture (CFA), Canada's largest national farm organization. "Within the boundaries of even our biggest cities, there is agriculture. Municipal laws must consider and respect the needs of Canadian farmers."

CropLife Canada represents the developers, manufacturers and distributors of pest control products and plant biotechnology for use in agriculture, urban and public health settings.

For more information and background on pesticides in Canada, visit [www.newswire.ca/en/releases/archive/August2005/10/c8924.html](http://www.newswire.ca/en/releases/archive/August2005/10/c8924.html).

CLIPPINGS

## Phoenix offers PERKs program

VALDOSTA, GA — Purchases of products from Phoenix Environmental Care can earn credit for turf-related activities and organizations as part of the company's new PERKs purchaser incentive program. Qualification for the PERKs program starts with a minimum purchase of \$5,000 worth of Phoenix products between Aug. 1 and Sept. 30. This entitles the purchaser to a 3% credit that can be converted to the turf or educational organization of his choice. Purchases of \$20,000 or more earn a 4% credit.

## Arysta gets rights to fungicide

SAN FRANCISCO — Arysta Life Science North America has secured exclusive domestic marketing rights for fluoxastrobin, a strobilurin fungicide in development for disease control. It is being tested to define the disease control spectrum and performance benefits the product, alone and in combinations, will offer users. Arysta expects registrations in late 2005 to early 2006.

## New plant health company

ROSWELL, GA — Mitsui & Co. of Japan and the Sipcarn-Oxon Groups of Italy recently formed Advan, focusing on the turf and ornamentals and specialty agriculture markets in the United States and Mexico. Advan, beginning operations Aug. 1 here, expects sales of more than \$40 million in 2006 from a product line developed through agreements with Certis USA, Sipcarn Agro USA and Mitsui Chemical Inc. For more information visit [www.advanllc.com](http://www.advanllc.com).



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## Ohio village welcomes Kubota

BY MICHAEL SEUFFERT / Associate Editor



**GROVEPORT, OH** — Sure, the village of Groveport, OH, just outside of Columbus, was happy to see the Kubota Tractor Corp. Northern Division build a new 290,000-sq.-ft. office and distribution facility on 25 acres in the village.

Sure, village officials were happy to see more than 85 employees coming to work in the community.

And sure, the facility will be at the heart of a 382-acre industrial park that will bring jobs and revenue to the village.

But what put the icing on the cake was the new 22-hp BX2230 sub-compact tractor with loader that Kubota presented to the village at its grand opening ceremony on Aug. 24.

"How appropriate that it's a central Ohio farmer who became mayor who receives this today," Groveport Mayor Lance Westcamp said, as the tractor was turned over to the village's public works and recreation departments.

The celebration for Kubota's new facility was two years in the making, as the Northern Division looked to expand its office, warehouse and distribution facilities to meet the company's production and sales demands.

The company expects to sell its one millionth tractor in the United States in

September. More than 40,000 tractors will come through the new facility on their way to dealerships every year.

The Columbus facility is part of a nationwide expansion for Kubota. Two months ago Kubota opened a new 180,000-sq.-ft. office and warehouse facility in Lodi, CA, and will soon open a 400,000-sq.-ft. manufacturing plant in Jackson County, GA.

"This office is a symbol of Kubota's commitment to the market, our dealers and our customers," Tetsuji "Mike" Tomita, President of KTC, said.

Though the office is located in semi-rural central Ohio, it has a Japanese flair, in honor of the Kubota's heritage. The inside walls resemble Japanese wall screens, while the outside is decorated with Japanese lotus flowers, planters and bamboo. As part of the grand-opening, each employee placed a koi fish into an outside pond. Kubota's orange tractors and equipment dotted the landscape.

"We're really excited about this grand opening," said Ted Pederson, senior director and division manager for KTC's Northern Division. "The new facility will assist us in enhancing our operations to better serve our dealers and their customer base more quickly and efficiently than ever."

### Monument gets registered in CA

**GREENSBORO, NC** — Monument herbicide from Syngenta Professional Products is now registered for post-emergence weed control in commercial turf markets in California. Monument's active ingredient, trifloxysulfuron sodium, controls sedges and green kyllinga in warm-season turfgrass species.

### PGMS offers \$50 discount for school

**BALTIMORE** — The Professional Grounds Management Society's (PGMS) is offering a \$50 discount for its Certified Grounds Manager program to those who register by Oct. 15. The class is part of the 2005 School of Professional Grounds Management, scheduled for Nov. 2-5 in Orlando, FL, in conjunction with the Green Industry Expo and the Professional Landscape Network's (PLANET) annual conference. Visit [www.pgms.org/cgmcertification.htm](http://www.pgms.org/cgmcertification.htm).

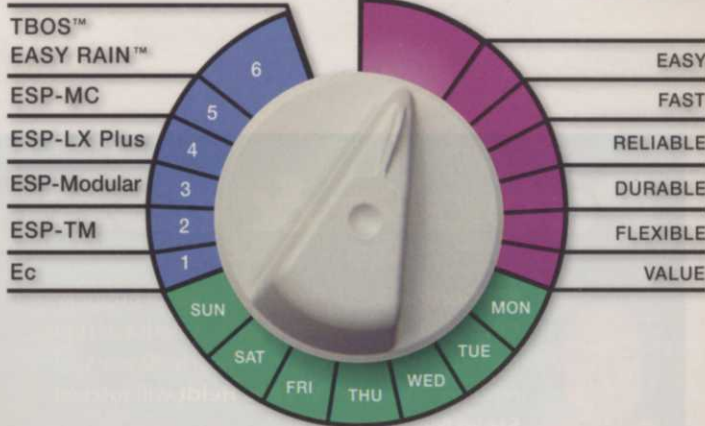
### LESCO sells hubs

**CLEVELAND** — Cleveland-based LESCO is selling its manufacturing and distribution business for \$25 million to Turf Care Supply Corp, a California firm. The company is selling its three fertilizer-blending plants and a seed-blending operation. It may also sell some warehouse and distribution centers and inventory at those stores, including fertilizer, seed and other products. Michael DiMino, LESCO's president and CEO, said the plants are expensive to own and the money needed to run them can be better spent on delivering value to the company's customers and shareholders. The sale includes a long-term agreement for Turf Care to supply LESCO.

CLIPPINGS

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## People & companies



**PBI/Gordon Corp.** promoted sales representative **Steve McMillan** to western regional manager.

**The Scotts Miracle-Gro Co.**, Marysville, OH, promoted Robert F. Bernstock to president and COO of The Scotts Company LLC, effective October 1, 2005. He will directly oversee the company's North American and International business operations as well as **Scotts LawnService**.



**Syngenta Professional Products** hired **Daniel S. Jones** as a sales representative,

-serving the ornamental and lawn markets in parts of Alabama, Georgia and Florida.



New faces in **BASF Corp.**'s Professional Turf & Ornamentals Division include **Steve Jackson** (above, left) as regional sales manager for the Southern market, **Bob York** as marketing associate and **Bryan Brochin** (above, right) as marketing manager. Also, **William C. Wisdom**, group vice president, Agricultural

Products Regional Business Unit, North America, is retiring after nearly 30 years. **Markus Heldt** will succeed him.

**Chuck Denny** has been named senior vice president of store operations and sales for **LESCO**.



**Steve Mercuri** is the new account representative for **Target Specialty Prod-**

**uct's** turf and landscape market in southern California.



**Scott Welge** (above, left) has been named fungicide business manager, and **Jennifer Remsberg** (above, right) the communications manager for the Chipco Professional Products group of **Bayer Environmental Science**, Research Triangle Park, NC.

**Vista Professional Outdoor Lighting** named **Gary Bailey** as vice president for sales and **Rick Baird** as distributor sales manager for the irrigation industry.

**Jacobsen** President **Jon Carlson** left the Charlotte, NC-based company to pursue

other interests. **Barclay Olson**, president of Textron's Industrial business segment, will run the company until a replacement is named.



**Dow AgroSciences** promoted **Susan Carney** (above, left) to communications director; named **Anthony Grieco** (above, right) as its new salesman for



Indiana, Kentucky, Illinois and Western Michigan; and hired **Rick Miller** (left) as

senior sales representative serving central California.

**Allmand Bros.**, Holdrege, NE, appointed **Dave Morgan** as president and COO.

**Tetsuji "Mike" Tomita** joins the **Kubota Corp.** board of directors. Tomita was appointed president, Kubota Tractor Corp. (KTC) in 2004.

**Scott Walker** of **Walker Landscape, Inc.** is the new president of the Las Vegas Chapter of the **Nevada Landscape Association**. Other officers are Secretary-Treasurer **Rob Diaz**, **Land Care, Inc.**; Director **Jim Johnson**, **Star Nursery**; Di-

rector **Lane Swainston**, **Swainston Consulting Group**; Director **Guy Collins**, **Hunter Industries**; and Director **Chris Courtney**, **Courtney Lawn & Landscape**.

**Fred Haskett** joined the **Professional Landcare Network (PLANET)** board of directors as director of the Lawn Care Specialty Group.

**The ServiceMaster Co.** named **Dennis Sutton** president of its TruGreen Chem-Lawn subsidiary, headquartered in Memphis.



**Nolin Barnes** (above, left) is the new CFO for **Peterson Pacific Corp.**, Eugene, OR, and **Steve Whittington** (above, right) is the company's new regional sales manager for the mid-South United States.



**Steve Springer** was named vice president, business development for **Rain Master**, Simi Valley, Calif.

**Dan Roche** is the new assistant marketing manager for **Briggs & Stratton Commercial**.

# ANLA honors Bailey

WASHINGTON, DC — The American Nursery and and Landscape Association (ANLA) inducted Gordon "Gordie" Bailey Jr., board chair of Minnesota's Bailey Nurseries, into the ANLA Hall of Fame this summer. The honor came the same week that Bailey Nurseries celebrated 100 years in business.

Bailey served in his home state as president of the Minnesota Nursery and Landscape Association (MNLA), where he continues to serve as a volunteer on several committees. The MNLA honored him in 1992 with induction into its Hall of Fame.



Bob Dolibois inducts Gordon Bailey (right) into ANLA's Hall of Fame in Washington, DC.

ANLA also elected new leadership to its board of directors and division boards at its legislative meeting in Washington. ANLA's board includes regional representatives in addition to the president, president-elect and the immediate past president.

The ANLA senate elected two new members, Bob Lyons, Sunleaf Nursery, OH; and Josh Bracken, Nicholson-Hardie, TX. They join newly elected President-elect Jim Berry, PDSI, AL; and President Buzz Bertolero, Navlet's Garden Centers, CA.

ANLA's four divisions develop pro-

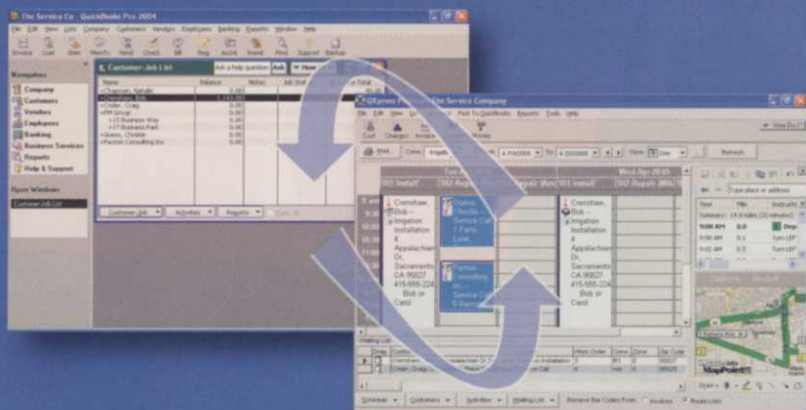
gramming and services to serve the growing, landscape, distribution and retailing interests of its members. The ANLA senate elected the following new leaders to its

Landscape Division Board: Chris Valenti, JB Landscaping, DE; Jan Jansen, EP Jansen Nursery, NY; and Larry Smith, Lurvey Landscape Supply, IL.



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# Making the

# CUT



BY RON HALL / Editor-in-Chief

**A**rt Evans, the founder of Dixie Chopper, once dropped a 150-hp Chinook helicopter engine onto one of his commercial mowers. He wanted to demonstrate the durability of his then-new Quad Loop hydraulic system. If the system on the mower could withstand that amount of force, well ... it did.

"I know that people think we're a little out there. We probably are and that's ok," says Matt Land, national

sales manager for the 25-year-old mower self-proclaimed manufacturer of "the world's fastest lawnmower."

From that day to this, commercial mower manufacturers have gotten more and more "out there" in promoting the power and speed of their products. This is especially true of their riding units where the air-cooled, mid-mount, zero-turn remains the industry favorite. Manufacturers know that horsepower and



## Speed is king with today's mowing contractors, but are they overlooking the bigger picture?

speed fire the imaginations and promise a competitive advantage of mow-for-money contractors.

"The guy who can do more jobs with quality and quicker will make more money mowing," is the mantra of today's turf maintenance professional.

Nobody disputes the need for speed in today's competitive maintenance environment.

Even so, manufacturers, including those touting the gitty-up-and-go of their mowing ma-

chines, agree that while speed (more correctly mowing speed) is important, the real measure of profitable commercial mowing is efficiency.

### Efficiency measurements

"Time efficiency has been and continues to be the major consideration with contractors," says Roy Dust, product specialist at Ferris Industries.

Determining the efficiency of your mowing operation is more complicated than

merely multiplying deck size by cut speed in mph and figuring in about 20% more production time for overlaps and maneuvering around trees and beds — a generally accepted productivity measurement.

Mowing efficiency also includes factors such as quality of cut and customer satisfaction. In other words, the type of properties that a contractor mows, along with customer expectations, play as large part in proper mower selection as speed and power.

"We think that as soon as you begin to move into landscape-type property where there are irregular shapes, flower beds, trees, fences, all kinds of things that divide a property, the maneuvering element becomes more and more important, and straight away mowing

speed becomes less and less important," says Bob Walker, founder and president of Walker Manufacturing, Ft. Collins, CO.

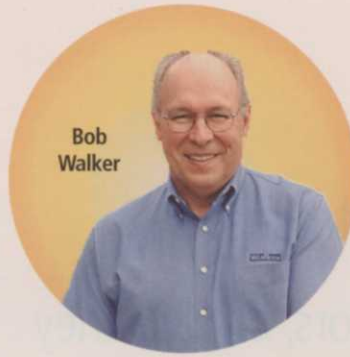
"We believe all the focus on going across the ground at a certain speed can be somewhat misleading in the real world of mowing although there are exceptions," he adds.

#### Productivity factors

Productivity, in fact, entails

many factors and some of them may not be so obvious, especially to the inexperienced contractor. They include:

- ▶ Mower reliability, ease of service and parts availability. Few contractors can afford downtime and its associated unrecoverable production and revenue loss.
- ▶ Ergonomic features that allow operators to cut longer and in more relative comfort
- ▶ Decks designed for



Bob Walker

mulching and/or maximum grass throughput during times of lush grass growth

- ▶ Trimming capability
- ▶ Features like oil coolers and superior air filtration
- ▶ Efficient and safer operation on slopes and other difficult-to-cut areas

▶ Floating decks or rollers that reduce scalping

▶ Units that accept and can be used with multiple implements and attachments

For the company that requires its operators to perform multiple services on a single property or at different times of the year, a mowing unit with a "quick-change" system that allows rapid deployment and use of blades or brushes can be a

*continued on page 26*

## Technology boosts mower fuel economy

BY MATT GERSIB

Contractors cite rising fuel costs, specifically the ability to pass them on to customers, as a huge challenge. With average gasoline prices reaching (and in some cases exceeding) \$3.00 per gallon nationwide and higher prices predicted, the single best way to fight rising costs is to reduce the number of gallons of fuel needed to power equipment.

There are a number of different ways to maximize mower efficiency. For many landscape contractors, mowers are the single largest fuel consumer in the equipment fleet, so an investment in efficient equipment up-front can help you position your company to thrive, even as fuel prices continue to skyrocket.

#### Riding is better

In the July issue of *Landscape Management* (See "Beat the fuel cost blues" on p. 64), we offered tips on how to boost mower fleet efficiency through effective on-site planning and equipment selection, and by caring for and maintaining equipment. Some recent mower innovations

can help reduce fuel consumption while increasing on-site speed and efficiency.

Landscape contractor Chris Urbauer, Lincoln, NE, says that the single best efficiency investment his business has made has been the purchase of an Exmark Lazer Z HP mid-size zero-turn riding mower. Urbauer says that prior to investing in his zero-turn rider, he did what he could to maximize his efficiency by developing a service plan for each of his client's properties. The goal was to allow both of his walk-behind mowers to cut as quickly as possible, with as few physical, landscape-related interruptions as possible.

Even with plans in place, Urbauer felt his operation had to be sharper to grow. "We became efficient by necessity," he says.

Pointing to a roughly one-acre high-end residential lawn he was working on, Urbauer explained that he had been cutting it with two 36-in. walk-behinds operating at the same time. He claimed his efficiency rose dramatically when he began using a mid-size with a 48-in. cutting width.



Chris Urbauer of Lincoln, NE, invested in a zero-turn riding mower for efficiency.

#### Use the right tools

"Instead of having two guys mowing with walk-behinds, I now have one guy on the Lazer and one taking care of trimming and other duties," he says. "We get jobs done in half the time it used to take and since we're not walking behind the mower, we're physically fresher. The rider helps keep productivity higher day-to-day as we



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*continued from page 24*

huge productivity booster. Also, front-cut, zero-turn units (Walker, Grasshopper and Woods are common names in this category) offer the advantage of having the main drive wheels in the middle of the platform, rather than in the rear like a mid-mount. This design element makes these units more maneuverable, says Bob Walker.

And, of course, the condition of the grass itself often

dictates the suitability of one riding mower over another. Quite simply, cutting spring's wet, heavy grass requires more horsepower than when the grass grows less vigorously.

Manufacturers provide other engineering solutions to meet these unique challenges. Examples, among others, include Husqvarna's TunnelRam and Toro's Turbo Force decks.

