CONTENTS DECEMBER 2013 VOL 52, ISSUE 12

DEPARTMENTS

- 6 News & Views
 Lawn Care Forum,
 Irrigation Show recaps
- **14 Weed Watch**Purple cudweed; catchweed

27 Market Watch

LAWN/TREE CARE How turf managers can protect bees MAINTENANCE One company saves with hybrid box trucks IRRIGATION Successfully selling efficient irrigation systems DESIGN/BUILD Pros debate hourly vs. flat-rate design fees

38 Add-on Biz

J.W. Townsend specializes in wildflower meadows.
BY CASEY PAYTON

39 LM Reports

Mowers; trimmers

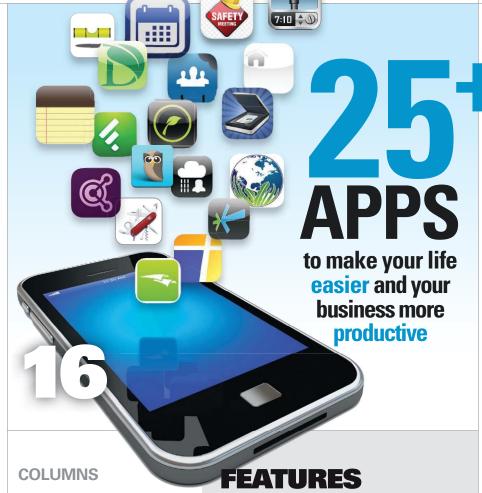
44 1-Minute Mentor

Jason New, Southern Botanical BY SARAH PFLEDDERER

IN EVERY ISSUE

42 Resources **43** Classifieds





4 Editor's Note BY MARISA PALMIERI

10 Best Practices
BY BRUCE WILSON

12 The Benchmark
BY JEFF HARKNESS

16 *App*lied knowledge

Six pros recommend their favorite apps; plus, 16 more apps you may want to consider.

BY MARISA PALMIERI

24 Plateau pains

How to break out of stagnation and get your business to the next level.

BY DAN JACOBS

36 Project Portfolio: Handle with care

Rood Landscape takes on invasive plants in a Native American shell mound.

ONTHE COVER

Photo by iStock International Inc.





OUR MISSION: Landscape Management shares new ideas to inspire and empower readers to run more efficient, profitable businesses. We're the leading information resource for lawn care, landscape maintenance, design/build and irrigation professionals.