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The role of the accounting manager

The principles of the Wilson-Oyler Group, including Tom Oyler (right), explain the evolving role of the account manager to contractors as part of the firm's Success Series tour.

FROM THE FIELD



READERS RESPOND

How has the \$2.20-per-gallon average drop in gas prices over the past six months affected the fuel surcharge you added?



18% We've kept our fuel surcharge the same.

9% We've eliminated it.

0% We've decreased it by less than 50 percent.

0% We've decreased it 50 percent or more.

» **Next month's question:** How will you become more efficient in 2009?

Want to weigh in? Visit www.landscapemanagement.net/survey to voice your opinion.

WEB EXCLUSIVE

Suiting up for snow

Every year, winter maintenance contractors are counted on to keep our roads, parking lots and sidewalks safe. Without proper preparation, the spreaders that help them perform these tasks might not be ready for all the winter season can bring.



POD BITES

“Time management is the most important issue for a businessperson – more important than marketing, more important than people skills. ... Time management is the No. 1 business skill that any successful businessperson needs to learn how to do.”

Jeffrey Scott is a landscape-marketing consultant, business coach and author of “The Referral Guide” available at the LMBookstore at <http://shoPLandscapemanagement.net/>



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LMdirect!

Though landscape services workers make up less than 1% of the U.S. work force, they experience approximately 3.5% of all occupational fatalities.

Athletic Turf News

The condition and the variety of programs around a community's parks and sports fields are perceived as indications of a community's vitality and economic wellbeing.

LD/B Solutions

Landscape architects join U.S. News & World Report's top 30 best careers to have in the coming year.

Get Growing

Even a small townhouse in the big city can blossom into a \$100,000 livescapes project.

LM SEARCH → Link to leading suppliers and their solutions at www.landscapemanagement.net/search