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SEPTEMBER 2010
VOL 49, ISSUE 9



Presenting *Landscape Management's* guide to the thought-provoking trends that, for better or worse, are shaping the industry right now.

And the No. 1 trend is...

18 Landscapers surrender to low prices

How to put away the white flag and drive profit
BY NICOLE WISNIEWSKI

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B – Business, **D/B** – Design/Build, **I** – Irrigation, **LC** – Lawn Care, **M** – Maintenance



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LMdirect!

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Athletic Turf News

We know natural turfgrass provides environmental benefits. But not many know growing and harvesting turfgrass sod plays a role in good stewardship.

LD/B Solutions

An Arizona landscape architect figures out how to design around a 40-year-old pool, which dominates a relatively small back yard.

Get Growing

A survey finds getting orders on time and landscapers' lack of knowledge are the biggest issues growers have when selling to landscapers.