The new deck designs address the challenge of mowing



Walker's MT mower is a front-cut, zero-turn unit designed for maneuverability.

when conditions change dramatically during the course of a season — from heavy, wet spring growth that sometimes has to be double cut to mid-summer's top-offs. Toro engineered its

tor can open, close or adjust to mow at maximum mowing speed regardless of the condition of the grass. Open the baffle for cutting in heavy turf; close it for mulching action when the grass

*continued on page 28*

get into the busiest part of the season."

Urbauer's experience shows that pulling the correct tools off of your trailer significantly affects how quickly the job gets done and how many workers it takes to do it. This counts, since labor is the largest expense item in a landscape company owner's budget.

For Urbauer's small-but-growing business, his investment in a zero-turn rider is paying off handsomely. In fact, he's investing in a larger zero-turn to increase his efficiency, a unit with Electronic Fuel Injection (EFI), Exmark's Lazer Z EFI. While the automotive industry has embraced EFI because of its need to comply with EPA emissions regulations, most commercial mowers count on carburetors to deliver the fuel and air mixture that they need to produce power. Certainly after decades of development and R&D these carbureted engines run very well. Even so, many contractors are finding that carburetors cannot compare with an EFI system in terms of fuel efficiency, according to Jim Brazil, owner of Seville Lawn and Power Equipment in Pensacola, FL.

"The EFI engine is the best choice of all the higher-horsepower engines," Brazil says, referencing Kohler's EFI engine, which uses an automotive-style system

developed with Bosch. "I was shocked at how little fuel the engine uses. It will really save money."

### **Servicing is easy**

There are other benefits, Brazil says. "Whenever we have an issue with an EFI engine, it's easily diagnosed by plugging it into a laptop. We find out virtually everything about the engine's performance and have a diagnosis in seconds. That's not possible with a carbureted engine."

Cam Litt, product manager for twin-cylinder engines at Kohler, compared EFI on mowers and automobiles. "You get in, turn the key, put it into gear, and drive away. Thanks to your car's EFI system, you don't have to worry about things like pulling the choke because the engine's cold. It starts and runs every time, regardless of the weather, no matter who is at the controls.

"The landscape business is a lot like the automotive business was 20 years ago. All of a sudden, cars began to have more horsepower under a load, lower emissions and better gas mileage," he says.

The EFI system relies on an Engine Control Unit (ECU) to monitor a number of performance indicators within the engine, and is capable of instantly optimiz-

ing engine settings to maximize power and efficiency. Because the ECU can adjust to a load much quicker than any mechanical governor system, there's virtually no droop in power when the engine is put under a load, says Litt, adding that when an EFI engine is started, it operates in an "open loop" mode, mapped by the ECU. Once the engine is running, an oxygen sensor begins to analyze the fuel/air mixture in the exhaust. It feeds this information back to the ECU, which adjusts the fuel/air mixture injected into the engine based on the sensor's analysis. This effectively closes the information loop for the ECU, and this "closed loop" system is what allows the engine to automatically adjust to varying environmental conditions such as an obstructed air filter or a change in altitude.

"It's the ability to actively adapt to mowing conditions that also decreases the engine's fuel consumption, and for contractors now faced with spending upwards of \$3.00 for each gallon of gasoline, it's easy to see how the prospect of saving 60 cents or more on each gallon of gasoline would be appealing," Litt says.

— *The author is an account manager with Swanson Russell, Lincoln, NB. Contact him at [mattg@sramarketing.com](mailto:mattg@sramarketing.com).*

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# Key factors for profitable mowing

BY WAYNE VOLZ



Randy Harris

*continued from page 26*

isn't growing as vigorously.

"In long, dense grass or wet conditions, the adjustable front baffle can be shifted open to conserve power and achieve faster mowing speeds than conventional deck designs," says Randy Harris, senior marketing manager, Toro's Landscape Contractor Equipment.

### The diesel difference

One emerging trend in commercial mowing is the growing popularity of diesel-powered mowers. While sales remain relatively modest (less than 15% by most estimates), their greater fuel economy and

longer engine life are attracting attention from commercial cutters, this in spite of their significantly higher price tag.

Indeed, initial purchase price is far from being the most important factor in selecting the right mower. Studies have shown that it amounts to approximately 10%-15% of overall mowing costs. Labor at about 50% is the biggest expense, followed by mower maintenance at 15%.

Expect to see more new diesels in light of today's high fuel costs, which have been chipping away at contractors' already thin margins.

"Contractors are all under pressure from lower-cost service providers to not raise their prices or pass along a fuel surcharge," says Chuck Holley, a senior engineering manager at Toro "One of the efficiencies that diesel provides in the area of fuel economy is that diesel fuel has greater energy content. Comparing apples to apples, you're going to get more per

Coming up with an accurate bid for mowing is not difficult if you know the level of profit you want to receive for your efforts and you build your bid accordingly. To do so you must take these factors into consideration:

- ▶ Equipment needed
- ▶ Hourly production of the equipment
- ▶ Mowing time required
- ▶ Trimming time required
- ▶ Level of difficulty of the job
- ▶ Travel time
- ▶ Any contingencies

Add all of these factors into your pricing picture. Do not omit any of them. Some are more subjective than others, for instance, a job's difficulty. In that case, carefully measuring and walking a property and your experience should allow you to make a reasonable estimate of how difficult it will be to mow and maintain.

Base your bid on the total number of manhours needed to complete the job. For example, if you already have determined that your hourly overhead cost is, say, \$28.40, and you desire a 10% profit margin (the minimum that would be acceptable), then a job requiring 1.5 manhours would result in an hourly charge of \$37.33 ( $\$28.40 \times 1.5 \times 1.11 = 10\%$  or \$37.33).

Knowing the production possibilities of each piece of equipment is critical to estimate the manhours necessary to mow a given area. A simple formula that can help you determine this is to multiply the mph ground speed of the unit by the width of cut in inches and divide by 120. Why 120? We're basing mowing production on 80% productivity, which allows for overlaps, turns and differences in terrain.

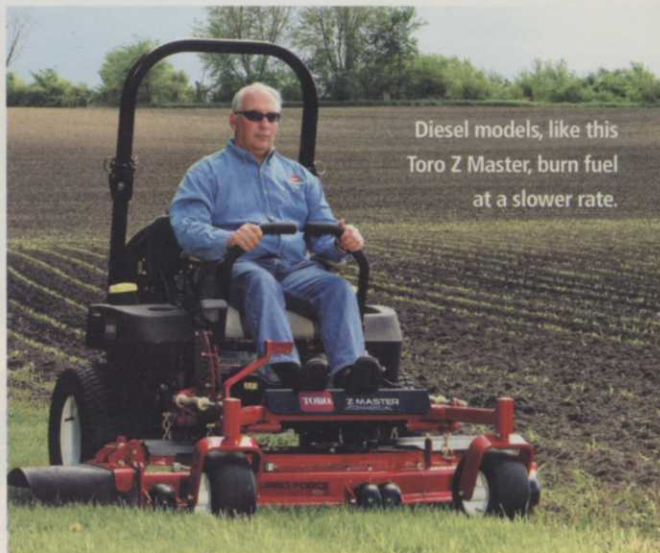
Using this formula with a mower with a 48-in. cut, operated at 4 mph, we can expect to mow 1.6 acres per hour ( $4 \text{ mph} \times 48\text{-in.}/120 = 1.6 \text{ acres per hour}$ ) on most properties.

A quick way to calculate trimming time and blowing time is to take a given percentage for each. In many cases it will average out to between 25-30% of the mowing time. You will want to increase or decrease your bid accordingly if the time is different. The point is, don't forget to include these manhours in your bid.

The point is, don't shortchange yourself. You're working in a competitive market with very tight margins..

— *The author is the owner/operator of Wayne's Lawn Service, Inc., Louisville, KY, and offers consulting services through Profits Unlimited.*

Contact him at [WaynesLawn1@aol.com](mailto:WaynesLawn1@aol.com).



Diesel models, like this Toro Z Master, burn fuel at a slower rate.



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## Big names promote mowing game

**J**oe Gibbs is a frequent visitor to the Husqvarna lodge at Lowe's Motor Speedway, near Charlotte, NC. Gibbs, of course, is the head of the Joe Gibbs racing team and the coach of the NFL Washington Redskins. Husqvarna commercial power equipment has been one of the sponsors of his successful NASCAR team.

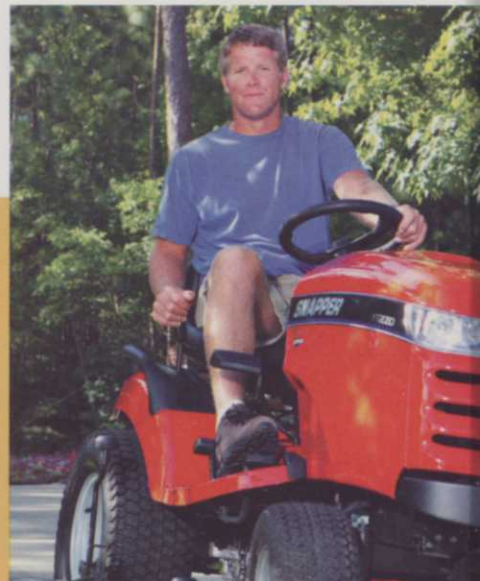
Brett Favre, quarterback for the NFL Green Bay Packers and future hall of famer, says he loves mowing his property with a Snapper rider. Advertisements show a smiling Favre as just another guy enjoying "getting away from it all" on the seat of a shiny mower.



Legendary NASCAR champion Richard Petty, in his trademark black hat and sunglasses, partnered with Hustler Turf Equipment in the "Mow for Victory Tour" this summer to raise money for the Victory Junction Gang Camp in Randleman, NC. A number of other sponsors joined with Hustler and Petty in the fund raiser.

Victory Junction Gang Camp is a year-round racing-theme camp that serves campers ages 7 to 15 that have chronic illnesses and would not otherwise be able to go to summer camp.

Other manufacturers have attached their products to popular sports stars, usually in motor sports. But the biggest



Companies feel the need for speed. Richard Petty, below, promotes Hustler mowers. Brett Favre (above, right) works with Snapper, and the Dixie Chopper bike (left) is a hit at shows.

attraction at equipment trade shows (certainly the loudest!) is arguably the Dixie Chopper motorcycle, built by Orange County Choppers. Landscape pros never tire of oohing and ahhing at the customized show "bike," especially when an employee fires up the machine and lets loose with a couple of loud roars from its 90-hp engine.

Contractors love their horsepower and they're addicted to speed. — RH

*continued from page 28*  
gallon. In addition, diesel burns more efficiently due to the higher compression ratios."

Holley says another advantage of diesel-powered mowers is that they will "lug" and are less likely than a gasoline unit to stall in heavy mowing conditions, and that means you can get by with less horsepower. Gas mowers are even more inefficient when operated at less than full horsepower.

"That means over-sizing a gas engine on a mower to handle heavy mowing conditions

costs you even more in fuel consumption," Holley says.

### The future of power

Some industry people feel the trend toward more powerful, heavier mowers may be going too far, and that landscape pros often buy machines that have more horsepower than they need.

Richard "Dick" Tegtmeier, Encore Power Equipment, says that the first commercial mower he designed in 1974, a walk-behind with a 48-in. cutting deck, was powered by

a 7.5-hp engine. Now, he says some mowers with the same size deck are sold with an engine almost three times as powerful.

"Our industry is caught up



Richard "Dick" Tegtmeier

in an upward spiral in horsepower," says Tegtmeier. "It's the NASCAR mentality. The mower has got to look sleek and it's got to have speed and a lot of horsepower. We're in an upward spiral.

"The idea that everything has to have lots of horsepower, be big and heavy will turn around," he says.

Maybe or maybe not.

But in the short term the message coming from the manufacturing community — and the one that seems to resonate with buyers — is speed. **LM**



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Circle 121

# Hot tips for cold calls

**Break the ice  
and reach out  
to new customers  
with ease** BY JOE FLAKE

If you're waiting for your phone to ring in order to sell your next customer, you could be waiting a long time. Maybe it's time to go get the customer instead of hoping the customer will come to you.

While conventional advertising has its place, cold calling has many benefits. With advertising you put out hundreds, maybe thousands of sharp, clever ads with the hope that someone who wants your product or service will see the ad and call. With cold calling you spot a potential customer — commercial or residential — and go to them.

## 1 Find the decision maker —

The following three approaches help you identify the person who makes decisions on your product or service.

► **Make a call:** This is simple, but don't try to sell your idea over the phone. Remember, the purpose of the call is to set up a meeting. If you're not sure who your target person is, ask the receptionist. He or she is trained to direct calls to the right place.

► **Write a letter:** This is a useful approach for shy types. First find out an exact name for the address. Never send a letter "to whom it may concern." Those go straight to the trash. Introduce your business and give three simple facts about what sets you apart. Finally, indicate when you'll call to follow up and stick to that date.

► **Walk in:** Make sure you have a business card or a flyer to hand out. Have a purpose when you go in. It might not be the right time to sell the proposal, but it might be a good opportunity to let the home-

*continued on page 34*

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*continued from page 32*

owner or company owner know you spotted some fixable problems in their landscape. Be tactful. "Your landscape looks like it hasn't changed since 1950" is probably not a good opening line. Instead try something like, "I noticed your company sign is obscured by overgrown bushes. I could neaten that up and add some interesting plantings to the area to make it attractive to your customers and employees. Here's my card. Call if you have any questions."

**2 Maintain eye contact** — People like eye contact. It makes them feel like you're interested. Having trouble initiating an eye lock? Don't look at their eyes, look at the end of their nose; they can't tell the difference.

If you're meeting someone outside,

make sure to remove your sunglasses at first. This inspires confidence in your potential customer, and he or she doesn't get the mistaken impression that you're hiding behind your shades.

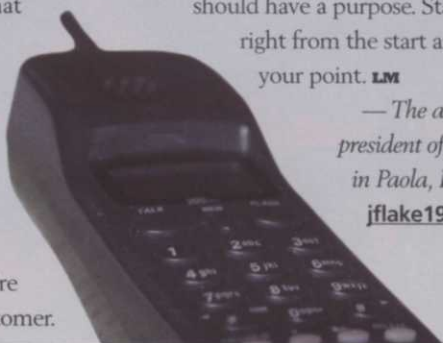
**3 Listen and make informed suggestions** — Pay attention to your potential customer's feedback. If you're talking with a homeowner and she mentions that she likes a particular flower or color, describe some ways you could incorporate her ideas into your design.

Avoid a one-size-fits-all sales strategy. It pays to listen, especially when you're cold-calling a potential customer.

Time is of the essence so use it well and address the potential customer's concerns or ideas with specific suggestions.

**4 Blitz attack** — In many industries, salespeople have a required quota of cold calls to make each day. This approach is timeless and has proven successful in different fields. If you like it, go for it. Remember, however, that every call should have a purpose. State that purpose right from the start and you'll make your point. **LM**

— *The author is the owner/president of Target Lawn Care in Paola, KS. Contact him at [jflake1972@hotmail.com](mailto:jflake1972@hotmail.com).*



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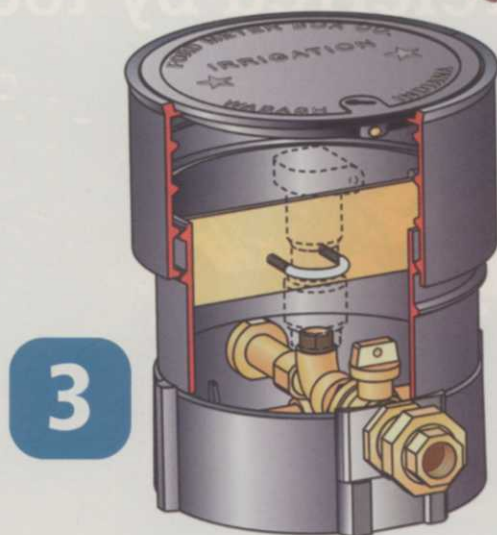
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# Innovations

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For more information contact Corona at 800/847-7863 or [www.coronaclipper.com](http://www.coronaclipper.com) / circle no. 250

## 2 Go green

Landscape designers, contractors and turf growers across the United States are using GreenStakes to pin sod, netting, landscape fabric and erosion control blankets. The 100% biodegradable GreenStakes turf stakes offer advantages to metal pins. When tested, the GreenStakes have 45% more anchorage force than 6-in. U-shaped metal pins, the company says. GreenStakes help eliminate damage to mower blades and tires, and lower the risk of injury should a metal pin be thrown by a mower. Time is saved since you no longer have to return to the site to remove the pins. GreenStakes disappear in 12-18 months causing no long-term damage to the environment.

For more information contact GreenStake at 877/205-2400 or [www.greenstake.com](http://www.greenstake.com) / circle no. 251

## 3 Quick connections

Ford Quick Connect Boxes provide protection for irrigation connections in a durable cast iron housing. The Quick Connect Box features an adjustable upper section making flush ground level installations fast and easy. At any time the Ford Box can be moderately adjusted to grade ensuring an accurate installation and saving expensive labor hours. The Ford Box is finished with the Ford E-coat, a high-quality, black finish that is resistant to chipping, cracking and corrosion. A tamper-proof lock on the lid provides a higher level of security. The internal components are locked into place with sturdy braces and lock nuts, capable of withstanding repeated pulling forces.

For more information contact Ford Meter Box at 800/826-3487 or [www.fordmeterbox.com](http://www.fordmeterbox.com) / circle no. 252

## 4 No more rolling stones

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All filters are composed of a filter media, end caps for the media, relief valve, anti-drain back valve, spring, canister shell, lid assembly and gasket.

Engine oil enters the filter through small holes in the lid assembly. The lid assembly contains the anti-drain back valve that will not allow dirty oil to return to the engine when the motor is turned off.

Inside the canister shell the oil travels through material called media that looks like pleated paper. The media is rated based upon its micron rating. A micron is a metric measurement that represents one millionth of a meter. An object that is 1 micron in size is .000039 inches in diameter. (A human hair measures approximately 70 microns in diameter.)

