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## LA schools getting \$100-million landscape

**LOS ANGELES, CA**— The country's second-largest school system is spending \$100 million to install turf, trees and flowering plants at 800 school sites.

"This is the largest landscape project in the history of Los Angeles," said

Guillermo Aguilar, coordinator of the Greening Program. "By the year 2003, more than 18,000 new trees will be planted and up to 20 million sq. ft. of asphalt will be replaced by turf and gardens," he said.

The concept is catching on nationwide, Aguilar said. "Already, we've been contacted by other school districts."

LA's effort, involving government agencies, consultants and civic groups, took form after voters approved Proposition BB, a \$2.4-billion school repair plan. Initially, half of the funds earmarked for 400 school projects were to be spent on

*"All of these improvements come with a price tag that is less than what it would have cost to pave over the same square footage with asphalt."*

asphalt blacktop, but now 30% of the district's blacktop will be replaced by horticultural projects.

"By planting trees that shade air conditioning units—and that shade south, west or east walls of buildings—energy demand is significantly reduced," said Andy Lipkis, president of TreePeople, a group supporting the project.

At the Raymond Avenue School, the first project to be completed, 80 new trees and a turf kickball field replaced an asphalt lot. "All of these improvements come with a price tag that is less than what it would have cost to pave over the same square footage with asphalt," Aguilar explained.

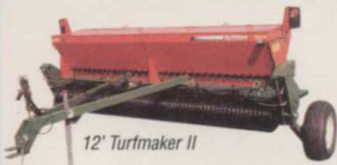
Robert Hamm, deputy director of maintenance and operations, faces the challenge of installing the landscape. Currently, the system has only nine staffers for the 419 schools within the initial Greening Program projects.

"You need to be able to supply the resources to maintain the landscapes after you put them in," Hamm pointed out. "Getting community organizations involved is important."

— James E. Guyette



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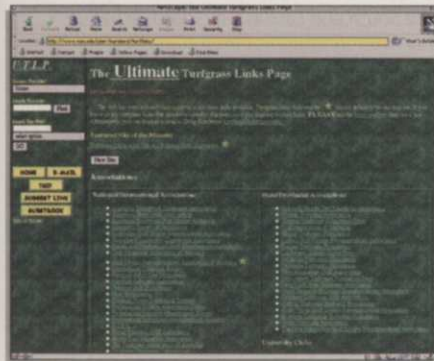


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## The ultimate turf site? It's getting there

Bookmark [www.msu.edu/user/karcher/turfinks](http://www.msu.edu/user/karcher/turfinks) on your computer. This site on the Internet is ambitiously known as "The Ultimate Turfgrass Links Page." That's pretty close to being true because this site has links to 435 (and still growing) turfgrass-related Web sites.

Douglas Karcher, 27, a graduate research assistant at Michigan State University, designed and maintains the "ultimate" site which, with a mouse click or two, can whisk a user from information about mowers and other hardware to the latest research on seeds, insects, weather . . . or just about anything related to commercial turf management. **It started at school**



"Since I added the forms to suggest sites, I've been getting a lot of feedback from site users. They really help me keep the site up to date," says Karcher, who is nearing completion of his Ph. D. at MSU.

Karcher says he sits down at the computer about once a week to update the site and read e-mail suggestions from visitors. He says his "ultimate" site gets about 1,000 hits a month.

— Ron Hall

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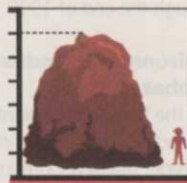
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## 20 Top Landscape Contracting Firms

**E**xpect plenty of changes before next year's list appears, as the trend toward consolidation continues. (Editors' note: Despite repeated requests for information, some firms have not provided operating data and are not on this list.)

### **TruGreen-LandCare Memphis, TN**

Paul Anderegg, president and chief operating officer of TruGreen-LandCare, reports that revenues for the newly formed TruGreen-LandCare division will reach somewhere around \$550 million for 1999 (those figures include TruGreen-ChemLawn landscape division revenues for all of 1999, plus the TruGreen-LandCare revenues



from March 18, 1999 on, when LandCare USA was acquired by TruGreen-ChemLawn).

