# BP2010

## **RESOURCE GUIDE**

### FENCING

Ameristar<sup>®</sup> has been manufacturing quality fence products since 1982. With national distribution through installation partners and stocking distributors, Ameristar Fence Products has become the benchmark for ornamental steel, aluminum and Montage<sup>®</sup> fusion-welded E-coated all-terrain fences for residential, commercial, industrial and highsecurity applications.

> AD PG 15 > PROFILE PG 113

#### FRANCHISING

**The Décor Group** has helped more than 375 service companies achieve greater success with its unique franchise concepts. Our Christmas Décor and NightTime Décor systems work and can give you the edge you need to zoom past competitors.

> AD PG 60, 101 > PROFILE PG 119

**US Lawns** is a franchise commercial landscape maintenance company with more than 190 offices open across the United States.

> AD PG CV2, > PROFILE PG 152

#### **INSURANCE**

Hortica Insurance & Employee Benefits provides business insurance, employee benefits and personal insurance to landscape professionals. Since 1887, we consistently deliver comprehensive, effective insurance solutions. Hortica offers loss control and safety expertise, prompt claims handling, unparalleled customer service and financial stability to our policyholders. > AD PG 9 > PROFILE PG 132

#### **IRRIGATION PRODUCTS**

DIG Corporation offers a full line of drip irrigation products and accessories. In addition we strive to provide the industry with the most state-of-the-art, alternative power controllers, including our ambient light powered, LeIT controllers. > AD PG 55 > PROFILE PG 123

As the leading manufacturer of irrigation products and services, **Rain Bird** offers the industry's broadest range of irrigation products for farms, golf courses, sports arenas, public parks, commercial developments and homes in more than 130 countries.

> AD PG 5, 33-34, 67 > PROFILE PG 143

#### LEGAL SERVICES

Reina, Bates, Kowalski & Kershaw Immigration Law Group is a full-service immigration law firm specializing in meeting the needs of U.S. employers and individual immigrants. Our firm provides services to hundreds of businesses needing temporary workers or I-9 audits.

> AD PG 52 > PROFILE PG 146

#### MARKETING

Focal Point Communications is a green industry marketing company, offering newsletter programs, web site design, direct mailing services and more than 100 semi-custom and ready-to-use marketing tools—including postcards, presentation folders, leave-behind materials and client communication tools to lawn and landscape companies of all sizes. We create marketing plans for our clients and provide full re-branding services.

> AD PG 79 > PROFILE PG 129

#### **MOWERS & EQUIPMENT**

Ariens Co. provides professional snow removal products and the **Gravely** brand of commercial moving equipment. > AD PG 75 > PROFILE PG 114

Collier Metal Industries (COL-MET) provides the largest selection and availability of steel landscape edging in the industry. > AD PG 51 > PROFILE PG 120

DeWitt Company has a full line of woven and non-woven landscape fabrics, created for professionals and homeowners, along with 30 other lawn and garden products. > AD PG 76 > PROFILE PG 122

The **Finn Corporation** is a leading manufacturer of lawn, landscape and erosion control development work, with products lines including HydroSeeders, Bark Blowers, Straw Blowers and the Finn Hydroseeding Consumable Products.

> AD PG 81 > PROFILE PG 127

Hilliard Corporation offers a broad line of motion control products, oil filtration and reclaiming equipment, starters for industrial gas, diesel engines and gas turbines, under the Hilco trade name > AD PG 16 > PROFILE PG 130

AD PG 16 > PROFILE PG 130

**Horizon** is a professional distributor that offers a variety of products and services to the green industry with more than 60 stores in the Western U.S., Texas, Georgia and North Carolina. It offers the industry's widest choice of irrigation, landscape, specialty and power equipment products.

> AD PG 50 > PROFILE PG 131

Husqvama offers a complete line of professionally proven outdoor power equipment, including chain saws, brushcutters, trimmers, blowers, zero-turn mowers, lawn tractors, generators and other equipment. > AD PG 63, 65 > PROFILE PG 133

Hustler Turf Equipment manufactures a complete line of commercial and high-end residential rotary mowing equipment. All models, whether walk-behind or rider, feature unsurpassed durability, productivity and ease of operation.

> AD PG 11 > PROFILE PG 134

LT Rich Products manufactures stand-on fertilizer/spray systems, aerators and turf renovators for the commercial lawn care industry. All units are zero-turn and feature a pump/wheel motor transmission. Sprayers feature all stainless-steel construction with large fertilizer and liquid spraying capacity. > AD PG 18 > PROFILE PG 135

R&K Pump & Equipment manufactures

sprayers for the lawn care, aquatics, nursery and tree care industries. With 30 years of manufacturing experience, R&K can produce more than 50 models with various pump, engine and hose reel options to meet every spraying need.

> AD PG 14 > PROFILE PG 142

Since 1965, **Reddick Equipment** has been manufacturing sprayers for the lawn care, turf, deicing and agricultural industries and provide parts for all major brands of spray equipment.