The lower the micron rating, the finer the debris the media traps in its pores. But this becomes a delicate balance. Too high a media rating and dirt passes through the media and into the engine causing premature wear. If the media rating is too small, the pores fill too quickly, pressure builds up inside the filter and causes the oil to bypass.

Filters also vary as to the amount of media. The greater the amount of media, the more surface area available to trap dirt. The media is attached and sealed to end caps. In many cases, the end caps are made from steel. But some manufacturers use a cardboard like material that's not as durable. A spring is then used to provide positive contact of the media assembly against the lid assembly.

If oil pressure inside the filter is too high, a bypass valve will open to allow the oil to still circulate through the engine. This critical part can vary widely from different filter manufacturers, usually in the amount of pressure needed to open the valve. If it's set too low, the oil will bypass the media and not be properly filtered. In addition, the placement of the valve inside of the filter is crucial. Some manufacturers place the valve in a location that if it opens, the dirt trapped by the media can bypass right back into the engine.

How can you be sure that the oil filter you purchase is going to do the job? An outside view of the filter is not going to give you the true story. Your only assurance is to purchase a filter from the engine or equipment manufacturer, which is correctly matched for the application.

► If you have a topic related to engines or engine maintenance that you would like Mark Nelson to address, e-mail him at [nelson.mark@basco.com](mailto:nelson.mark@basco.com).



**By Mark Nelson,**  
Product Service Trainer,  
Briggs & Stratton Commercial Power

# From the Shop

TECHNOLOGY A SIMPLE DIAGNOSIS

A common cause of death for backpack blower engines is air restriction.



## It's fall cleanup time

BY HARRY SMITH

**F**all is an interesting time of the year in our business. It is time to begin picking up leaves and cleaning out beds. We are all eagerly anticipating cooler weather and a little less intensity to our work. Take some time now and make sure your leaf and debris handling equipment is in top condition. Where do you need to inspect and what do you need to do?

Be certain the units are clean and the engine cooling fins and passages are clear. Is the impeller in good shape and not gouged, nicked or missing a fin? How does the unit run? Vacuums may have been in storage since last fall and require carburetor and tank cleaning if you failed to use fuel stabilizer in the gasoline.

### Clogging kills

I had several discussions with one of the backpack blower manufacturers during the summer. They have discovered that a common cause of death for backpack blower engines is air restriction. The unit is starved for cooling air because leaves and debris have clogged the intake area behind the backboard. This leads to engine overheating and seizure. Your technician may disassemble a seized blower engine like this and believe

that it has been run on straight gasoline.

This potential misdiagnosis has a set of consequences that can be devastating to your employees. Finger pointing and the blame game do unnecessary damage to morale. It was not lack of lubrication but rather a clogged cooling air intake that caused the failure. This misdiagnosis compounds the problem. More tragically, the failure will reoccur and the catastrophe will repeat itself.

### Got oil in the gas?

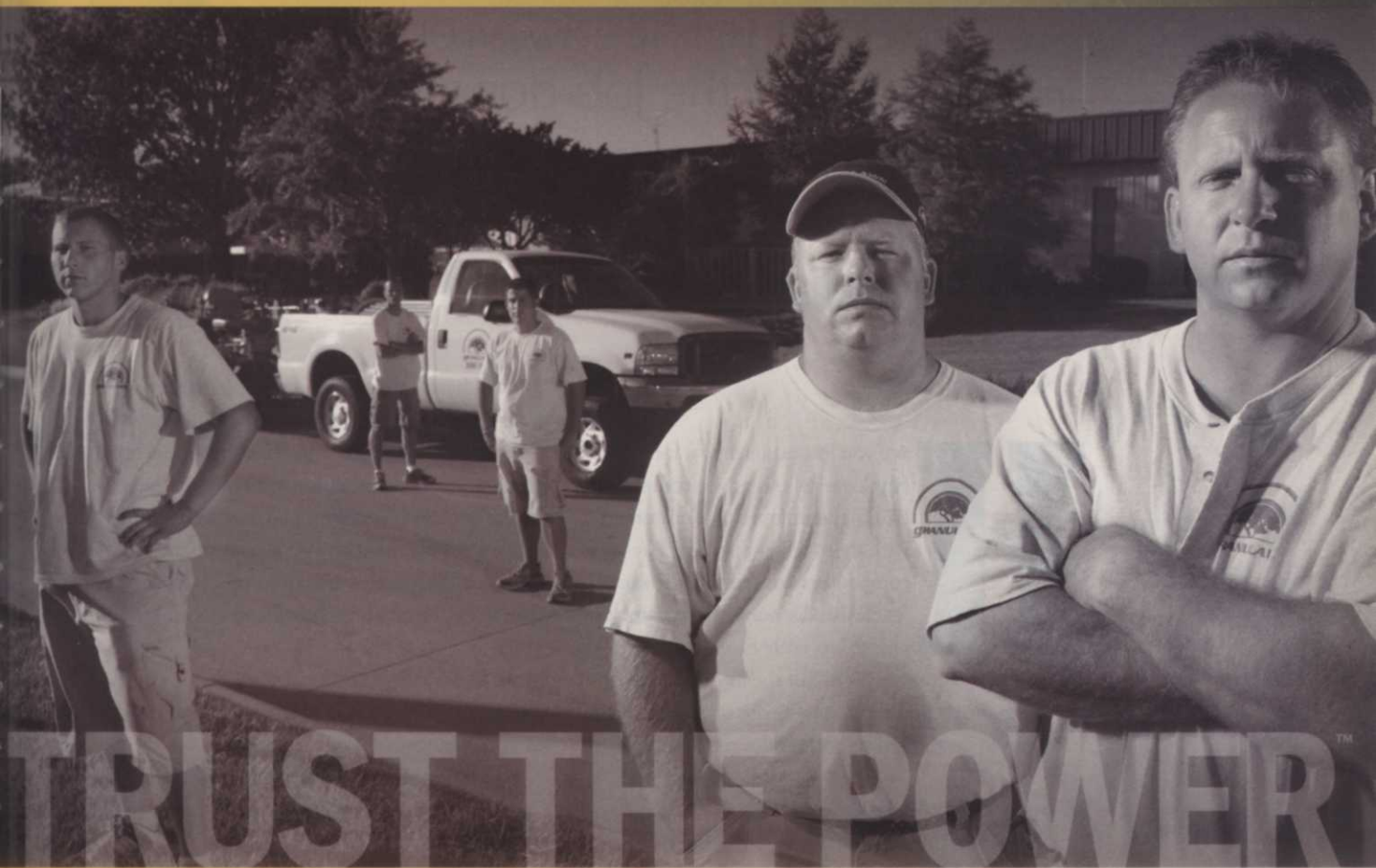
There are several ways to verify if a two-stroke engine has oil in the gasoline. A 3x5 card or even a paper towel is fairly accurate. Do not use the fuel in the gas tank to test for oil. Disassemble the carburetor pump chamber and dump several drops of fuel on the card or paper towel. After the gasoline evaporates there should be an oily, circular patch on the card. No? Then it is straight gasoline. Yes? Then look elsewhere. You have oil in the gasoline and it is unlikely that the engine was "straight gassed."

Avoid misdiagnosis of failures. Learn where and how to look for the failure culprit. Do not assign blame if you are not sure of the root cause of the failure. Now is the time to get your equipment ready. The leaves are about to fall.

— The author is turf equipment professor at Lake City Community College, Lake City, FL. Contact him at [smith@lakecitycc.edu](mailto:smith@lakecitycc.edu).



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There is a fine line between enough information to get the job done and too much information that creates a security risk.



## Protect your critical info

BY TYLER WHITAKER

**H**ave you lost business to a former employee who is now a competitor? Did that employee take customers with them when they left? Are your competitors now getting the same "exclusive discounts" from your suppliers? I recently heard several stories regarding corporate theft. But the interesting twist to these stories is that the theft was not of cash or equipment, but of customer lists and vendor relationships.

### On a need-to-know basis

I'm a big fan of this concept: Give your employees the big picture and then trust that they can make the right decisions. But there is a fine line between enough information to get the job done and too much information that creates a security risk.

How does an employee gain access to privileged information? Who provides the checks and balances to the system to safeguard this valuable information? Having the right mix of policy controls and technology is critical.

Start by defining the roles and responsibilities of your employees. Determine who needs what information and how much they need. Also determine what information needs to be restricted.

Your critical information is generally in four categories: financial, sales/customers, human resources, payroll. Keep each separate and distinct. Office employees should be dedicated to one of these areas, at most. But be careful not to go too far. There is a natural evolution toward more specialization as your company grows.

You will have gone too far if you create artificial bottlenecks in an attempt to control information.

Once you have a clear picture of your operation's security requirements, employ technology to help protect that information. This won't be easy. Information can leak out of your company via e-mail, phone, fax or it can "walk out." Stolen laptops can be much more than a financial loss. Limit access based upon job description.

### Some basic safeguards

Start with a simple audit of the logins and passwords for your various systems.

- ▶ Do former employees still have active accounts?
- ▶ Do you have shared usernames that everyone knows the password for?
- ▶ Employees passwords should be at least six or more characters / numbers long. Make them somewhat random and never anything personal like a birth date or child's name.
- ▶ Old e-mail addresses and out-of-date distribution lists can be another security hole.
- ▶ Consider changing the passwords for your conference call service regularly.

The next step is the file server. Most companies have a shared space they use to store everything from proposals to financials statements to employee records. Setting the security on these folders and documents prevents unauthorized access.

Our businesses are built on information. Proper computer security and company policies are the key to managing information flow in your organization.

— The author is chief technology officer for the Symbiot Business Group. Contact him at 801/733-6900 or [twhitaker@symbiot.biz](mailto:twhitaker@symbiot.biz).

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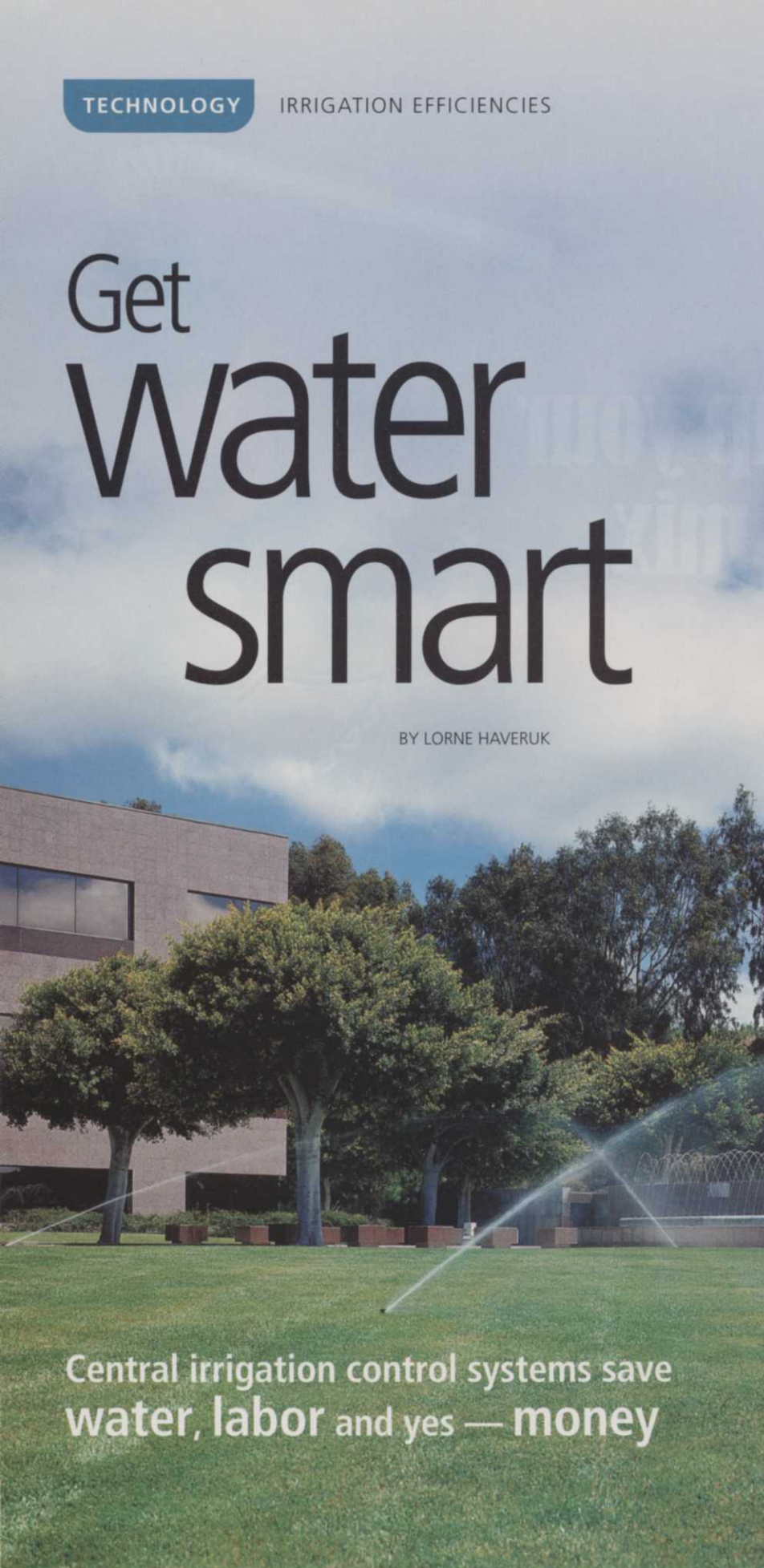


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# Get water smart

BY LORNE HAVERUK



Central irrigation control systems save  
water, labor and yes — money

**H**ave you ever wished you had more control over water management on your job sites in between visits? Ever ask yourself questions like, did the system water last night? Are the plants still alive? Has anything broken since the last visit?

A “yes” answer to any of these questions indicates you might be ready to suggest a central irrigation control system (CICS) to your clients. Or maybe it’s time you purchased one and sold a monitoring service to your clients so that you’re in control and make some money at the same time.

First it’s necessary to arm yourself with knowledge about systems — what they are, how they work, and the potential for water

## Change in the

If you think your local forecaster is the most sophisticated user of satellite weather information, think again. Central irrigation control systems have the ability to combine programmed site-specific data with national weather trend information to create the perfect irrigation schedule.

Case in point: WeatherTRAK-enabled controllers from HydroPoint Data Systems, The Toro Company and Irritrol Systems. These controllers self-adjust customized irrigation schedules based on daily evapotranspiration (ET) updates received from the WeatherTRAK ET Everywhere service. The patented service collects weather data every day from more than 14,000 weather stations across the United States, including data from the National Oceanic and Atmospheric Administration network. From this, the system models and validates local weather-based ET updates, which it sends out to the controllers on the network.

As the local weather changes, so do the

and labor savings. Knowing this will allow you to present a comprehensive package to your clients.

First, be patient. It takes a while to gather the necessary information to make an informed decision on the best system. There are several on the market and all have their advantages.

### How they work

A CICS allows you to automatically program and control all aspects of the on-site irrigation controllers or timers at multiple sites via a central computer.

Laptop computers are useful because you can take them on site to test system flows, operation, weather station input and other operational factors. If you choose a desktop computer you will

need remote access (a dedicated phone line and its associated monthly fees) or another connection like the Internet (also with monthly fees, but you might benefit from more general use).

A CICS consists of a hardware and software package that offers genuine central management of many remote irrigation systems from one central office or the road. This package manages irrigation systems by sending out instructions or schedules and it constantly monitors feedback to verify the instructions are carried out.

Some systems receive information at preset times and are not connected 24/7. Depending upon the system, it can send a

» For more information on irrigation central control systems, turn to page 82.

signal out via phone, radio, Internet, Ethernet or other form of communication. These transmissions are generally short bursts of information, similar to the system saying, "It's raining, shut me off."

Once the system is set up, you can access your central computer via the Internet from anywhere.

Most systems can monitor current flow, check for breaks or leaks and turn off any offending zones or the main line. A CICS manages water flow throughout the entire system to take maximum advantage of available water. They prevent mainlines from exceeding their capacities and reduce the watering window — the time required to water the site in a manageable amount of time.

PHOTO AT LEFT COURTESY, HUNTER INDUSTRIES

## weather?



WeatherTRAK controllers receive evapotranspiration data daily.

ET updates. These, combined with the pre-programmed site data, result in a custom

watering program that

self-adjusts each day. According to the company, this significantly reduces irrigation water use, improves plant and turf health and saves money.

— Stephanie Ricca, Managing Editor

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Circle 128

# Balance the book

Rain Bird's Maxicom ET central irrigation control system lets users control irrigation systems at hundreds of sites via a central computer.

The system's "checkbook" layout, shown here, indicates the date and type of evapotranspiration (ET). These ET types include reference ET (from the weather station), accepted rainfall (from the sky) and irrigation ET (water delivered by the irrigation system to recharge the available water reservoir (or "glass").

The end result is similar to a checkbook: When you deposit \$100 and withdraw \$15, you end up with a balance of \$85. This is the exact case shown here for the period of July 13 to 18, 2005, at a typi-

cal site. Briefly what went on this week is listed below – note how much water was saved by the end of the period:

▶ **7/13/05:** Irrigation water is down by .25 in. so it irrigated .25 in. to bring it to 100%, or in this case 1 in., which was the preset maximum.