Having acquired at least 60 companies through merger and acquisition this year, TG-LC is moving forward on several pending deals through the end of 1999.

### **Environmental Industries Inc. Calabasas, CA**

EII is the leading vertical integration of landscape contracting services that include landscape construction, site development, irrigation, golf course construction, maintenance, tree moving and preservation, landscape maintenance franchises and specimen tree nurseries. Divisions operate from 47 locations/offices nationwide include Valley Crest, Environmental Care, Valley Crest Tree Co. and U.S. Lawns. According to Burton Sperber,

CEO, president & founder, this 50-year old firm expects 1999 revenues to reach \$450 million.

### **The Davey Tree Expert Co. Kent, OH**

\$315 million in 1998 revenues/\$325 million projected for 1999. See under 10 Pioneer Firms, pg. 37.

### **The Brickman Group Langhorn, PA**

Although Brickman's annualized growth rate was 47% for the last year, some of that includes acquisitions made in 1998. This year's rate of internal growth is around 30%, says Scott Brickman, president. He says Brickman had \$145 million in revenues for 1998 and projects 1999 revenues to reach \$175 million. He is concentrating on building internal growth for the immediate future rather than through acquisitions.

### **Grounds Control San Antonio, TX**

Grounds Control is part of Sanitors Inc., which provides both janitorial and landscaping services with total sales of about \$70 million this year. Al Honigblum runs the landscape end of the business, centered in San Antonio. His 12-year-old operation recorded sales of \$15 million this season. The company's business mix is 65% maintenance and about 35% construction. Honigblum says Grounds Control is seeking to grow substantially through acquisition in 2000.

### **RBI Companies Littleton, CO**

This 25-year-old firm is solid in Western construction and landscape design/build markets, bringing 1998 revenues of just over \$56.4 million. Most of RBI's customers are commercial (81%), but a significant number also are municipal, sports and golf services. The firm offers landscape maintenance, irrigation and related services from 10 locations and is on the consolidation path. Rick Randall, president, estimates that 1999 revenues will grow to \$66 million.



### **Gothic Landscaping Phoenix, AZ**

This company has enjoyed significant growth, expanding nearly 20% in each of the past several

years. It has about 950 employees, as well as offices in Los Angeles and Las Vegas, along with one in Phoenix. Vice President Jon Georgio says Gothic generated \$39 million in revenue last year, and projects \$50 million for 1999. He and his brother Michael, president, look for \$59 million in revenues in 2000.

### **OneSource, Landscape Services Division Atlanta, GA**

The 1,200 landscape employees of OneSource, led by Division President Ron Schmoyer, provide landscape design/build and maintenance, golf course maintenance and related services. This fits into OneSource's other services, such as janitorial and renovation work. While 1998 revenues totaled \$35 million, Schmoyer expects more than \$45 million for 1999. Look for more growth in the South and East as OneSource expands.

### **The Bruce Co. of Wisconsin Inc. Middleton, WI**

The Bruce Co. finished a \$26-million year in 1998 and projects revenues of \$29 million for 1999. Services include landscape design/build and maintenance, golf course construction and retail sales. Payrolls for around 225 year-round employees swell upwards of 500 during peak season, Nicholson reports.

### **American Landscaping Canoga Park, CA**

President Mickey Strauss and Executive Vice President Gary Peterson fiercely maintain the independence of their California landscaping corporation against consolidations and rollups, while recording 1998 revenues of \$24.5 million. That may grow by \$2 million in 1999. Working exclusively in the commercial arena, the company has been in business for 26 years. They operate out of seven offices, the newest of which is located in Salt Lake City, UT.

### **Lipinski Landscape & Irrigation Inc. Mt. Laurel, NJ**

Robert A. Lipinski founded this company 23 years ago, and this season it will generate \$22.2 million in revenues—54% design/build, 24% maintenance and 22% other services. Just over half the company's sales come from commercial work. Lipinski specializes in



incorporating custom swimming pools within landscapes. Lipinski, the president, budgets sales of \$25 million for 2000.