> AD PG 12 > PROFILE PG 145

Landscape professionals who want their work to look great—and pay off great—trust Toro<sup>®</sup> Landscape Contractor Equipment commercial-grade mowers. > AD PG 71, 73 > PROFILE PG 150 Turfco Direct offers renovation equipment, service and parts direct to customers. This direct approach allows Turfco to increase landscapers' productivity, save time and offer the best equipment at affordable prices. > AD PG 70 > PROFILE PG 151

 Walker Manufacturing is an independent, family-owned company producing commercial-grade riding mowers since 1980.
AD PG CV4, 66 > PROFILE PG 154

#### **SNOW & ICE EQUIPMENT**

**Blizzard**<sup>®</sup> is dedicated to providing the most innovative, highly productive snow removal equipment available. It manufactures and markets a full line of innovative snowplows. > AD PG 47 > PROFILE PG 116

THE BOSS Snowplow has made snowplowing efficient and easy with products that set new industry standards. All products are manufactured in an approved ISO 9001:2000registered facility and are available through a nationwide network of distributors. > AD PG 69 > PROFILE PG 118

Fisher Engineering has been manufacturing snowplows for more than 60 years, and its plows have earned a solid reputation for reliability and strength—especially among commercial snowplowers. > AD PG 85 > PROFILE PG 128

**Pro-Tech Manufacturing & Distribution** has been the nation's leader in commercial snow removal attachments for more than 10 years. We have a commitment to and focus on researching and developing products that will continually make you more profitable and

efficient in your snow and ice management

> AD PG 13 > PROFILE PG 140

business.

For nearly 60 years, **Westem®** snowplows have been the choice of the professional plower.

> AD PG 77 > PROFILE PG 155

## SOFTWARE

BOSS® LM from The Integra Group is the easy-to-use business management software that enables landscape companies of all sizes to be more profitable and grow their businesses by leveraging all information in a single enterprise system. > AD PG 72 > PROFILE PG 117

Take your business to the next level using **Drafix Software**'s PRO Landscape design software.

> AD PG 20 > PROFILE PG 125

**QXpress Scheduling Software** by Alocet Inc. is the scheduling software of choice for field service companies using QuickBooks. > AD PG 80 > PROFILE PG 141

Real Green Systems provides marketing lists, mapping/routing technology, hand-held devices, custom printing from posting signs to marketing materials, direct mail and customer assistant web sites. > AD PG 49 > PROFILE PG 144

Visual Impact Imaging is the leading provider of professional software for the landscape industry. EARTHSCAPES landscape design software is user-friendly and widely compatible, making our software solution an integral component for every landscape company, regardless of its size. > AD PG 59 > PROFILE PG 153



### STORAGE SOLUTIONS

**Cover-All Building Systems** is the leading manufacturer of steel-framed, membrane buildings.

> AD PG 61 > PROFILE PG 121

### TIME & ATTENDANCE SYSTEMS

Modeco Systems LLC's TimeScape™ is designed for gathering employee and job time as a mobile time tracking system. Paper timesheets and manual data entry are both eliminated. "It's about time!" > AD PG 97 > PROFILE PG 138

#### **TRADE SHOW**

#### The Mid-America Horticultural Trade Show,

scheduled for Jan. 20-22, 2010, at Chicago's McCormick Place West, features countless plants, products, services and equipment for the green industry. You'll find business tips, industry-focused education, networking opportunities and more.

> AD PG 32 > PROFILE PG 137

#### TURF & PEST MANAGEMENT PRODUCTS

Agrium Advanced Technologies offers a broad selection of slow- and controlled release fertilizer solutions, making it possible for landscape and lawn care professionals to find all the products they've come to trust, such as Polyon<sup>®</sup>, Precise<sup>®</sup>, Nitroform<sup>®</sup> and Nutralene<sup>®</sup>—as well as many new products – all in one place.

> AD PG 3, 21-28 > PROFILE PG 112

#### BASF Professional Turf and Ornamentals

develops and markets chemical solutions for improving turf quality through pest management, which includes weed, disease and insect control.

> AD PG 31 > PROFILE PG 115

**Dow AgroSciences** is a top-tier agricultural company that combines the power of science and technology with the Human Element. Our portfolio uses advanced chemistry to help minimize time and effort by delivering maximum control on weeds, insects and disease.

> AD PG 1 > PROFILE PG 124

**DuPont Professional Products** brings the company's tradition of science, innovation and safety to the pest and green industries. AD PG 17 > PROFILE PG 126

With extensive product selections and new state-of-the-art nitrogen sources, **LebanonTurf** offers the professional turf manager a product for almost every situation. AD PG 7 > PROFILE PG 136

PBI/Gordon Corp. is a national leader in specialty pest management products services, including T-Zone, SpeedZone, Surge, Katana™ 25WG, Q4 and Trimec herbicides, Embark and Atrimmec plant growth regulators, and Azatrol EC insecticide. > AD PG 19 > PROFILE PG 139

**Solu-Cal USA**'s family of calcium and sulfur products allows turf managers to quickly and efficiently address soil chemistry problems. Partner with Solu-Cal to efficiently manage your soil and your turf while protecting the environment.

> AD PG 6 > PROFILE PG 148

SePRO Corp. is an industry leading, specialty agrichemical company. It provides plant protection and plant management products and services that fit specialized niche markets, such as aquatic vegetation management, ornamental and turf management and tree growth regulation. > AD PG CV3 > PROFILE PG 147

**Target Specialty Products** is the West's leading wholesale distributor of pest management products, fertilizers, application equipment, safety equipment, services and education. Target is headquartered in Santa Fe Springs, CA, with multiple branch offices in Arizona, California, Nevada and Oregon.

> AD PG 91 > PROFILE PG 149

# NOTES