▶ **7/14/05:** Reference ET is .17 in./d. Accepted rainfall was negligible at .01 in./d. Therefore, irrigation ET supplied .16 in. of water to refill to the 1 in. or 100% mark.

| Date       | Type                          | Deposit   | Withdrawal | Balance        |
|------------|-------------------------------|-----------|------------|----------------|
| 07/13/2005 | Reference ET                  |           | 0.25 in/d  | 75% (0.75 in)  |
|            | Accepted Rainfall             | 0.00 in/d |            | 75% (0.75 in)  |
|            | Irrigation ET                 | 0.25 in/d |            | 100% (1.00 in) |
| 07/14/2005 | Reference ET                  |           | 0.17 in/d  | 83% (0.83 in)  |
|            | Accepted Rainfall             | 0.01 in/d |            | 84% (0.84 in)  |
|            | Irrigation ET                 | 0.16 in/d |            | 100% (1.00 in) |
| 07/15/2005 | Reference ET                  |           | 0.23 in/d  | 77% (0.77 in)  |
|            | Accepted Rainfall             | 0.00 in/d |            | 77% (0.77 in)  |
|            | Irrigation ET                 | 0.23 in/d |            | 100% (1.00 in) |
| 07/16/2005 | Reference ET                  |           | 0.14 in/d  | 86% (0.86 in)  |
|            | Accepted Rainfall             | 0.07 in/d |            | 93% (0.93 in)  |
|            | Irrigation ET                 | 0.00 in/d |            | 93% (0.93 in)  |
| 07/17/2005 | Reference ET                  |           | 0.09 in/d  | 94% (0.94 in)  |
|            | Accepted Rainfall             | 0.83 in/d |            | 100% (1.00 in) |
|            | Irrigation ET                 | 0.00 in/d |            | 100% (1.00 in) |
| 07/18/2005 | Reference ET                  |           | 0.16 in/d  | 84% (0.84 in)  |
|            | Accepted Rainfall             | 0.00 in/d |            | 84% (0.84 in)  |
|            | Irrigation ET (*Not Sent Yet) | 0.16 in/d |            | 100% (1.00 in) |

▶ **7/17/05:** Take special notice here of the rainfall. Reference ET for the day was 0.09 in. Accepted rainfall was 0.83 in. Irrigation ET was 0.0 in. — in other words, none. The system stayed off, saving water.

▶ **7/18/05:** Irrigation ET (\*Not Sent Yet). This system knows it's still full and did not send the watering requirement today; it wants to wait to see what will happen tomorrow.

Labor savings are achieved because the central PC can communicate with the controllers to determine when maintenance activities must be performed, like replacing broken pipes and station field wiring. Labor costs are reduced because physically monitoring a site for breaks, stuck valves or missing nozzles is no longer necessary.

— L.H.

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Circle 129

Reducing operational time saves energy. It cuts down on wear and tear to system components, giving it a longer life. Another bonus, the CICS can control and monitor lights, fountains and security systems.

### Benefits and savings

The immediate savings are in water. Most controller-run sites are over-watered because they are watered based on time instead of weather.

Adopt this motto: "Water with the weather, not the time." This is where the

continued on page 47



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*continued from page 44*

savings are. When the CICS is combined with weather sensing instrumentation, the program can determine the daily evapotranspiration (ET) rate – how much water is lost from soil evaporation and how much water the plant used to keep itself cool (transpiration). The system computes the amount of water plants require (as a function of the weather and other factors), and adjusts irrigation schedules appropriately.

The water savings are achieved because the CICS replaces only the amount of water lost through evaporation and transpiration (see sidebar on page 44).

**You're in control**

Water savings and their associated labor savings are a big benefit but these systems also generate reports for all aspects of central operations. You will know exactly which station is broken and maybe even why, and back up service-related work orders with site reports.

Rescheduling for water restrictions at multiple sites is more convenient because you control everything from one central location. Rain shut downs can be set up to automatically kick in, or controlled manually for any or all sites. Most programs also have built-in reminders so you won't forget to restart them.

The real payoff is a healthier, more attractive landscape at a reduced maintenance cost. Many of the more visibly troubling aspects of an irrigation system, such as watering in the rain, broken heads, over-watering and watering at inconvenient times are eliminated. It's not unusual for new users to reduce water usage by 25% to 40% in the first year and achieve system pay-back within the first year to two years.

**Operational nuts and bolts**

To determine which CICS is right for you, do some homework. Research systems and



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[www.rainbird.com](http://www.rainbird.com)  
[www.hydropoint.com](http://www.hydropoint.com)  
 Visit for more information on the Rain Bird Maxicom central irrigation control system and the HydroPoint WeatherTRAK irrigation control system.

weather stations since they work in tandem.

Give yourself a day per site to gather information about each site's soil, plants, sprinklers,

pipeline sizes and micro climates. This is the data that you will enter into the CICS software program.

CICS work well for large residential, large commercial, institutional, and city and school board park applications. Water savings are your goal but don't overlook the other financial benefits. Power, labor, fertilizer, control of your sites and other related considerations all result in savings.

To achieve any kind of short-term pay-back on the water side alone, your sites will need to have a minimum 2-in. mainline; any smaller than this and the savings will take a longer time to materialize.

Since this type of project can be time consuming, it requires a dedicated person on the job. In the long run a properly selected, installed, implemented, monitored central irrigation control system will save time for you to grow your business or maybe get that day off you've been promising yourself. **LM**

— The author is principal of DH Water Management Services Inc. Contact him at 619/234-0267 or [lorne@watermgm.com](mailto:lorne@watermgm.com).

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Circle 156



Off to a

# fast start

This 21-year-old landscape pro has his sights set on growth in both landscape and lawn care

BY BECKY TALBOT

At only 21 years old, Rhett Kellis is already running a growing landscaping and lawn care company. Earlier this year, Kellis merged his own company with Gregory Landscape Services, Lexington, SC, though Kellis retained the Gregory name because he felt the brand was well established after 12 years of service.

"I started working for my dad when I was just a kid and decided I liked the Green Industry," says Kellis, whose father is the owner of NaturChem. "He taught me a lot, then I broke away and went out on my own."

Serving customers within a 30-mile radius of Columbia, SC, Gregory is in its 12th year of business. Some 90 percent of its customers are commercial businesses like hotels, restaurants, banks and industrial parks. In addition, Gregory claims a few high-profile residential customers among its clientele, as well as a local golf course, where it maintains the entrance, clubhouse grounds and other landscaped areas.

"We make most of our money from landscaping and maintenance," says Kellis, who took courses in landscaping to further his education in the business. "We design and

*continued on page 50*

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*continued from page 48*

install landscapes, as well as maintain lawns and landscape plants. Gregory is more than a mow-and-blow operation. We take care of fertility, pest control and irrigation, as well as mowing," he adds.

### Keeping a good thing

Though Kellis brought some of his own approaches to Gregory when he purchased the company, he decided to keep one aspect of the operation — the fertility program. Gregory uses Nutralene slow-release nitrogen fertilizer as the basis for his lawn care fertilization.

He purchases the product from NaturChem. The company formulates it with proflaminate as a weed-and-feed product, Kellis explains, adding that the slow-release nitrogen product keeps the grass green for 12 to 16 weeks. "I can go almost all summer without having to worry about fertilizing the same lawn



Rhett Kellis is separating fertility and weed control into a new operation called Extreme Green. Kellis, right, confers with wife Bethany.

again," he says. He makes two applications a year, one in mid-March and one in July.

The young entrepreneur claims that faster-release fertilizers keep his customers' grass green for six weeks, but then the products run out and the grass starts turning brown. "With fast-release products, the grass takes off too quickly and grows too fast," he says. "We have to constantly mow to keep up with it."

Kellis is in the process of breaking off the fertility and weed control portion of his business, separating it into a new operation called Extreme Green. He just hired a salesman to promote Extreme Green.

Gregory Landscape Services' 11 full-time employees work year-round, filling in with irrigation repair during the slower winter months. Kellis and two assistants handle most of the landscaping business, while another assistant handles a new landscape lighting division. For summer, Kellis adds two part-time employees.



"My wife, Bethany, helps out a great deal," he says. "She's in charge of the money and worries about billing and receiving. It's a tremendous help." **LJM**

— The author is a freelance writer who lives and works in Ambler, PA.

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# Seed outlook a mixed bag

BY RON HALL / Editor-in-Chief

**T**his year's production of turfgrass seed is in the bag. Mother Nature, as usual, treated some growing regions better than others.

"The Kentucky bluegrass production area in the Pacific Northwest suffered a record drought through March, but spring rains allowed most fields to recuperate and produce a near average-sized crop," reports Susan Samudio with Jacklin Seed, Post Falls, ID. She says that proprietary bluegrass production is down 10-15% compared to normal but the seed is better quality with fewer weeds and other problems.

By contrast, common Kentucky bluegrass will be in good supply, she says. Even so, farmers, faced with rising costs, are demanding 20% higher production fees compared with two years ago.

Oregon turfgrass producer Ralph Fisher says the quality of this year's crop of grass seed in the Willamette Valley is "excellent" due to great harvesting conditions. He says the turf-type tall fescue yield is average but with more acres harvested.

Todd Bond, vice president of Mountain View Seeds, reports a "very short" harvest of KY-31 tall fescue, much of it grown in Missouri. While KY-31 is not recommended for use as a turfgrass, consumers still buy it and its shortage will squeeze the total supply of tall fescue seed.

The perennial ryegrass crop came in strong, reports Steve Tubbs, president of Turf Merchants, Inc., Tangent, OR. The same can't be said for annual ryegrass, which suffered because of too much rain this past spring. Some production areas reported yields off by as much as 40%, Tubbs says. Expect overseeding costs to rise.

Look for price increases in Oregon-produced fine, creeping red and hard fescues, as well. Production was off somewhat for all of them, although the hard fescue crop was normal, reports Ralph Fisher.

Seeded Bermudagrass production is located in the arid Southwest. A hard frost there late in March damped what looked like a banner year for growing seed there. Consequently, yields came in lower than had been expected.

"Good weather in May and June kept the crop from being a total disaster," reports Charlie Rodgers, Seeds West turfgrass breeder. **LM**

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| CULTIVAR            | MARKETER                  | AVAILABILITY | PRICE |
|---------------------|---------------------------|--------------|-------|
| <b>Bermudagrass</b> |                           |              |       |
| Jackpot             | Jacklin                   | C            | H     |
| Mirage              | DLF International         | B            | H     |
| Mohawk              | Pennington Seed           | B            | S     |
| Princess-77         | Pennington Seed           | B            | S     |
| Sahara              | Pennington Seed           | B            | S     |
| Southern Star       | Jacklin                   | C            | H     |
| SR 9554             | SR Oregon                 | B            | H     |
| Sundevil II         | Jacklin                   | B            | H     |
| Sundance II         | LESCO                     | A            | S     |
| Sunstar             | LESCO                     | B            | S     |
| Sydney              | Pennington Seed           | B            | S     |
| Transcontinental    | Turf Merchants            | B            | H     |
| Yukon               | Johnston/Seed Research OR | B            | H     |

| <b>Kentucky Bluegrass</b> |                         |   |   |
|---------------------------|-------------------------|---|---|
| Absolute                  | Jacklin                 | B | S |
| Alexa                     | ProSeeds                | C | S |
| Apollo                    | Scotts/Proseed/Landmark | A | S |
| Arcadia                   | SR Oregon               | A | S |
| Ascot                     | Scotts/Landmark         | L | S |
| Award                     | Jacklin                 | B | S |
| Bedazzled                 | Turf Merchants          | B | S |
| Blackstone                | Scotts                  | A | S |
| Bluechip                  | Jacklin                 | B | S |
| Bluestone                 | Mountain View           | B | S |
| Blue Knight               | DLF International       | A | S |
| Blue Moon                 | Jacklin                 | C | S |
| Blue Ridge                | Pennington              | B | S |
| Bordeaux                  | Lebanon Turf            | B | S |
| Boutique                  | Turf Merchants          | B | S |
| Brilliant                 | Turf-Seed               | B | S |
| Broadway                  | DLF International       | A | S |
| Brooklawn                 | Turf Merchants          | B | S |
| Buckingham                | Scotts/Landmark         | L | S |
| Cabernet                  | Lebanon Turf            | B | S |
| Caliber                   | Jacklin                 | C | S |
| Champagne                 | Lebanon Turf            | B | S |
| Champlain                 | Mountain View           | C | S |
| Chicago II                | Jacklin/National        | B | S |
| Courtyard                 | Scotts/Landmark         | A | S |
| Coventry                  | Scotts/Landmark         | A | S |
| Deepblue                  | Jonathan Green          | A | S |
| Dragon                    | ProSeeds                | A | S |
| Famous                    | ProSeeds                | B | S |
| Freedom III               | Jacklin/National        | B | S |
| Haga                      | Burlingham/ProSeeds     | C | S |
| Hallmark                  | LESCO                   | B | S |
| Ginney                    | ProSeeds                | C | S |
| Kenblue                   | Jacklin                 | B | L |

| CULTIVAR     | MARKETER                        | AVAILABILITY | PRICE |
|--------------|---------------------------------|--------------|-------|
| Lakeshore    | LESCO                           | B            | S     |
| Langara      | Pickseed West                   | B            | S     |
| Mallard      | Pennington                      | B            | S     |
| Mercury      | Pickseed West                   | C            | S     |
| Merit        | Harvest States                  | B            | S     |
| Midnight II  | Turf-Seed                       | C            | H     |
| Moonbeam     | Turf-Seed                       | B            | S     |
| Moon Shadow  | Pickseed West                   | B            | S     |
| Moonshine    | Turf-Seed                       | A            | S     |
| Nassau       | Jacklin                         | C            | S     |
| Newport      | Jacklin                         | A            | L     |
| NuBlue       | Jacklin                         | B            | S     |
| NuDestiny    | Jacklin                         | B            | S     |
| NuGlade      | Jacklin                         | B            | S     |
| Preakness    | ProSeeds                        | C            | S     |
| Quantum Leap | TurfOne                         | A            | S     |
| Royce        | Mountain View                   | B            | S     |
| Rugby II     | Jacklin                         | B            | S     |
| Serene       | Scotts/Landmark                 | B            | H     |
| Showcase     | SR Oregon                       | C            | S     |
| SR 2284      | SR Oregon                       | B            | S     |
| Tsunami      | Jacklin                         | B            | S     |
| Washington   | Scotts/Landmark/ Jonathan Green | A            | S     |

#### Tall Fescue

|                  |                   |   |   |
|------------------|-------------------|---|---|
| Alamo            | Jacklin           | B | H |
| Arid II          | Jacklin           | B | H |
| Arid 3           | Jacklin           | B | H |
| Biltmore         | LESCO             | B | H |
| Bingo            | DLF International | C | H |
| Black Magic      | Jonathan Green    | B | S |
| Black Watch      | TurfOne           | B | H |
| Brandy           | ProSeeds          | A | S |
| Bravo            | LESCO             | A | S |
| Cayenne          | Pickseed West     | B | H |
| Chapel Hill      | Mountain View     | B | H |
| Constitution     | Mountain View     | B | H |
| Coronado Gold    | Turf-Seed         | C | H |
| Coyote           | Scotts            | A | S |
| Crew-Cut II      | SR Oregon         | C | H |
| Crossfire II     | Pickseed West     | B | H |
| Daytona          | Burlingham        | B | H |
| Da Vinci         | Lebanon Turf      | A | S |
| Dynasty          | Pickseed West     | B | S |
| Endeavor         | Turf-Seed         | B | H |
| Falcon II        | ProSeeds          | A | S |
| Falcon III       | ProSeeds          | A | S |
| Fine Lawn Petite | ProSeeds          | A | S |
| Focus            | Turf Merchants    | B | H |
| Greystone        | Pennington        | B | H |
| Guardian         | TurfOne           | B | H |
| Heritage         | ProSeeds          | A | S |
| Houndog 5        | DLF International | C | H |
| Jaguar 3         | Jacklin           | B | H |
| Magellan         | Burlingham/LESCO  | B | H |

| CULTIVAR         | MARKETER          | AVAILABILITY | PRICE |
|------------------|-------------------|--------------|-------|
| Masterpiece      | Lebanon Turf      | B            | S     |
| Millennium       | Turf Merchants    | B            | H     |
| Olympic Gold     | Turf-Seed         | B            | H     |
| Onyx             | Jonathan Green    | B            | S     |
| Pixie            | Jacklin           | B            | H     |
| Quest            | Jacklin           | B            | H     |
| Raptor           | Mountain View     | B            | H     |
| Rembrandt        | Lebanon Turf      | B            | S     |
| Santa Fe         | Jonathan Green    | B            | S     |
| 2nd Millennium   | Turf Merchants    | B            | H     |
| Signia           | Pennington        | B            | S     |
| Southern Comfort | DLF International | B            | H     |
| Tempest          | Burlingham        | B            | H     |
| Titanium         | Mountain View     | B            | H     |
| Tulsa II         | DLF International | C            | H     |
| Watchdog         | TurfOne           | A            | S     |
| Wildfire         | DLF-Jenks         | B            | H     |

#### Perennial Ryegrass

|                |                   |   |   |
|----------------|-------------------|---|---|
| Academy        | Mountain View     | B | L |
| Accent         | Jacklin           | B | S |
| Admire         | Jacklin           | B | S |
| Affirmed       | Lebanon Turf      | A | S |
| Applaud        | Pennington        | B | L |
| A.S.A.P.       | Jacklin           | B | S |
| Black Cat      | Mountain View     | C | L |
| Blazer 4       | Pickseed West     | B | S |
| Brightstar SLT | Turf-Seed         | C | S |
| Caddieshack    | Jacklin           | B | S |
| Calypso II     | TurfOne           | B | S |
| Churchill      | Lebanon Turf      | B | S |
| Elfin          | DLF International | B | S |
| Exacta         | Lebanon Turf      | B | S |
| Extreme        | Jacklin           | B | S |
| Fiesta 3       | Pickseed West     | C | S |
| Flash II       | Mountain View     | B | L |
| GoalKeeper     | Jacklin           | B | S |
| Integra        | Pennington        | B | L |
| Mach I         | TurfOne           | C | H |
| Majesty        | Scotts            | B | S |
| Palmer III     | ProSeeds          | A | L |
| Paragon        | Turf Merchants    | A | L |
| Pearl II       | Mountain View     | B | L |
| Pennant II     | ProSeeds          | A | L |
| Pizzazz        | Turf Merchants    | A | S |
| Prelude III    | ProSeeds          | A | L |
| Quick Trans    | Turf-Seed         | B | S |
| Salinas        | Turf-Seed         | B | S |

#### KEY (AVAILABILITY):

**A** = expected surplus  
**B** = adequate supply  
**C** = limited supply

#### KEY (PRICE):

**H** = higher price than last season  
**S** = stable, equal to last season  
**L** = lower prices than last season

## Q: What's *New in September* at the Green Industry Hub?

## A: An online course for "Handling Terminations."

This course focuses on two key elements of handling terminations: understanding the law and communicating clearly. Planning, too, is important, as smart managers will consider things such as an employee's length of service, developing plans to correct problems, good documentation, whether the employee is in a 'protected class,' and understanding evidence.