#### **The Groundskeeper Tucson, AZ**

With seven branch offices and close to 600 employees, The Groundskeeper's growth has been consistent for the last few years, growing at about 15% each year. According to Kent Miller, vice president, it introduced tree service to the Tucson area about three years ago. The Groundskeeper produced about \$22 million in revenues for 1998, and close to \$25 million has been projected for this year. Miller expects to reach the \$28 to \$30-million range in 2000.

#### **Lewis Landscape Design Las Vegas, NV**

Lewis Landscape, owned by Scott Lewis, started as a 100% residential design/build firm and became 100% commercial this year. Last year's \$18 million in revenues is on track to become \$20 million as Lewis continues on a 60% average growth curve. The firm designs and installs high profile projects, forming alliances with national master-plan community builders. Lewis, Jerry Bowlen and Bob Bracken are the team that makes this approach work. The firm operates in Arizona and California as well as Nevada, with 250 employees.

#### **Teufel Nursery Portland, OR**

\$17 million 1998 revenues/\$19 million projected for 1999. See 10 Pioneer Firms pg. 36)

#### **Cagwin & Dorward, Novato, CA**

With operations in 13 locations, Cagwin & Dorward anticipates growing its 1999 revenues to \$18 million, up 12% from the \$16 million it pulled in during 1998.

Wayne Richards, COO and an owner, said the internal growth is brought about by expansion in landscape maintenance, design/build and a new tree division. C&D, which was founded in 1955, employs 300 people.



#### **Chapel Valley Landscape Woodbine, MD**

This firm is 31 years old and has more than 250 peak season employees. J. Landon Reeve, president, says his company has enjoyed substantial growth, but would like to keep the growth at "around 10% each year." In 1998, Chapel Valley generated around \$16 million in revenue and Reeve projects close to \$17.5 million this year.



#### **Landscape Concepts Inc. Grayslake, IL**

For 18 years, Mike Kerton and Peter DeVore have steadily grown Landscape Concepts to its 1998 revenue total of \$15 million. This is a big growth year for the commercial landscaping firm, which operates on 65% design/build services and 35% maintenance in the competitive northwest Chicago area. Revenues for 1999 may shoot up to \$20 million. The company watches trends closely and believes native prairie plantings hold promise for the future.

#### **Brookwood Landscape San Diego, CA**

Keith Wilhite incorporated Brookwood Landscape in 1972, but sons Glenn and Mark conduct the day-to-day operations of this \$15.2 million business now. It is a full-service landscape provider, with 65% of its maintenance clients in retail. Glenn Wilhite points to their veteran managers as a big reason for Brookwood's success. It works almost exclusively in San Diego County.

#### **Mariani Landscape Lake Bluff, IL**

The second generation of Marianis runs this design/build and maintenance firm near Chicago, established 40 years ago. President Frank Mariani expects 1999 revenues to reach approximately \$15 million, partly in response to the company's addition of a new perennial garden services division. About 95% of Mariani's customers are residential.



#### **AAA Landscaping Tucson, AZ**

This 25-year-old company has the attributes of other successful operations, but Richard Underwood, vice president, says his partnership with his brother, Bob, is what makes this company unique. "He's the best partner a guy could have," he says. "We complement each other very well." The partnership works well for AAA's 500 employees. Underwood says AAA has probably doubled its growth in the last decade and expects to generate \$16 million this year.



#### **Nanak's Landscaping Longwood, FL**

This 100% commercial firm has grown steadily for 26 years. Founded by Mahan Kalpa Khalsa and Sam Puran, Nanak's sees revenue rising from a healthy \$12 million in 1998 to about \$15 million in 1999. Working the Tampa, Orlando, Jacksonville and Sarasota area with 300 employees, Nanak's offers everything from horticulture to irrigation, tree trimming, landscape and maintenance.

#### **Terrain Systems Inc. Phoenix, AZ**

Dale Micetic and his wife founded Terrain Systems Inc. 25 years ago and it has grown steadily ever since, offering landscape installation, irrigation, erosion control, maintenance and tree growing services to residential and commercial customers in Phoenix. He estimates it will do \$13 million in sales for 1999, driven by the growth of Phoenix's light industries. Micetic says his greatest challenge right now is the labor situation.

## 20 Top Lawn Care Firms

This year been good to chemical lawn care firms, and several of them have shown healthy growth, despite harsh weather conditions in some areas of the country. Our list includes several top revenue generators, plus others who have influence on a wide range of issues. (Note: Some companies have not responded to information requests and are not listed.)

#### **TruGreen ChemLawn Memphis, TN**

TGCL is predicting lawn care revenues of \$900 million this year. TruGreen, established in the mid-1970s in Michigan, was acquired by ServiceMaster in 1990. In 1992, TG purchased long-time rival ChemLawn, and in 1997, it bought Barefoot



# LM 100

Grass and Orkin Lawn Care too. TGCL Executive David Slott says that internal growth accounts for most of the company's annual increases in sales. "But, we're continually in the acquisition mode," he adds.

## **The Weed Man**

### **Mississauga, Ontario**

The 135 Weed Man lawn care franchise locations will generate about \$55 million in sales in 1999, says Vice President Michael Kernaghan. The company, started by Canadian entrepreneur Des Rice in the early 1970s, faces an interesting dilemma — it has no more franchise locations available in Canada. "I guess that's good news in some ways," says Kernaghan who feels the logical move for Weed Man is to build its presence in the United States.

## **Lawn Doctor, Inc.**

### **Holmdel, NJ**

\$50 million revenue in 1998/\$56 million projected for 1999. See 10 Pioneer Firms, pg.36.

## **FirstService**

### **Toronto, Ontario**

FirstService owns ChemLawn (Canada), Green Lawn Care and Sears Lawn Care brand in new markets in Canada. Together, FirstService companies recorded sales of \$36 million in 1998, a jump of about 31% over 1997. This season, FirstService is forecasting growth of 10% in its company-owned lawn care operations, and planning for at least two additional acquisitions. FirstService also owns and operates the lawn care franchise Nutri-Lawn Lawn Care.

## **Leisure Lawn Inc.**

### **West Carrollton, OH**

Leisure Lawn is more than 20 years old and has 11 locations in seven states, all but one of them company-owned. It reported sales of \$20 to \$25 million for 1998. The company is developing perimeter pest control as an add-on service. Vice President Carl Pettelle says that LL continues to grow while lowering its cancellation rate.

## **Spring-Green Corp.**

### **Plainfield, IL**

This company has been in the lawn-care game since 1977. It has about 65 franchise offices representing more than 100 franchises. Specializing in chemical lawn and tree care with minimal mowing, Spring-Green reported its 1998 revenue slightly under \$20 million. Tom Hofer, president of Spring-Green, describes his company's growth as "steady and consistent."



## **NaturaLawn of America**

### **Frederick, MD**

"We're growing like mad," says Randy Loeb, vice

president of franchise development. It has grown 25% to 30%, compounded annually, for each of the past few years, with 1998 revenues around \$10 to \$20 million. Loeb expects the company to grow another 30% — or possibly more — in 1999. It currently has 45 branch offices in 18 states, as well as Canada.

## **Kapp's Green Lawn Inc.**

### **Fort Wayne, IN**

Longevity, patience and determination are the words that Larry Kapp uses to describe 35-year-old Kapp's Green Lawn, Inc. The company has offices in Cleveland, Pittsburgh, Indianapolis and St. Louis, along with the office in Fort Wayne. It has around 240 employees. Kapp, president, says it has enjoyed steady growth and produced close to \$10 million in sales for 1998.

## **Swingle Tree & Landscape Care**

### **Denver, CO**

About \$8 million revenues in 1998. See 10 Pioneer Firms, pg. 36.

## **Scotts Lawn Service**

### **Marysville, OH**

This company has over 200 employees, nine company branches and 17 franchises, all in only their second year of existence. Scotts generated more than \$7 million in revenue last year. Bill Hoopes, director of training, says the firm projects \$13.5 million for this year, and possibly more than \$20 million in 2000.

## **Massey Services**

### **Maitland, FL**

Massey will provide about \$30 million in pest control, termite control and lawn care (including tree/shrub) sales from locations throughout Florida this year. About a fifth of that total comes from lawn care, says Adam Jones, who heads the lawn care division. Sales arising from its 11 lawn care locations rose by 15% from 1997 to 1998, and another 17% this season, he says.