Another major consideration for any manager interested in reducing liability and risk to the business is to develop strong, clear performance policies around which you can build enforcement and termination rules. This involves writing and distributing the policy, setting up employee files, and documenting probations, warnings and other pertinent events.

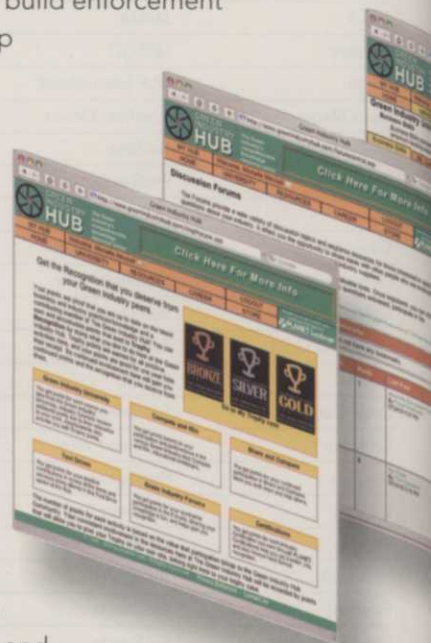
### Key issues covered in this useful online course include:

- Understanding specifics of the law
- How best to protect your operation
- Establishing a clear, thoughtful employee policy
- Setting up good documentation
- Working with long-term employees to improve performance
- Handling disciplinary actions
- Having a civilized and effective termination meeting

"Handling Terminations" also includes downloadable background sheets and checklists to guide you as you develop an appropriate system and handle terminations properly.

After this preparation is complete, "Handling Terminations" moves you into the actual meeting and gives solid ideas on how best to prepare, communicate and conduct the meeting.

After you take the course, which includes some examples of possible situations, it's time to take the assessment. In it, the key points of handling long-term employees differently from short-term employees, establishing a system of thorough documentation, understanding the law, setting strong performance and termination policies, planning layoffs, determining proper probationary practices and more are reviewed.







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## Key elements in the Green Industry Hub include:

### green industry university

Free subscribers get five (5) free courses on management and employee development. Premium subscribers can access more than 40 courses on: Business & management skills; HR issues on hiring, substance abuse, OSHA compliance, performance and more; and Green Industry-specific courses on landscape plans, safety, turf chemicals and more to be used to train your employees!

### skills assessment

**Skills Assessment** – Have your employees or prospective employees take skills assessments on leadership, sales skills and more — and get insights into their strengths and weaknesses.

### resource center

**Resource Center** – Visit this each day to check on news, events, and several popular Green Industry-specific discussion forums. Topics include landscape maintenance, grounds, design/build, athletic fields, business and employee management, and more.

### job center


**Job Center** – Get a jump on the competition by listing your openings and having prospective employees take the skills assessments before you hire. You can also locate good employees in the resume bank.

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Ford F350

# Truck roundup

Today's truck options are powerful workhorses that save labor and hold more passengers and equipment

BY VICKY POULSEN

**T**oday's truck manufacturers are pushing the dazzle factor on their luxury lines as if everyone in America can afford to live like a Hilton. Everything from heated, leather seats to a limited edition Harley-Davidson Package with menacing Monotone Black exterior, 22-in. polished forged aluminum wheels, is up for grabs at a price that can be financed every which way.

The sky may be the limit for these manufacturers, but today's landscapers just want

trucks that can work 10 times what they cost and get the job done in half the time.

Most of the 2006 line of work trucks that we reviewed for this article looked promising with vehicles offering greater horsepower, increased maneuverability in tight spaces, heavier payload capacities and more room for passengers and equipment.

We took some of the optional bells and whistles off the following product list and focused on the best and most important features our readers would be most interested in when considering buying a truck.

## Greater American Isuzu

### 2005 NQR diesel

#### Best features:

- ▶ A gross vehicle rating of 17,950 lbs. (19,500 lbs. with AVT) and a body/payload range of 11,755 - 12,097 lbs.
- ▶ Body lengths range from 12-20 feet with a choice of four different wheelbase lengths
- ▶ A straight channel ladder-type frame with a section modulus of 7.20 cu. in. and a resistance bending moment (RBM) of 316,800 lbs.

for demanding heavier body applications

- ▶ Equipped with front and rear semi-elliptical, multi-leaf springs and shock absorbers. A front stabilizer bar contributes to greater handling and steering capabilities
- ▶ Equipped with ABS
- ▶ 5.2-liter, 4HK1-TC, 4-cylinder diesel engine
- ▶ It incorporates an overhead cam engine design and direct fuel injection. This 4HK1-TC is rated at 190 gross hp at 2,600 rpm and 387 ft.-lbs. gross torque at 1,500 rpm
- ▶ A choice of transmissions

### 2005 low cab forward crew cab (NPR-HD and NQR)

#### Best features:

- ▶ Seats a crew of seven comfortably
- ▶ Available in two wheelbase configurations — 150-in. wheelbase accommodates 12-ft. bodies and a 176-in. wheelbase handles 16-ft. bodies
- ▶ The crew cab's diesel engine, coupled with a 4-speed overdrive automatic transmission, delivers 190 hp at 2,600 RPM
- ▶ Visibility is enhanced with an oversized panoramic-view front windshield
- ▶ The NPR-HD crew cab is rated at 14,500 lbs. gross vehicle weight rating (GVWR). The NQR is rated at 17,950 lbs. GVWR
- ▶ NPR-HD crew cab features 14,500-lb. GVWR; 150-in. wheelbase and 176-in. wheel bases; accommodates 12-ft. bodies
- ▶ NQR crew cab features 17,950 lb. GVWR; 150-in. wheel base and 176-in. wheel base; accommodates 16-ft. bodies
- ▶ The standard 109-in. NPR EFI, 13,250 lb. GVW gets into tight side yards
- ▶ The custom body has a 7-11 ft. bed with dual hydraulic dump lift, removable sides, built-in ramp and multiple toolboxes. It carries 6,000 lbs. of anything, from plants to rocks to dirt, up the steepest hills



Isuzu

## Chevrolet-GMC

### 2006 GMC Canyon crew cab 2WD and 4WD (also available in regular extended cabs)

#### Best features:

- ▶ SLT package for both crew and extended cabs Vortec 3500 3.5L inline, 5-cylinder engine. Standard is the Vortec 2,800 2.8L inline 4 cylinder
- ▶ Power rack-and-pinion steering for precise steering response
- ▶ Manual or automatic transmission available
- ▶ Box side steps available on regular and extended cab models
- ▶ Traction control includes locking differential (2WD only)
- ▶ Passenger sensing system is standard
- ▶ Standard 4-wheel ABS designed for heavy-duty service with tandem-power brake boosters, dual-piston disc front brakes with 280-mm vented rotors, audible wear sensors and 295-mm diameter rear drums
- ▶ Provides flexible hauling capabilities
- ▶ ZQ8 sport suspension featuring 17-in. aluminum wheels is available

### 2006 Sierra HD

- ▶ New extended cab short box models (2WD and 4WD), with Vortec 5300 V-8 and available 20-in. wheels
- ▶ New 2WD/4WD SL crew cab model
- ▶ VortecMAX performance package with enhanced towing capability available on 2WD and 4WD extended cab and crew cab models. Includes high-output Vortec 6000 V-8 with 345 hp (257 kw), 9.5-in. rear axle and 17-in. wheels
- ▶ Sierra Performance Edition available on 2WD extended cab models, includes VortecMAX high-output Vortec 6000 V-8 with 345 hp (257 kw) and 20-in. wheels
- ▶ GVWR increase on 5.3L V-8 engine-equipped extended and crew cabs

GMC Canyon



- ▶ Duramax 6600 diesel engine with enhanced hp and increased torque
- ▶ Allison 1000 6-speed tap shift automatic transmission
- ▶ Sierra hybrid models available nationwide
- ▶ Sierra Special Edition with 20-in. wheels available on extended cab/crew cab models (2WD or 4WD)
- ▶ Power-adjustable manual extendable camper mirror glass with increased field of vision

**2006 Silverado HD**

**Best features:**

- ▶ New light-duty front-end design with power dome hood
- ▶ VortecMAX performance package with enhanced towing capability for 2500 4WD models; includes VortecMAX 6000 V-8 with 345 hp (257 kw)
- ▶ Extended cab with short box models (2WD and 4WD), with Vortec 5300 V-8 and LT trim
- ▶ Duramax diesel engine enhanced
- ▶ Allison 1000 6-speed automatic transmission

**2006 TopKick Series**

**Best features:**

- ▶ Duramax 6600 V-8 turbo-diesel delivers higher torque rating of 605 lb.-ft. (C4500/C5500)
- ▶ Allison Gen IV controls (C4500/C5500) for smoother transmission shifting
- ▶ Front axle on 4x4 models now rated at 8,000 lbs. (C4500/C5500)
- ▶ Exhaust brake available on 4x4 models (C4500/C5500)
- ▶ Limited-slip rear axle differential added (C6500)



GMC TopKick

- ▶ Range of Allison vocational transmissions available (C6500/C7500/C8500)
- ▶ New, wider 2-person passenger seat now available on all regular cab models
- ▶ All 4x4 C4500 and C5500 models feature the new 8,000-lb. (3,628 kg) front axle rating as standard equipment for 2006 – that's an additional 1,000 lbs. (454 kg) of load-carrying capacity versus the base axle of the previous year
- ▶ Permits up to a 53-degree wheel cut on 4 x 2 models, resulting in a turning diameter as tight as 38.4 ft. (11.7 meters)

**Dodge**

**2006 Ram mega cab (available in 1500, 2500 and 3500 models)**

**Best features:**

- ▶ 5.9 liter, high-output Cummins turbo diesel, available on the 2500 and standard on the 3500, produces 610-lb. ft. of torque and 325 hp
- ▶ 145.2 cu.ft., 111.1 in. cab length
- ▶ 71-cu.ft. interior cargo volume
  - ▶ 24.9 sq. ft.-flat floor load area
  - ▶ A payload of 2,840 lbs.
  - ▶ Maximum towing capacity of 15,800 lbs.
  - ▶ Combined Weight Rating and GVWR of 23,000 lbs. and 9,900 lbs., respectively



Dodge Ram

**Ford**

**2006 F-150**

**Best features:**

- ▶ A new 20-in. wheel is available on FX4, Lariat and King Ranch
- ▶ Traction assist available on 4x2 V-8 models
- ▶ Later in the model year, SuperCrew becomes available with 6.5-ft. cargo box and a flexible-fuel 5.4-liter Triton V-8 will be offered and a new luxury package will be available on the FX4
- ▶ Chrome package available on XLT and Lariat SuperCab and crew cab includes chrome grille, exhaust tip, tow hooks, mirror caps, pickup bed tie-downs and 5-in. tubular step bars
- ▶ 50 state emissions now standard on diesel versions

**2006 F-250-350 series (super duty)**

**Best features:**

- ▶ Over-8,500 lb. GVWR
- ▶ Available in regular cab, SuperCab and crew cab body styles in XL, XLT and Lariat trims
- ▶ For even higher payload capacity, F-350 super duty is available in a dual-rear-wheel (DRW) "dually" configuration

**Mitsubishi Fuso**

**2006 medium-duty trucks**

**FE 145 crew cab**

**Best features:**

- ▶ Seats up to seven people comfortably
- ▶ Four doors and a big second bench
- ▶ Plenty of room behind the cab for equip-

*continued on page 60*

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Circle 137



continued from page 58

ment and payload

- ▶ GVWR of 14,500 lbs.

**FM Model**

**Best features:**

- ▶ Available in two GVWRs: The FM260 (25,995-lb. GVWR) features a 243-hp 6-cylinder diesel engine and a choice of standard Allison 5-speed automatic or optional 6-speed manual transmission. The FM330 (32,900-lb. GVWR) features a 243-hp 6-cylinder diesel, standard 5-speed manual transmission or optional 6-speed Allison automatic
- ▶ When equipped with Eaton's 9-speed manual transmission, the FM330's diesel engine increases to 274 hp
- ▶ A 51,200-psi yield strength frame and multi-tapered leaf front suspension

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- ▶ 12,000 GVW payload or higher



Super Lawn Truck

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- ▶ Underbody tool storage system
- ▶ Can be equipped with an extra cab to

transport up to seven passengers

- ▶ Custom marketing packages available
- ▶ Fast delivery and finance/leasing plans available

**Toyota**

**2006 Tundra (Regular Cab/V-6, V-8 4x2; access cab sr5 V-6 and V-8/stepside V-8 4 x 2; access cab limited V-8/stepside V-8 4 x 2)**

**Best features:**

- ▶ 266 lb.-ft. at 4,000 rpm

standard

- ▶ 6-speed manual overdrive or 5-speed electronically controlled automatic transmission (ECT-i) with overdrive
- ▶ Coil-spring double-wishbone independent front suspension with low-pressure gas-filled shock absorbers and stabilizer bar; leaf spring rear suspension with low-pressure gas-filled shock absorbers
- ▶ 4-wheel ABS — power-assisted front ventilated disc/rear drum with 4-piston front calipers

**2006 Tundra double cab**

**Best features:**

- ▶ 4.0-liter DOHC 24-valve EFI V-6 with VVT-i 236 hp at 5200 rpm; 4.7-liter DOHC 32-valve EFI V-8 with VVT-i 271 hp at 5400 rpm; 313 lb.-ft. at 3400 rpm
- ▶ 5-speed electronically automatic controlled transmission (ECT-i) with overdrive
- ▶ Coil-spring double-wishbone independent front suspension with low-pressure gas-filled shock absorbers and stabilizer bar; leaf spring rear suspension with low-pressure gas-filled shock absorbers
- ▶ 4-wheel ABS — power-assisted front ventilated disc/rear drum with 4-piston front calipers

— The author is a freelance writer who covers the truck industry. Contact her at

[prowrite@ssnet.com](mailto:prowrite@ssnet.com)

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# Taming route management

**C**&M Landscape Contractors, based in Mahwah, NJ, delivers a range of landscape and commercial services. Its company slogan is, "Your One-Stop Source for All Your Property Needs."

The company provides residential and commercial landscape management, snow removal, irrigation maintenance and deer repellent services. The 14-year-old multi-million dollar company has more than 50 employees with work crews covering an 80-mile radius including all of New Jersey and parts of New York.

For Chris Marino, president of C&M Landscape Contractors, spending time on

GPS-based, real-time vehicle tracking gives this owner more time to work on his business, not in it

BY LORI PITTS

the road away from his office was the biggest issue to conquer with his company's burgeoning growth. "Before Navtrak, all my time was spent driving around all day to check on and locate my crews. This was costing me a large amount of wasted

time. It was also impacting the profit I knew I could have if I could spend all that time in my office generating new business and selling additional services to our existing clients," Marino says.

**It's easy to determine where your vehicles are because their location is shown in real time.**

C&M Landscape Contractors needed a solution not only to eliminate Marino's driving time, but also to help the company:

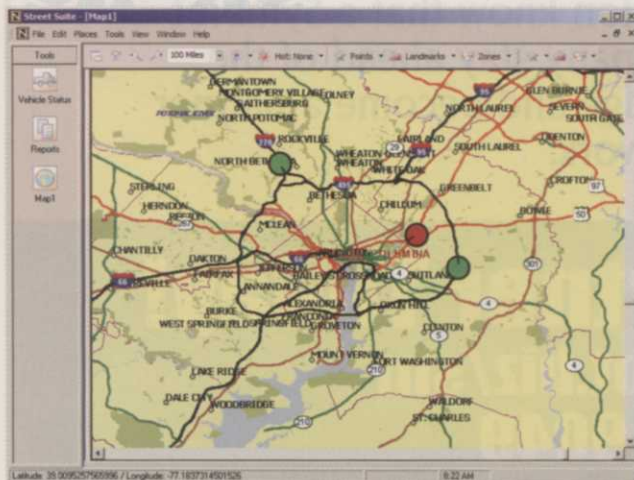
- ▶ Quickly locate service trucks
- ▶ Identify work crews and time spent at a location
- ▶ Help employees with directions to job sites
- ▶ Reduce inefficient drive time and overtime costs

Marino heard about GPS-based real-time vehicle tracking from a business colleague who had been researching satellite-based workforce tracking solutions. For Marino, the brief description of the technology's ability to report vehicle locations and accurately track hours spent at a job site intrigued him.

Marino identified Navtrak, headquartered in Salisbury, MD, as the solution capable of addressing his company's needs. He said he chose Navtrak based on the system's advanced reporting utilities and vehicle tracking capabilities.

In October 2003, C&M Landscape Contractors installed the GPS-based tracking system on 23 of its 25 service vehicles, ranging from pickup trucks to 18-wheelers.

Marino said that after the system's implementation he immediately saw his time behind the wheel dramatically reduced. With his new-found time, he focused on generating new clients and centralizing his





office management workflow. "The time I now spend driving is only two percent of what I do. It has made our company better because it saves time and it gives me peace of mind knowing where our crews are on a daily basis," he says.

Because of the GPS-based tracking system, Marino has successfully garnered additional municipality entities as steady clients. "I pitch us having this system to municipalities who hire us during the winter seasons to take care of the snow and salting the roads. They require very specific reporting, tracking and verifying of any work done. This is not only for liability issues but also for billing disputes. As soon as I identify that all our trucks are tracked on the satellite, their response is to sign on the dotted line."

On the customer service side, the GPS-tracking system has boosted the landscaping company's response initiatives by enabling immediate location and precise time of arrival to waiting customers.

"It has made our company more profitable since we are able to monitor our truck locations at all times," he says. "We're able to tell a client that a truck is on its way

without having to call the driver, which turns into quicker response times. We are also able to do more work within our office with less staff."