## **The Lawn Co. Inc.**

### **South Dennis, MA**

This 20-year-old company generated around \$6 million in revenue in 1998. Edwin McGuire, president, expects 8% growth for 1999. The company has about 75 employees and three other branch offices, with plans to open a fourth location.



## **Super Lawns**

### **Rockville, MD**

With more than 20 locations in Maryland, Virginia, Delaware and New Jersey, Super Lawn franchises will generate between \$4 and \$4.5 million, says founder Ron Miller. Super Lawns offers traditional chemical services, plus aeration and seeding. Miller says, "Our business was pretty

steady," in spite of a season-long drought. He's been in the lawn care business since 1979.

## **Prescription Turf Services**

### **Middleton, MA**

This company first started out providing services to area schools. Twenty years later, it now handles more than 1,000 acres and 6,000 residential accounts. Nearly 25 employees work for this company, and it has enjoyed a consistent 10% to 15% percent growth in each of the past several years. Last year, the company generated around \$2.8 million in revenue. President Paul Harder projects a figure closer to \$3 million in 1999, as well as possibly \$3.3 million in 2000.

## **Landscape Management Services Inc.**

### **Lake Charles, LA**

A relatively younger name at nine years of age, this company once had 30 employees working for it several years ago. Now that number has increased to around 70 workers. The company managed to generate revenue in the \$2 to \$3 million range, with a chance to top \$3 million this year.

## **Masters Green Inc.**

### **Sterling Heights, MI**

This is a 10-year-old company that has about 25 employees working for it. Paul Wagner, the president of the company, says that Masters Green produced revenue in the range of \$2.1 to \$2.5 million, and hopes to grow another \$500,000 in 1999.

## **Agro-Lawn Systems Inc.**

### **Vienna, VA**

This well-established company is more than 25 years old, with about 50 employees. Tom Speirs, president, says that last year was the company's best, growing 10% and reeling in about \$2.4 million for 1998. Speirs hopes that will grow to \$2.6 million this year. The company also recently purchased a 13-acre nursery.

## **Lawn Master Inc.**

### **Pensacola, FL**

Lawn Master has been in business for 19 years, with more than 40 employees. The family owned company pulled in about \$2.25 million in 1998. Joe Williams, president, says it enjoyed a 4% to 6% growth increase in the past several years, and should reach \$2.4 million in revenue for 1999.

## **All American Turf Beauty Inc.**

### **Van Meter, IA**

This company has close to 40 full-time employees and generated more than \$2 million in revenue last year. Daryle Johnson, president, says it grew rapidly in its younger days, but growth has leveled off into a steady 10% to 15% range in past years. However, Johnson hopes for a 20% increase in 1999.

### **Southern Lawns Inc. Montgomery, AL**

This season saw this 22-year-old firm grow by about 10%, says James Bartley, president. Southern Lawns' two offices — Montgomery and Columbus, GA — counts about 8,000 customers and will register about \$2 million in sales this season — 85% arising from traditional turf fertilization, insect and weed control and the remainder in ornamental and flower bed services.

### **Fairway Green Inc., Belle Mead, NJ**

With approximately 25 employees, this 12-year-old business generated about \$2 million in revenue last year. Robert Windish, vice president, expects that figure to grow another 7% to 8% this year. Windish says that one of the challenges he has had to deal with involved finding people. "The challenge is finding people who are willing to go out there and work for a living," he says.

### **One Step Tree & Lawncare North Chili, NY**

One Step is 24 years old and has about 22 year-round employees. It has enjoyed a 7% to 12% increase each of the past several years. It generated \$1.75 million last year, and Robert Ottley, president, hopes for nearly \$2 million in 1999. Ottley says that he hasn't had the personnel problems many companies have — at least not yet. "We've been lucky so far," he says.

## 20 Outstanding Grounds Management Operations

**W**e looked high and low to recognize leading grounds management operations that involved large landscapes, big budgets, complex conditions or large staffs worth noting. These aren't the only ones — but these are some of the more interesting and challenging grounds to manage in 1999.

### **Post Properties Atlanta, GA**

This innovative, publicly traded corporation, founded by John Williams, CEO, in 1971, posted assets of \$3 billion in 1998 and is one of the largest and highest rated Real Estate Investment Trusts (REITs) in the country. Post's success is based on its philosophy of managing the top properties in the top markets and providing superior communities to more than 50,000 apartment dwellers in



97 locations, says Todd Tibbetts, vice president of Post Landscape Operations, based in Atlanta.

Post Landscape Operations is one of two landscape arms, and it provides in-house landscape management for apartment communities in nine states (Atlanta alone boasts nearly 50 such communities). Post Landscape Group is the

for-profit commercial landscape maintenance division, with revenues of \$15 million in 1998.

### **San Diego Zoo San Diego, CA**

It's world famous for its animals, but with more than 6,500 plant species, horticultural manager Mike Bostwick faces special challenges dealing with a 100-acre accredited botanical garden col-



lection growing amid hungry, playful — and messy — animals. Monkeys can strip a tree bare of leaves in a heartbeat, and hoofed stock can damage bark. With more than 25 years on the job, Bostwick thrives on applying the knowledge he has obtained.

### **Colonial Williamsburg Williamsburg, VA**

As one of the nation's oldest planned communities, the historic homes and streets once populated by patriots are complemented by more than 100 gardens overseen by Gordon Chappell, director of landscaping. "Landscape archaeology" has been a part of the plan since restoration began in the late 1920s. Each was researched for style and accuracy in the traditions of 17th and 18th centuries. Chappell's mission is to maintain ornamental (and practical food-crop) heirloom plant varieties in a fashion that fits the world's largest outdoor living history museum.

### **Los Angeles Unified School District**

### **Los Angeles, CA**

The largest landscaping project ever in the history of the Los Angeles is now underway — a \$100 million "greening program" that involves planting trees, lawns and flowers at more than 800 school sites. With Eddie Martinez in charge of maintaining these new grounds, scheduling and coordination remain key components. (See article on page 22.)

### **City of Columbia Columbia, MD**

Founded in the 1960s by visionary real estate developer James Rouse, this 15,000-acre planned community of 80,000 people consists of 10 distinct villages located midway between Washington and Baltimore. As vice president of open space management, Charles Rhodehamel tends to 82 miles of pathways and 3,100 acres of open space spread among lawns, gardens, "tot lots" and other recreational assets.



### **University of Pittsburgh Pittsburgh, PA**

Dealing with ups and downs is a daily challenge for Conrad Neuner, one of the nation's experts on planting and maintaining extreme slopes like those at the University of Pittsburgh. "The whole university is built on steep hillsides," he says. "We have 132 acres in the middle of the city." With a crew of 20 full-timers and an annual budget of about \$900,000, Neuner uses unusual combinations of ornamental grasses, wildflowers and other groundcovers to beautify campus landmarks with names like "Cardiac Hill."



### **Goodyear Tire and Rubber Co. Akron, OH**

Clearing snow and ice from eight miles of sidewalks is a top wintertime priority for Grounds

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Manager Tom Riccardi and his crews at this 600-acre showplace corporate campus in Akron, OH. Along with the snow comes a strong program designed to prevent salt damage to the turf. Under warmer conditions, nine full-timers and six seasonal workers mow 325 acres and tend to a 100-acre wildflower garden.

## **Yellowstone National Park Yellowstone, WY**

The world's first national park is bigger than Rhode Island and Delaware combined. Eleanor Williams can drive up to three hours to a landscape worksite and still remain within the park's borders. Temperatures can be as hot as 98° F or as cold as -66° F. A big part of the job is keeping out non-native plants. "We don't bring anything new into the park," says Williams. "You can't go out and buy a blue spruce at a nursery and bring it in here."

## **City of Lenoir Lenoir, NC**

Cemeteries and Grounds Superintendent John Abernethy was the very first Certified Grounds Manager in 1981, designated by the Professional Grounds Maintenance Society. Professionalism on a budget is apparent throughout Lenoir, NC. In addition to the two city-owned 30-acre cemeteries, he is responsible for 84 acres of park lands and landscaped areas, which include annual flowers, street trees and athletic fields.