"For me it's hard to quantify how much Navtrak means to my business, but I can

tell you it has made a marked difference in our business being able to sustain the growth rate it has." **LJM**

— The author is director of client services for Navtrak. Contact her at 800/787-2337 or visit [www2.navtrak.com](http://www2.navtrak.com).

## GPS-tracking advantages

### C&M Landscape Contractors

- Ensures quicker response times
- Provides accurate directions and mapping for service calls in a large region
- Offers daily service location and job time reports
- Includes real-time tracking of service vehicles
- Increases the company's profile among competitors
- Enables project verification for commercial and municipal clients

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Circle 139

# Renting can pay

Consider renting a truck to fill in for unexpected repairs or breakdowns in your fleet

BY ALLEN SERFAS

**B**usinesses that rely on trucks for service calls and deliveries know it's practically impossible to anticipate when a truck will be out of service due to a breakdown, unexpected repair or an accident. In addition to the high cost of turning down business when not enough vehicles are available to handle a capacity crunch, it can be expensive and impractical to continue paying for maintenance, repairs and insurance for vehicles that may only be needed occasionally.

Renting trucks on a daily, weekly or monthly basis can help a business add capacity quickly, as well as save valuable time and money. For example, having a rental truck delivered to your place of business can conserve money by not having to pay drivers to shuttle trucks. The whole experience can be hassle-free because trucks are delivered in the sizes you require and with the

right equipment when you need them. You can complete your deliveries on time while maintaining operational control and achieving great customer satisfaction levels. In addition, having all maintenance carried out on-site — by the rental truck company — makes for greater efficiency both in terms of time management and cost effectiveness because it eliminates the downtime caused by having a truck out of service.

Most importantly, renting trucks enables companies to add capacity while keeping capital outlays low. This is especially critical at a time when truck equipment is getting more complicated to maintain, more expensive to buy and harder to obtain. At the

same time, residual values can be uncertain and the expiration of "bonus depreciation" in 2005 only adds to fiscal burden of owning vehicles. Without this tax break, renting trucks only when they are needed is a lot more cost efficient than investing available capital to modernize or expand a fleet. And, with interest rates rising, the cost of borrowing money to fund the purchase of additional vehicles also is higher.

## Transfer responsibility

Avoiding new vehicle costs are not the only reason companies rent trucks. Rental can help your company transfer a lot of the ownership risks by eliminating maintenance costs, especially as

fast-changing truck and trailer technology is making maintenance more sophisticated and expensive. But all of this is only part of the bigger picture in favor of truck rentals.

In a typical vehicle fleet, 20% of a company's drivers will be involved in some type of loss in any given year, be it a small wind-

*continued on page 66*



Carol Vasbinder of Gothic Landscape and Kevin Dugan of Enterprise Rent-A-Truck



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continued from page 64

shield break or the total loss of a vehicle. After the accident, the driver's company needs to get all the legal information that will assist in settling the claim. These items might include police reports, vehicle registration and insurance information. The driver's company also needs to make sure that the vehicle gets the highest quality service at the lowest possible price, as well as flag any warranty work that could be included as well. However, compared to maintaining a company fleet, when the incident involves a rental truck, managing these details becomes the responsibility of the truck rental company.

**Partnerships are key**

When considering a rental program, it is

important to work with a company that understands commercial businesses and that will tailor a program to your specific requirements. Flexibility becomes the key component, whether you need a long-term rental contract or a daily rate for additional trucks on an as-needed basis. The advantage of a tailored program is that it will not penalize you financially. Transparent billing is also vital, as the truck rental company can keep track of everything in statements, ensuring they are prompt and accurate and ultimately saving a lot of administrative headaches. The goal is to partner with you, so you can spend your time serving your customers instead of dealing with the distraction of managing truck rental contracts.

Capacity issues are a major consideration for cyclical companies that have widely

Renting trucks enables companies to add capacity while keeping capital outlays low.

fluctuating needs on a daily, weekly or seasonal basis. It is important for those companies to work with truck rental professionals who are specifically trained to understand the demands of commercial business customers and are prepared to respond quickly.

The bottom line is that renting trucks can make it easier for you to manage your business without having to worry about maintaining a fleet. **L.M.**

— The author is vice president of Enterprise Rent-A-Truck.



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# Trimmers and edgers

BY CURT HARLER

## Buying tips

- ▶ Weight is important, especially if you're swinging or pushing a unit all day.
- ▶ Check maneuverability of the unit.
- ▶ Look for cushioned handholds, straps, anti-vibration technology.
- ▶ How comfortable are the handle grips?
- ▶ Try on the harness. Is it comfortable?
- ▶ Be sure the tool meets current noise and emissions standards.
- ▶ How simple is it to adjust height?
- ▶ How easy is it to change blades or string?
- ▶ How much regular maintenance is required?
- ▶ Big fuel tanks keep workers working but add weight.
- ▶ Compare warranties.

## California Trimmer

An exclusive feature of the Trimmer allows you to trim to within a quarter-in. of sidewalks and one-half in. of walls, trees and other obstacles. Saves time and eliminates hand work required by the use of other mower. Balanced weight, forward and cutting reel speeds gives you a smooth cut. The drive roller rests on the grass after it is cut and propels the mower. New company name, from merger of Trimmer of Fresno and Yard Vac.

For more information contact California Trimmer at 877/874-6637 or [www.californiatrimmer.com](http://www.californiatrimmer.com) / circle no. 254

## Cub Cadet Commercial ▲

Cub Cadet's full line of turf products includes the 25.6-cc, 1.22-hp ST26 String Trimmer. Also available is the ST23 with 1.02-hp and the ST35 with 1.63-hp engine (shown). Both offer bump line release for instant release of trimmer line and anti-winding head to reduce tangling. High power-to-weight ratio. Optional attachments include brush cutter kit with saw blade, bike handle, shoulder strap and heavy-duty debris shield.

For more information contact your Cub Cadet Commercial dealer or visit [www.cubcommercial.com](http://www.cubcommercial.com) / circle no. 255

## Dolmar USA

The MS4010 has a 9-in. cutting width, straight shaft and U-handle. Efficient locking mechanism allows easy blade replacement, encapsulated motor and muffler for noise suppression. Gear head rotates 45 degrees left or right. Complete with a 2.4 hp engine, the unit weighs 17 lbs. Standard with blade, guard, shoulder harness and tool kit.

For more information contact Dolmar at 888/673-7278 or [www.dolmarusa.com](http://www.dolmarusa.com) / circle no. 256

## Shindaiwa

The company's full line of trimmers and edgers includes two new models. The LE2510 edger



has a four-position engine with all-position operation. The one-piece electronic ignition guarantees fast starts. The new T3410X trimmer has a redesigned combination trimmer and brush cutter debris shield. The new T2510 and T2510X commercial-grade trimmers combine the high torque and throttle response of a 2-cycle engine with the low noise and fuel economy of a 4-cycle.

For more information contact your Shindaiwa dealer or visit [www.shindaiwa.com](http://www.shindaiwa.com) / circle no. 257

## Greenline

Get attachments, replacement parts, blades and consumables for popular edgers and trimmers and don't pay the freight on orders more than \$300. Greenline's online or catalog list stocks parts for units like RedMax, Little Won-

*continued on page 70*



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# LM Reports

continued from page 68  
der, Maruyama and Shindaiwa.

For more information contact Greenline at 800/356-0171 or [www.greenlinedist.com](http://www.greenlinedist.com) / circle no. 258



## Bear Cat

Cut through the heaviest of brush, yet lightly trim around intricate landscaping with the EZ TrimMower. The 2-wheel drive sprockets and chain drives offer more traction than single-wheel drives. Engines from 5.5 to 6.5 hp, manual or electric start. Two weights of nylon cutting string are available. Units have cutting width of 24 in. and offer cutting heights of 1-7/8 in.

For more information contact Bear Cat at 800/247-7335 or [www.bearcatproducts.com](http://www.bearcatproducts.com) / circle no. 259

## Solo

Straight shaft trimmer line from Solo operates either with nylon string heads or steel blades for cutting grass or light brush. The 1.5-hp Model 129B is powered by a 29-cc 2-cycle engine and features electronic ignition and bicycle handles. The 152 has a 52-cc engine and 2.8 hp.

For more information contact SOLO at 757/245-4228 or [www.solousa.com](http://www.solousa.com) / circle no. 260

## Flail-Master

Gator Magnum trimmer line, edger blades and other key parts for handheld equipment is available at the Flail-Master Web site. Or call the number below and request the free parts

catalog offered in *Landscape Management*. Company has 30-year history, pays standard freight on any order more \$50 and offers same-day shipping.

For more information contact Flail-Master at 800/251-4020 or [www.flailmaster.com](http://www.flailmaster.com) / circle no. 261

## Brown Manufacturing

Extra heavy-duty EdgeMasters are powered by a 4-hp GX120 Honda engine. Units are equipped with 8-in. pneumatic balloon tires. Hollow, 1-in. spindle provides larger bearings for longer wear. Blade mounts on a half-in. shear bolt to protect the spindle. Dual-purpose lever engages the blade and adjusts blade depth. Solid steel control rod and handy storage tube for carrying extra blades and tools are standard. Has 1-year limited commercial warranty.

For more information contact Brown at 800/633-8909 or [www.brownmfgcorp.com](http://www.brownmfgcorp.com) / circle no. 262

## BlueBird

Two new units from BlueBird include the Bed-Bug Landscape Edger and the CableLayer for laying pet fence or landscape lighting 2 to 4 in. deep in one easy operation. Common platform and interchangeable blades and shields (avail-



able in optional kits) allow switching between units in minutes. Each is powered by a 5.5-hp Honda GX engine with centrifugal clutch. Carbide-tipped cutting blades provide consistent performance even through roots and hard ground. Cutting depth is adjustable from 2 to 4 in.

For more information contact BlueBird at 800/808-BIRD or [www.bluebirdintl.com](http://www.bluebirdintl.com) / circle no. 263

## John Deere ▲

The XT140SELE stick edger is powered by a 1.6-hp, low-emission, M-Series engine. Unit has an angled, 59-in. shaft and large guide wheel to make edging fast and easy. The 8-in. blade and adjustable depth control allow cutting up to 2.25 in. Cast-aluminum edger blade housing for added durability. Cushioned loop handle allows for comfort and maneuverability along driveways and walkways. Lifetime warranty on shaft and ignition module.

For more information contact Deere at 800/503-3373 or [www.johndeere.com](http://www.johndeere.com) / circle no. 264

## Echo

Get a perfect edge with the PE-311 edger from Echo. This commercial-duty edger has a 30.5-cc Power Boost Tornado engine with vibration-reducing engine mount. Pro-Torque gear case has 25% more cutting torque and replaceable steel wear plate. New open-face, die-cast design reduces clogging.

For more information contact Echo at 800/432-ECHO or [www.echo-usa.com](http://www.echo-usa.com) / circle no. 265

## Tru-Cut

Tricycle-style front tire makes maneuvering the TC280H, TC380B, and TC480H Commercial Pro edgers easy. All use a 10-in. steel blade. The 280H has a 2.5-hp Honda GX, the 380B has a 3.5-hp B&S, and the 480H a 4-hp Honda GX engine. All feature heavy gauge tubular steel handle, comfort hand grips with throttle and clutch depth controls at top of handle.

For more information contact Tru-Cut at 800/711-8871 or [www.trucutmowers.com](http://www.trucutmowers.com) / circle no. 266



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continued from page 70

## Hoffco-Comet

Both the straight edged SE-101 and Edge'NTrim (ET-101) have 9-in. 4-start blade to reduce vibration, cut true and provide durability. Choose B&S 3.5-hp HP IC, or 5-hp; or Honda 4-hp engine. Preset memory pin on ET-101 gives adjustment for nine cutting depths. Ergonomic handles, super grips. Curb wheel kit option available.

For more information contact Hoffco-Comet at 800/999-8161 or [www.hoffcocomet.com](http://www.hoffcocomet.com) / circle no. 267

## EFCO

Several trimmers are available, including the bike-handled E8753BAV. It is a 52.5-hp, straight shaft trimmer that comes standard with three cutting attachments: line trimmer head, 3-tooth grass/weed blade and 80-tooth



brush blade. Anti-vibration design, ability to carry or wear the unit, and adjustable handles make it ergonomic.

For more information contact EFCO at 800/447-1152 or [www.tiltonequipment.com](http://www.tiltonequipment.com) / circle no. 268

## Vandermolen

L4320K trimmer is powered by 43.2-cc Kawasaki engine that is CARB- and EPA-compliant, fed by 1-liter fuel tank. Throttle lock, deadman engager, finger trigger throttle, on/off slide switch all are on shaft handle. Unit weighs 15.5 lbs. without cutting head. Has full cross-back safety harness with side pad.

For more information contact Vandermolen at 973/992-8506 or [vancorp@superlink.net](mailto:vancorp@superlink.net) / circle no. 269

## Honda

The HHE31CA stick edger is powered by a fuel-efficient 31-cc M4 4-stroke engine that is virtually smoke free. Unit features 2-motion throttle, quick adjust gauge wheel and a heavy-duty debris shield. This machine is built with heavy-duty components for commercial use. Company also offers several edgers.

For more information contact Honda at 800/426-7701 or [www.hondapowerequipment.com](http://www.hondapowerequipment.com) / circle no. 270

## Husqvarna

Husqvarna's 324Lx commercial trimmer has a fuel-efficient 4-stroke engine providing powerful performance with lower noise levels and reduced emissions while eliminating



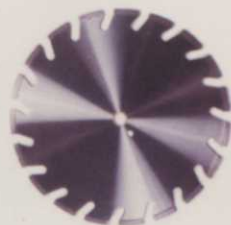
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Circle 135



weight ratio over the model it replaces. Light-weight rigid steel drive shaft has splined lower end and a threaded upper. Unit features a new, flanged bevel gear design that eliminates grass winding. It is grass blade-ready with an integrated barrier bar and dual-use safety



guard suitable for both blade and trimmer head.

For more information contact Jonsered at 877/693-7729 or [usa.jonsered.com](http://usa.jonsered.com) / circle no. 273



the need to mix gas and oil. Heavy-duty commercial gear box gives smooth operation and reduced "grass wrap." Ergonomically designed adjustable loop handle makes trimmer easy to rotate to various angles. Straight shaft extends reach under trees and shrubs. Features automatic Smart Start and the LowVib vibration damping system

For more information contact Husqvarna at 800/HUSKY 62 or [www.usa.husqvarna.com](http://www.usa.husqvarna.com) / circle no. 271

### Grassroots Technology

The company's line of MulchPRO power rakes fit most trimmer brands. The new SE series fits with Stihl trimmers and Echo cable drive shaft trimmers. The new SH series works with Shindaiwa models. Current MulchPRO models fit RedMax, Husqvarna, Tanaka, Maruyama, Echo steel drive shaft trimmers, and several Shindaiwa trimmers. Adapters no longer are required to fit any trimmer.

For more information contact Grassroots Technology at 262/242-1944 or [www.grassrootstechnology.com](http://www.grassrootstechnology.com) / circle no. 272

### Jonsered

The Jonsered GC 2125 is a 25.4-cc straight shaft trimmer with a 43% higher power to

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### 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     |                  |          |             |
|                          |         |             | Compact 6'       | \$1,350  | \$1,080     |
| Backhoe 12'              | \$3,700 | \$2,960     | Compact 8'       | \$1,450  | \$1,160     |
| Backhoe 14'              | \$4,000 | \$3,200     | 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.

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Circle 134



## Stihl

Powered by a 31.4-cc Stihl 4-Mix engine, the FC 100 curved shaft edger features a balanced



design offering professionals increased control and comfort for creating precision cuts. Adjustable depth wheel allows operators to vary the depth of cut for a wide range of applications, while its heavy-duty skid plate protects the gearbox from wear. Weighs 13.7 lbs.

For more information contact Stihl at 800/GO-STIHL or [www.stihlusa.com](http://www.stihlusa.com) / circle no. 274

## RedMax ▲

Choose among 3 Z-series trimmers, each powered by a 2-cycle Strato-Charged engine. The 11.2-lb. BCZ3000S is a beast on brush, with 29.5-cc engine. Bicycle-handled BCZ3000SW is also available. The 11.1-lb., 25.4-cc BCZ2600S is ideal for high production trim operations, while the 10.8-lb., 23.6-cc BCZ2400S is for light duty, small spaces. All equipped with PT104 Plus head, but are also fixed-line-ready.

For more information contact REDMAX at 800-291-8251 or [www.redmax.com](http://www.redmax.com) / circle no. 275

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Circle 143



### ◀ Walker

Stevens Coulter Blade Edge Attachment is available as an attachment for Walker mowers. Self-tracking coulter disc on a swing arm trims grass along concrete edges. Simple mechanical blade engagement (eliminating expensive hydraulics), a quick-mount bracket on the tractor, self-sharpening blade, single hitch pin height adjustment make this an easy to use attachment. Edges at three to four mph.

For more information contact Walker at 800/279-8537 or [www.walkermowers.com](http://www.walkermowers.com) / circle no. 277

turning radius offer outstanding maneuverability and precision. Hydrostatic transmission gives infinite speed control in forward or reverse, multiple engine options, and cutting depths ranging from one-half to 4.5 in.

For more information contact Little Wonder at 877/596-6337 or [www.littlewonder.com](http://www.littlewonder.com) / circle no. 276

### Tanaka

Company promises the world's first-and-only shaft/gear driven walk-behind edger will be available in early 2006. Detailed specs are expected by year's end. Meanwhile, check the lightweight 24-cc, 1.2-hp grass trimmer. TBC-2500 weighs 10.8 lbs. with cutting head. It

features a bearing supported, 7-mm solid steel drive shaft, five-in. semi-automatic cutting head that holds 25 feet of line, 19.3-oz. fuel tank. Backed by a one-year commercial warranty.