## **University of Texas Austin, TX**

UT has the largest enrollment in the United States, and Jerry Harrison's annual landscape services budget for the 435 acres is about \$1.6 million. On the job for 27 years, he says students taking shortcuts through planted areas is always an issue. "We try to get the sidewalks in the 'right place,' rather than just what looks good on a plan." In addition to many varieties of aged oaks, UT is graced with color throughout as fresh plantings are done three or four times a year.

## **Chicago Park District Chicago, IL**

Chicago's official motto is a Latin phrase meaning "city set in a garden." Parks chief Carolyn Williams Mezzo oversees an operation aimed at maintaining high levels of horticultural and recre-



ational standards. With an annual budget above \$141 million, the enterprise encompasses more than 7,400 acres of green space, 26 miles of shoreline, 520 neighborhood parks and 800 ball-fields. "Our programming is designed with neighborhoods in mind," Mezzo says, noting that last year, a record 7,100 new trees were planted throughout the Windy City.

## **Winterthur Estate Winterthur, DE**

More than 200,000 people each year come to enjoy the 60 acres of spectacular gardens surrounding the former country estate of the late Henry Francis Du Pont, himself a great horticulturalist. "Du Pont documented the blooming time, cultural considerations and aesthetic characteristics of thousands of plants," says Denise Magnani, curator and director of the museum's landscape division. For John Feliciani, the curator of horticulture and grounds operations, working at Winterthur is a family tradition — his father and grandfather also tended the property.

## **Valley Forge Military Academy and College; Wayne, PA**

This highly structured and demanding institution was established during the Great Depression with a critical mission: "Send us your boy and we will return to you a man." Steeped in tradition, the 800 students enjoy an immaculate parade ground and several precision athletic fields managed by Joseph Murphy, who also serves as deputy facilities director. An annual budget of \$150,000 is allotted for 90 acres of open space.

## **Hearst Castle San Simeon, CA**

Known as "the Enchanted Hill," the late newspaper publisher's fabulous 165-room estate overlooking the Pacific Ocean took nearly 30 years to build. Tons of soil were hauled up to the barren mountain top to create 175 acres of gardens, terraces, fountains, pools and walkways. Now overseen by grounds supervisor Bob Conlen and historic maintenance supervisor Bob Soto, Hearst's original horticulturalists (several of them have plants named after them) used American influences combined with Spanish and Italian elements to create a stunning floral palate that provides year-round color.

## **Missouri Botanical Garden St. Louis, MO**

More than 30 different gardens on 79 acres are overseen by Dr. Shannon Smith, director of horticulture. Some 4.8 million plant specimens are present. Recent additions include a Chinese garden, a boxwood garden and a Victorian garden.



Bird watchers flock here to enjoy the many varieties of feathered visitors attracted to the landscape, and a series of hands-on ecology demonstrations have been introduced.

## **Shanty Creek Bellaire, MI**

Director of Outdoor Operations Brent Nelson feels right at home on these 4,500 acres, providing year-round activities for vacationing families and business groups. He cares for 43 downhill ski slopes and almost 19 miles of cross-country ski trails, along with a network of bike paths and swimming facilities. Seventy-two holes of championship golf are also available. This northern Michigan site contains three separate villages and their accompanying common areas.

## **The Ohio State University Columbus, OH**

Catharine Maupin's position as superintendent of grounds-plant materials marks a second career, having been a teacher before studying horticulture. With Director of Roads and Grounds Chuck Smith, and Mike Fitzsimmons, superintendent of landscape maintenance, she tends a massive operation that cares for the campus' 1,675 acres, including the well-traveled 22-acre Oval and 88 acres of intermural athletic fields. With a student population of 48,000, some 100,000 people come and go every day, which takes a toll on the plants.

## **Tucson Botanical Gardens Tucson, AZ**

Creating color in an arid environment is a challenge faced by Tony Edlund as he practices gardening in the desert. A xeriscape demonstration garden is joined by a cactus and succulent garden, a butterfly garden, a backyard bird garden, an iris garden, a tropical exhibit, herb garden and compost demonstration project. Founded in

cont. on page 32



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