For more information contact Tanaka at 253/333-1200 or [www.tanaka-usa.com](http://www.tanaka-usa.com) / circle no. 278



## Manufacturer's Rebates:

- Kanga Kid: \$500
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Circle 144

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Circle 145

## Property at a glance

- Location: Rolla, MO
- Grounds supervisor: Melissa Keeney
- Category: University and College Grounds
- Total budget: \$370,000
- Year site built: 1870
- Acres of turf: 223
- Acres of woody ornamentals: five
- Acres of display beds: one
- Total paved area: 30 acres for parking, 15 miles of sidewalks
- Total man-hours/week: 840

## Maintenance challenges

- ▶ Steam tunnels running below campus cause high soil temperatures
- ▶ Extreme temperature changes
- ▶ Ongoing construction and student traffic
- ▶ St. Patrick's Day tradition, where students use shillelaghs to pummel rubber snakes, which tears up lawns and leaves holes 12-18 in. deep

## Project checklist

- Completed in last two years:
- ▶ Addition of annual planting to campus
  - ▶ Irrigation added to campus
  - ▶ Various mixed bed foundation plantings outside university buildings

## On the job

- ▶ 13 full-time staff, one seasonal worker, seven student workers, four licensed pesticide applicators

# University of Missouri – Rolla

## 2004 PGMS Grand Award Winner for University and College Grounds

**D**r. Gary Thomas was named chancellor of the University of Missouri – Rolla (UMR) in 2000. One of his first requests was to add “color” to the campus. That job fell largely to Melissa Keeney, the university’s landscape designer.

Five years later, and just as Thomas is set to step down, Keeney and her 13-employee, 7-student grounds crew have added annual color beds around campus, planted more than 8,000 bulbs in fall 2003, and planted 5,000 more bulbs in spring 2004 to make the university more aesthetically pleasing to visitors and students.

“We really try to do splashes of color all over campus with our color change-out beds,” Keeney says. “With our landscaping and the color, we’ve created a more defined border to our campus. When you step foot here you know that you are at UMR.”

As one of five schools in the University of Missouri system, UMR began in 1870 as a mining and engineering school. The school has grown to 55 buildings over 280 acres, and houses more than 4,900 students. Located in the heart of the Ozarks,

midway between St. Louis and Springfield, the school maintains its mining heritage with large rock outcroppings, and is decorated in red maples, magnolias, petunias and aster, to name a few of the ornamentals flourishing even in the extreme temperatures Missouri brings.

“We’ve been able to build on the beauty of the campus while still reflecting its heritage,” Keeney says. “Especially in the

past few years, the school has undergone a transformation with a new student life center and other new buildings. Because of the commitment to color and aesthetics, landscaping is now at the forefront of any new campus project.”



**Melissa Keeney's team adds color to the UMR campus.**

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

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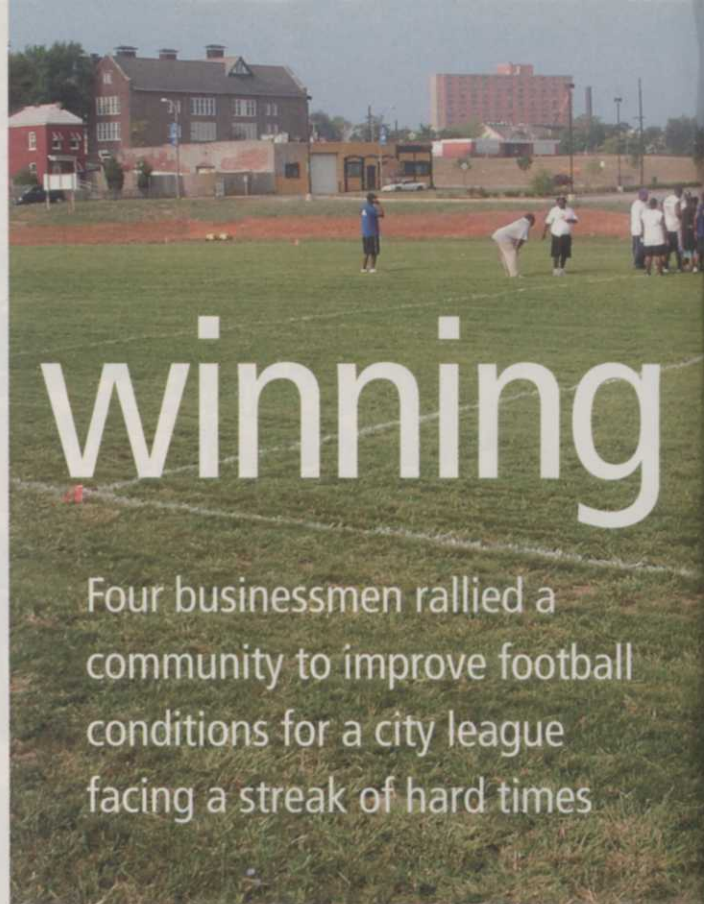
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The University of Missouri-Rolla campus in the heart of the Ozarks is colorful throughout the growing season. The grounds staff does a lot with an annual budget of \$370,000.





# St. Louis' winning

Four businessmen rallied a community to improve football conditions for a city league facing a streak of hard times

BY STEPHANIE RICCA /  
Managing Editor

**W**eekends are made for high school football. Maybe you have kids on the team, maybe you head to the stands because there's nothing like watching the sport on that level, surrounded by cheering fans.

Players and supporters of the St. Louis Public High League (PHL) haven't had weekends like that in a long time. They know it's hard to make the magic happen when players for eight schools have to share only three varsity fields that are filled with rocks and turn into mud bowls when it rains. It's almost impossible to rally fans when home games are played at visiting schools. Practice can be tough when players share equipment with every other team in the league

and the practice field is a city park one mile away in a crime-filled neighborhood.

This year things are looking up. Last month, PHL football players started practice on four newly renovated fields, thanks to an effort spearheaded by four St. Louis businessmen. Today, less than one year after the not-for-profit PHL Inc. formed to address the problem of the city's horrible football field conditions, the group has gutted and reconstructed four fields from the ground up with similar plans for the remaining schools. The group relied on strong community support, thousands of volunteer hours and donations from more than 50 partner companies to cover irrigation, seeding, fertilization, construction, paint, legal services and countless other tasks.

It all started in the middle of the 2004 season when a *St. Louis Post-Dispatch* reporter wrote a series of articles expos-

ing what those close to the system already knew: Football playing conditions and equipment were horrible. Morale was low, turnout was poor, students faced danger and injury, and everyone was frustrated.

"Last October we all heard this and were shocked to hear that the fields were so far gone," says Thom Kuhn, PHL Inc. president and president of the Millstone Bangert construction firm in nearby St. Charles, MO. "Rick Veatch and several others called the reporter. We met in early November and out of that came the four of us who started the movement."

Veatch, owner of Veatch Chemical, a St. Louis distributor of landscape and pest control chemical products, and vice president of PHL Inc., said no one in the group had any idea that their plan would grow into what it is today.

"I think we all anticipated something smaller," Kuhn agrees.



The Gateway Tech field was a mud bowl before the PHL Inc. crew got started.



# season

After



Before

"We figured we'd have donations from our own companies along with whoever else we could strong-arm into helping." Kuhn and Veatch, along with other PHL Inc. founders Mike Clark and Charlie Tallman, couldn't have been more wrong.

To date, PHL Inc. and its partners have donated about \$250,000 in materials and manpower. Every grass seed has been donated, every stadium paint job done on volunteer hours. Barren dirt lots gave way to grassy fields. New bleachers replaced splintery benches and home team colors jazz up the freshly painted stadiums.

## Field of dreams

The playing field was the starting point for the renovations at Gateway Tech, Roosevelt and Soldan High School stadiums and Vashon High School's practice field. Turf pros like Veatch knew the green wouldn't happen by magic.

"If you go up there today you'll see the fields are in excellent playing condition," he says. "That's because of the aggressive program we set up."

First off, grading and irrigation. Some of the fields had ancient, unworking sprinkler systems; others had nothing. At Vashon, where the group created a practice field out of a vacant lot, they had to completely install irrigation. "We're using above-ground waterlines and portable irrigation at this point," Kuhn says. "This has been one of the hardest tasks so far." Crews got the remaining systems in

working order, and the group tackled re-grading one field at a time, starting in mid February.

Next up: turfgrass. Landmark Seed Co., the Pacific Northwest-based distributor for The Scotts Co., donated a new hybrid cross of Kentucky and Texas bluegrass developed to withstand Midwestern heat.

"We were excited about establishing a city-wide demonstration of our new Thermal Blue," says Don Woodall, Landmark's vice president of turfgrass sales and marketing.

With seed in hand and fertilizer donated by Spring Valley

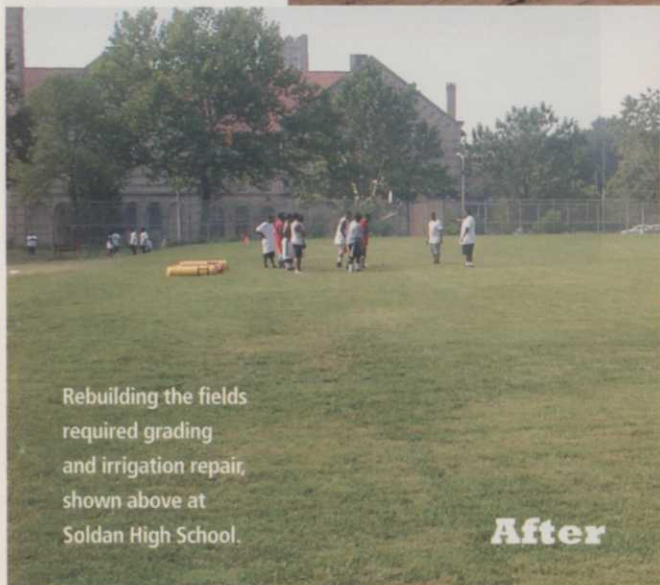
"It's not just about the immediate needs of a football field, but more about the benefits down the line."

— Rick Veatch  
PHL Inc.

Vashon High School players hit the new practice field (top, left). Vashon's "before" picture (bottom) shows the rocky, weed-filled vacant lot. In addition to replacing grass, PHL Inc. partners fixed and built new players' benches (top, right).



Before



After

Rebuilding the fields required grading and irrigation repair, shown above at Soldan High School.

working at the fields themselves, more companies came on board with donated materials.

"We went out of our way to stay out of the spotlight," Kuhn explains. "We wanted the grass to grow before we talked about anything. We wanted to show that you can build something without talking about it first."

That building extended beyond the grass. The group stabilized stadiums, replaced rickety bleachers and players' benches, and added goalposts. Paint companies Thomas Industrial Coatings and Sherwin-Williams donated enough paint and employee volunteers to join with more than 100 high school

students to paint three stadiums in bright school colors.

The St. Louis Public Schools, completely strapped for cash, couldn't give anything but their blessing and PHL Inc. didn't ask for more.

"The companies that have donated — and it's probably a couple hundred thousand dollars at this point — never mentioned cost. They did it because it was the right thing to do," Kuhn says. "We wanted to seed the seed."

"In my 33 years in the industry I have seen every imaginable approach to public athletic field renovation, but the PHL plan is unique," Landmark Seed's Woodall says. "They

Fertilizer headquartered in Jackson, WI, Veatch established a seeding, fertilizing and mowing program. His maintenance schedule details irrigation amounts for each field, paying special attention to new ones that need to establish root growth, mowing height, seeding and re-seeding schedules. The seed mix includes the new Thermal bluegrass mixed with turf-type tall fescues.

Now that the grass is established, Veatch is out every weekend mowing on the group's Dixon ZTR commercial mower. He fertilizes every other weekend and he's got the fields on a post-season re-seeding schedule already.

**Seed the seed**

While the grass was growing and the PHL Inc. guys were spending more than 30 hours a week



Football players pitched in to clear the fields and paint the stadiums.

"The companies that have donated...never mentioned cost. They did it because it was the right thing to do."

— Thom Kuhn  
PHL Inc.



### If you build it ...

These four fields are just the starting point. PHL Inc. has a five-year maintenance commitment to the district and is establishing a long-term funded endowment to keep the program going and growing. Cash is flowing in from private and corporate donations but the need is still high, especially with plans to tackle renovations at three more fields this year.

"We are here for the long run," Veatch says. "We want to see this project go beyond five years because there's a lot to be done.

It's not just about the immediate needs of a football field, but more about the benefits down the line."

Kuhn says the group plans to get fields in shape first, then work on lighting, stadium replacement, uniforms and weight training systems, and move to sports other than football.

So far, feedback couldn't be better.

"Last year it was concrete," a PHL football senior told the *Post-Dispatch*. "Now, it's a pillow." **LJM**

**↓ MORE INFO**

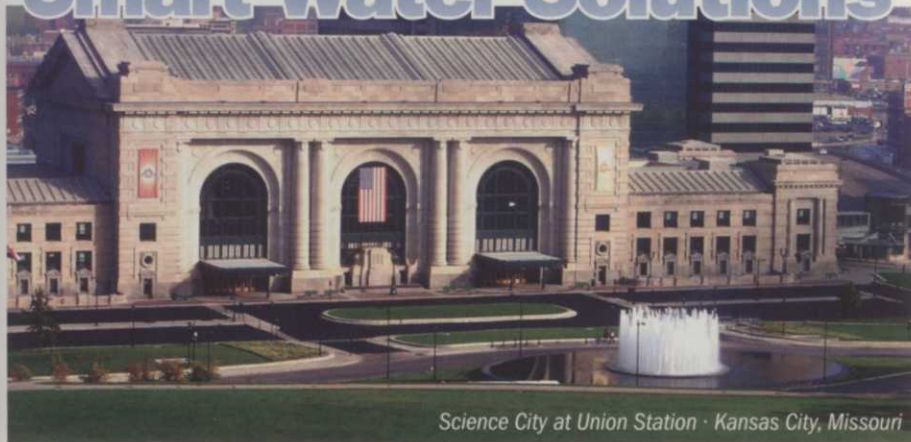
[www.phlinc.org](http://www.phlinc.org)  
Visit for information about PHL Inc.'s efforts in St. Louis and how to donate.



Four PHL fields were rehabbed in less than a year. PHL Inc. plans to renovate three more fields this year.

were given complete authority to simply go ahead and get it done using their combined resources and knowledge. This was the key to their success."

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# Nike

## *world class all the way*

The world headquarters site shows significant water savings and reduced plant loss because of its professionally maintained central control system

BY RON HALL / Editor-in-Chief

**N**ike is one of the world's most recognizable companies and its branded Swoosh has become a universal corporate identifier. The company employs approximately 23,000 people worldwide and its annual sales exceed \$10 billion.

The company's headquarters is equally world class. The 176.41-acre Nike World Headquarters in Beaverton, OR, seven miles west of Portland, is handsomely (and diversely) landscaped, intensively used and environmentally friendly. More than 5,000



The more than 5,000 employees at Nike World Headquarters enjoy a diverse landscape that inspires activity.

people work on the beautiful campus that has 16 buildings, each one named for a famous athlete. The employees take full advantage of the fields, trails and gyms that dot the campus.

The site is quite a testament to the 1962 partnership of Bill Bowerman, the long-time University of Oregon track & field coach, and Phil Knight, a former busi-

ness student and a one-time runner under Bowerman's tutelage. Their first year sales under the name Blue Ribbon Sports (BRS) totaled just \$8,000. In 1972 BRS changed its name to Nike, named for the Greek winged goddess of victory, and the company went public in December 1980.

State of the art irrigation makes the

*continued on page 84*



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 Communicators Association

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**Golfdom** **Landscape** SOLUTIONS FOR A GROWING INDUSTRY  
**MANAGEMENT**

*continued from page 82*

beauty, utility and environmental consciousness of the site possible. It takes a team of pros working together to manage the intricacies of the system.

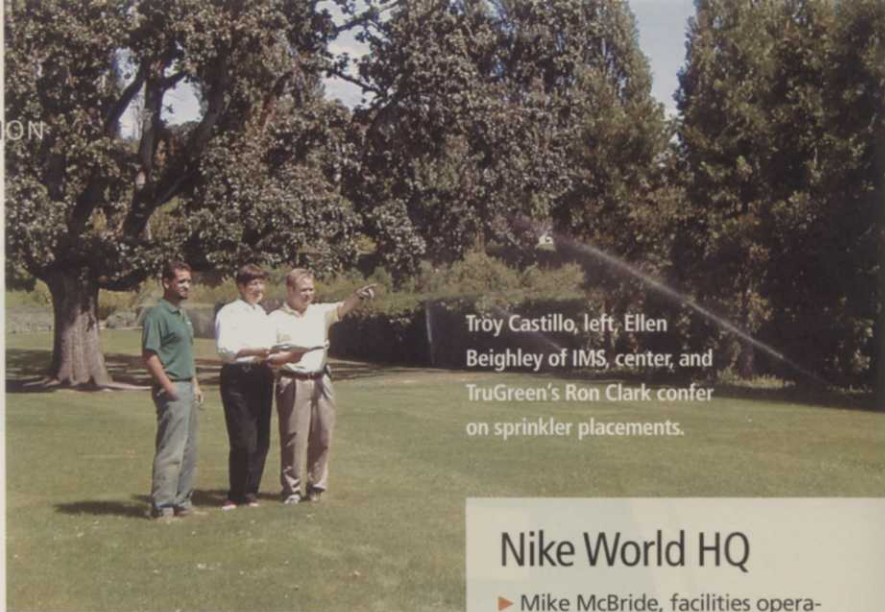
**Central control the answer**

Ellen Beighley, president of Irrigation Management Systems, Inc., (IMS), is one of several experienced landscape pros responsible for the health of the Nike site. Her 19-year-old, Portland-based company manages irrigation there with Maxicom<sup>2</sup>, the Rain Bird central control system that allows the monitoring and irrigation of many different parcels of property or landscaped sites from a single computer-accessed controller.

The Nike location is one of several Maxicom systems the 7-person IMS staff manages on large client properties. Other big-name clients include Intel, Columbia Tech Center and the PacTrust Corporate and Business Centers. IMS works as both a subcontractor to maintenance companies and also directly for clients.

"Two to four people in the office handle the computers we use to control these projects while the rest of the employees do field work," Beighley says. "Our field work includes installing the hardware that's used with Maxicom<sup>2</sup>, reviewing the physical irrigation system, troubleshooting irrigation problems and suggesting corrective measures to the landscape maintenance companies that we work with. When the situation requires, we perform water audits with the four certified irrigation auditors on staff."

Management of the Nike site, like almost all large and diversely landscaped properties, requires a cooperative working relationship between on-site professionals and contractors. Three years ago, TruGreen Landcare Branch Manager Mike Hansen asked Beighley to review and bid on controlling the irrigation there. TruGreen had installed the irrigation system on the 93-acre North Campus



Troy Castillo, left, Ellen Beighley of IMS, center, and TruGreen's Ron Clark confer on sprinkler placements.

portion of the campus several years earlier. Other local contractors installed the irrigation on the 74-acre South Campus.

Beighley, who started IMS in 1986, shortly after Rain Bird introduced the Maxicom system, was delighted to become involved with the property.

**An environmental leader**

"Nike is a leader in environmental sensitivity and endorsed many innovative practices using almost all organic products on the site that Ron Clark, Nike project manager for TruGreen brings to them," Beighley says.

"In addition to multiple employee activities, many of Nike's business and charity functions are held on the landscaped areas of the campus. Integrating the watering schedules into these is a constant challenge. "Nike is a growing and constantly changing campus. As the needs change, the landscape also changes," she adds. "With the exception of three change-outs of annual color, spring and fall are the major times when new plant material is installed."

Troy Castillo is the full-time irrigation technician on the campus. He keeps the system operating and handles all repairs and upgrades. He's working with IMS to change some of the areas to drip irrigation.

As IMS and the on-site personnel become more familiar with and fine-tune the central control system, they're seeing significant water savings. Mike McBride, Nike facilities operations and property manager, estimates a reduction of 20 million gallons

**Nike World HQ**

- ▶ Mike McBride, facilities operations and property manager
- ▶ Bob Thompson, architect
- ▶ Mayer-Reed, landscape architect
- ▶ Includes three specific areas designed by Bob Murase
- ▶ South Campus constructed 1988-1990: 74 acres
- ▶ North Campus completed in 2001: 93.11 acres
- ▶ The wetlands and Jay Street parking lot: 9.3 acres
- ▶ Building footprints: 14.06 acres (9.9%)
- ▶ 43.03 acres are paved/impervious (24.4%)
- ▶ 48.26 acres are native woodlands, wetlands (27.4%)
- ▶ 63.49 acres are landscaped (36%)
- ▶ Lake Nike: 6.17 acres (3.5%)
- ▶ The JBS Patio, tennis courts, coop and other miscellaneous areas: 1.4 acres (0.8%)
- ▶ Two sand-based soccer fields

» For more information on irrigation central control systems, turn to page 42.

per year these past two years alone.

"The campus has also seen a decrease in plant loss," Beighley claims. "Using all the tools provided by Maxicom<sup>2</sup>, we are able to provide all of the irrigation needs within the time constraints, provide cycle/soak to reduce runoff and shut down either zones or the whole site should any stuck valves or lateral line or mainline breaks occur. ET allows automatic changes in the schedules to provide the correct amount of water." **LM**

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# Products

RESOURCES TOOLS OF THE TRADE

## Granular growth regulator

Turf growth can now be slowed with Governor, by Andersons Golf Products, the first granular product based on Primo. Governor allows the flexibility to regulate turf during periods of heavy grass growth, during frequent golf play and other athletic events, or around difficult areas to mow when a spray application is not desired. Governor can reduce clippings by as much as 50% and allows longer intervals between mowings. By redirecting grass growth into the roots and shoots, it also improves turf density, durability and color.

For more information contact Anderson Golf Products at 419/891-2780 or [www.andersonsgolfproducts.com](http://www.andersonsgolfproducts.com) / circle no. 279



## New turf aerator for Expo 2005

SourceOne introduces the PL850 HydroPro Plugger, the latest in its line of reciprocating power turf aerators, at Expo 2005. With a powerful, single-component hydrostatic drive, the self-propelled PL850 has adjustable operating speeds, which allows aeration at a pace that is suitable for the terrain, landscape design, turf condition and operator comfort. Its design reduces operator fatigue on uphill grades, loose and sandy soils and highly cushioned turfgrasses. The aerator is available with either a 5.5-hp Honda OHV

## Tools on the go

Lista International Corp.'s mobile Mechanic's Toolboxes are mini workstations and high-density storage cabinets on wheels. An ideal solution for maintenance and repairs in equipment/vehicle shops, they can be easily maneuvered to bring parts, tools and equipment directly to repair sites. The toolboxes feature a wide top drawer for storing longer tools, and include the one-drawer-at-a-time interlock safety system to prevent accidental tipping. For secure storage and easy transport of parts and tools, the toolboxes come complete with a locking system and handles, as well as two rigid and two swivel heavy-duty ball bearing casters with wheel brakes.

For more information contact Lista at 800/722-3020 or [www.listaintl.com](http://www.listaintl.com) / circle no. 280



or a 6.5-hp Briggs & Stratton Intek engine, and carries a 2-year warranty.

For more information contact SourceOne at 888/418-9065 or [www.plugr.com](http://www.plugr.com) / circle no. 281

## Weed control

Control weed growth around your trees without chemicals or hand weeding with Typar TreeCircle. The durable fibers in the 35-in. polypropylene fabric circle are bonded tightly to keep roots from growing through, but still allow air, water and nutrients to pass through. Unlike black plastic, the TreeCircle's porosity means that water will not pool on top of the fabric to cause mildew or a sour smell.

For more information contact Typar at 800/321-6271 or [www.typarlandscape.com](http://www.typarlandscape.com) / circle no. 282

## Better water management

Irrisoft Inc. offers a free irrigation scheduling program on its Web site at [www.irrisoft.net](http://www.irrisoft.net). The InSite Irrigation Scheduling program improves water management and conservation for your sprinkler system by creating an efficient watering schedule, considering the needs of the landscape and being responsive to changes in the weather.

For more information contact Irrisoft at 435/755-0400 or [www.irrisoft.net](http://www.irrisoft.net) / circle no. 283

## Erosion defense system

The new ENVIRO-SHIELD bonded fiber matrix erosion defense system from the U.S. Gypsum Co. prevents water and wind erosion while promoting plant growth. The matrix creates a protective crust to minimize erosion and enhance germination by protecting the seed and retaining moisture, fostering quick, effective generation of plant cover. Because the product can be spray applied with conventional hydraulic seeding equipment, it is more economi-



cal to install than erosion control blankets or sod, and is useful in challenging conditions like steep slopes or in areas with heavy rainfall.

For more information contact USG Co. at 312/606-4523 or [www.usg.com](http://www.usg.com) / circle no. 284





### Hungry like the wolf

The new TW-S3 skid steer splitter from Timberwolf Manufacturing Corp. fills a void for many contractors who now will be able to use their existing skid steer to manage their logs and split them using a simple attachment. It easily grips whole logs and splits them up to 30 in. long, while its simple mechanical systems makes service quick and painless, allowing the operator to move and split logs without leaving the seat.

For more information contact Timberwolf at 800/340-4386 or [www.timberwolfcorp.com](http://www.timberwolfcorp.com) / circle no. 285



### Zero-turn striping kits

Ferris Industries adds striping kits to its line of accessories for zero-turn mowers. Ferris stripe kits are now available for all IS 1500Z and IS 3000Z series zero-turn mowers. The kit, which consists of a rubber flap system, lays the grass down to create patterns across the landscape. When paired with Ferris' exclusive suspension systems, the consistency of cut and stripe pattern are extremely precise.

For more information contact Ferris at 800/933-6175 or [www.ferrisindustries.com](http://www.ferrisindustries.com) / circle no. 286

### Whole tree chipper

The drum-style, self-propelled 2090 Track Bandit mobile tree chipper features a 20- by 24-in. chipper opening and a powerful hydraulic feed system with the ability to pull whole trees through without crushing limbs and tops. Engine options are available from 250-330 hp.

For more information contact Bandit Industries at 800/952-0178 or [www.banditchippers.com](http://www.banditchippers.com) / circle no. 287



### Wolverine hand tools

Wolverine Tools, a division of Sure-loc Edging Corp., is expanding its tool line to include two stainless steel hand pruners, aluminum loppers and a turbo blade folding saw. The pruners are made with stainless steel and slip-proof anatomic handles. The loppers have aluminum handles and Swedish steel blades that can be re-sharpened. Wolverine's folding hand saw is constructed with a push button style latch and seven point turbo tri-blades.

For more information contact Wolverine at 800/787-3562 or [www.wolverinehandtools.com](http://www.wolverinehandtools.com) / circle no. 288

### Tree band

The BugBarrier Tree Band is a pesticide-free, physical barrier to stop climbing and crawling insects like spring and fall cankerworm, as well as



gypsy moths, winter moths and forest tent caterpillars. It prevents the insects from climbing down the tree to feed or up the tree to lay their eggs. BugBarrier Tree Band can be installed on a tree in less than five minutes as a dense, flexible fiber barrier is wrapped around the trunk to fill bark crevices and cut off insects' escape routes.

For more information contact Envirometrics Systems at 800/379-9677 or [www.envirometrics.ca](http://www.envirometrics.ca) / circle no. 289

### Quickly adjusts mowing height

The new Wright Stander RH, equipped with Wright's Rapid Height Adjustment, lets you quickly raise or lower the mowing height from 1 in. to 5 in. without getting off the mower, saving time when mowing sunny and shady areas or uneven ground, or when mowing fairways and roughs on a golf course. Driving from a standing position, the Stander RH has zero-turn radius maneuverability, is available with cutting widths of 36, 48 and 52 in., and is equipped with a rubber chute deflector, oil cooler and easy-to-reach battery box zero.

For more information contact Wright at 301/360-9810 or visit [www.wrightmfg.com](http://www.wrightmfg.com) / circle no. 290

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# Products

## Subaru trash pumps

Subaru Robin Trash Pumps can move high volumes of trash water without clogging the pump. The centrifugal-type pumps are available in models with 2-, 3- and 4-in. discharge outlets, and are powered by 6-, 8.5-, and 11-hp gasoline engines, respectively. The 2-in. PKX201T offers a delivery volume of 185 gallons per minute, the 3-in. PTV305T does 343



gallons per minute, and the 4-in. PTV405T does 528 gallons per minute. The 2-in. model handles solid debris up to 3/4 in.

**For more information contact Subaru at 630/350-8200 or [www.robinsubaru.com](http://www.robinsubaru.com) / circle no. 291**

## Business software

Intac International's Wintac Green 2006 is an enhanced version of its all-in-one business management software for pest control, lawn care and landscaping contractors. Suited for any size company, Wintac Green 2006 integrates scheduling, routing, job costing, estimating, invoicing, purchasing, payroll, accounting, and marketing. This year's version introduces more than 100 new features

**For more information contact Intac at 800/724-7899 or [www.wintac.net](http://www.wintac.net) / circle no. 292**

## 10 1/2-ton excavator

Yanmar America Corp. brings its 21,000-lbs. class excavator to the North American market. The model SV100's Ultra-Tight Tail Swing adds versatility in confined work areas and a standard Hydraulic Quick Coupler System



speeds bucket changes on the work site. Maximum digging depth is 16 ft., 1 in. with a maximum reach at ground of 23 ft., 9 in. The SV100 incorporates an off-set track design that increases side-to-side stability without increasing track width.

**For more information contact Yanmar at 770/977-9894 or [www.yanmar.com](http://www.yanmar.com) / circle no. 293**

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**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**

- A  Mowing F  Turf Fertilization C  Tree Care  
 B  Turf Insect Control D  Turf Aeration L  Pond/Lake Care  
 J  Turf Weed Control E  Irrigation Services N  Snow Removal  
 G  Turf Disease Control H  Ornamental Care O  Other (please specify) \_\_\_\_\_

**DESIGN/BUILD**

- I  Landscape Design M  Landscape Installation P  Irrigation Installation  
 K  Paving/Deck/Patio Installation Q  Other (please specify) \_\_\_\_\_

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**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)**

- B  Blowers H  Herbicides Y  Ornamental/Nursery Products P  Tractors  
 C  Chain Saws I  Insecticides Z  Pavers/Masonry/Bricks/Rocks Q  Truck Trailers/Attachments  
 U  Engines W  Irrigation Systems (Hardscape Materials) R  Trucks  
 V  Erosion Control X  Landscape Lighting 3  Seed/Sod S  Turfseed  
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- F  More than \$4,000,000 B  \$1,500,000 - \$1,999,999 D  \$500,000 - \$999,999  
 G  \$2,000,000 - \$4,000,000 C  \$1,000,000 - \$1,499,999 E  Less than \$500,000

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| 104 | 116 | 128 | 140 | 152 | 164 | 176 | 188 | 200 | 212 | 224 | 236 | 248 | 260 | 272 | 284 | 296 | 308 |
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40  **Specialist** - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist  
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U  Engines W  Irrigation Systems (Hardscape Materials) R  Trucks  
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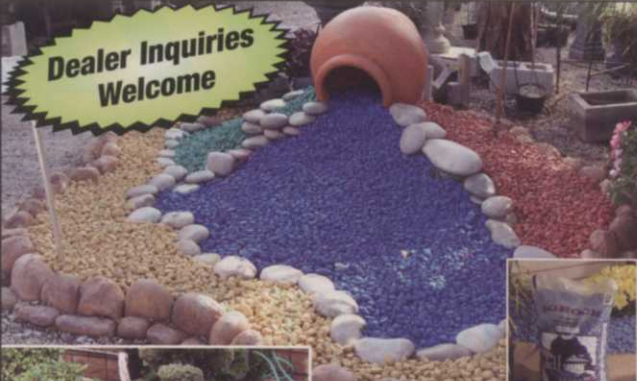

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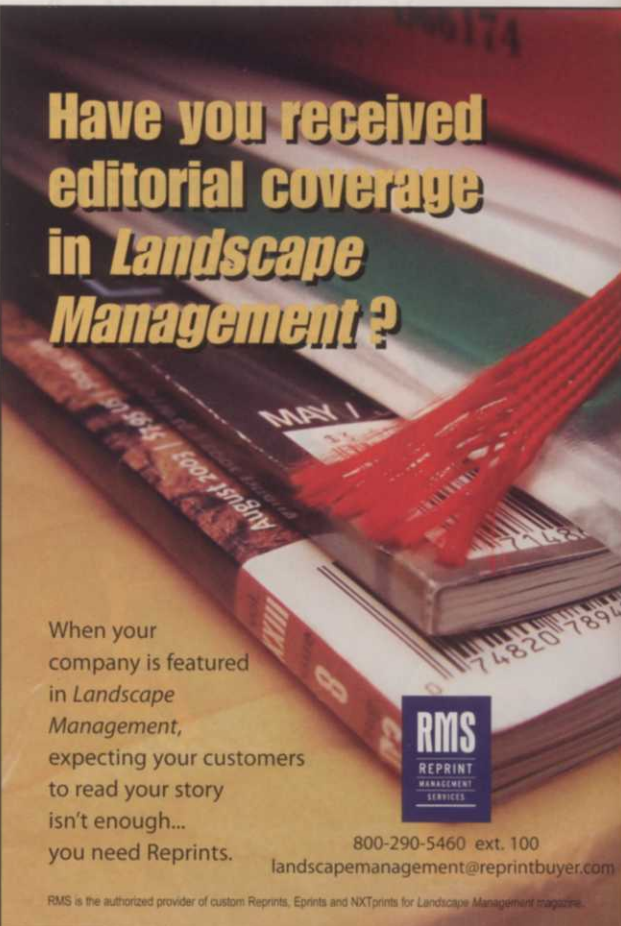
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# Statistics

RESOURCES

INDUSTRY TRENDS BY THE NUMBERS



The Professional Landcare Network (PLANET) and the American Nursery and Landscape Association (ANLA) are talking about merging. This summer the ANLA Senate voted to approve signing a letter of intent to merge. The action allows the merger evaluation to advance to due diligence work and legal review. A merger, even assuming there are no hitches, likely could not take place before next summer. Here are the next steps in the process:

- ▶ A second positive vote from both boards of directors
- ▶ Approval from the PLANET membership
- ▶ A second positive vote by the ANLA Senate, with membership support

Both organizations are seeking feedback from their members. Visit [www.landcarenetwork.org](http://www.landcarenetwork.org) or [www.anla.org](http://www.anla.org).

## WOMEN-OWNED BUSINESS TAKING OFF

The number and growth rate of women-owned businesses in the United States is eye opening.

There are **10.6 million** women business owners in the United States.

There is a **growth rate of 17%** in the number of their business (*growth rate for all businesses is 9%*).

There is an **employment growth rate of 24%** (*employment growth rate for all businesses is 12%*).



There is **17% faster revenue growth** than in all businesses.

There is **39% growth in sales** (*growth in sales for all businesses is 33.5%*).

SOURCE: "QUICK BITES" BY SAM GEIST. VISIT [WWW.SAMGEIST.COM](http://WWW.SAMGEIST.COM)

## TURF IS COOL

On a block of eight average houses, front lawns have the cooling effect of 70 tons of air conditioning. It also acts as a fire retarding buffer zone around buildings.

SOURCE: PROFESSIONAL LANDCARE NETWORK

## HEADIN' FOR SUNSHINE

People are leaving large cities and moving to midsize cities in Florida, Arizona, Nevada and California, reports the U.S. Census Bureau.

The biggest losers were San Francisco and Boston, which shed 32,000 and 19,000 people respectively between April 2000 and July 2004. High housing prices in these cities is blamed for much of the population loss. The median price for a single-family home is \$641,000 in San Francisco and \$387,000 in Boston.

Cities growing fastest in the 4-year period are (in order): Gilbert, AZ; Miramar, FL; North Las Vegas, NV; Port St. Lucie, FL; Roseville, CA; Henderson, NV; Chandler, AZ; Cape Coral, FL; and Rancho Cucamonga, CA.

**LANDSCAPE MANAGEMENT** (ISSN 0894-1254) is published monthly 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:** Please 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.

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