

Brian Cox's story

LM: Obviously, something must have kept you at the company for 20 years! What can a contractor do to hold people and develop them into long-term supervisors?

Cox: First, find somebody who has a definite interest in the business. I do. I have a degree in agronomy from Western Illinois University, so I came into the industry with some interest and background. And spending 20 years in the business has paid off. I now teach turf management at the local junior college here in town.

I really enjoy doing that, and it's probably our biggest route to finding people who are interested in the industry. We've had some success stories from the students I've had in my class. We think a future supervisor or two might come out of that. I'm introduced to a whole new sector of people that way...and they have friends too.

LM: Why did you stay at Robertson when you could have gone elsewhere?

Cox: Working conditions. I had a burning desire to get into this type of industry. You really can't prevent people from leaving, and we've had that happen, too. We're still good friends with those folks. But if you keep people happy, and they like what they're doing and get paid a competitive wage, the chances of retaining them are a lot greater. That tells you why I'm still here. You can actually form a working relationship and a friendship over the course of the years. And friends will try not to disappoint and let you down.

Mike Harris' story

LM: Your company must do something right because both of you have been there so long. That's staggering by today's standards.

Harris: Yes, it is. This is my 19th year.

LM: What explains that?

Harris: It's just enjoyable to come to work here.

LM: And what would you advise a contractor to do to develop – and keep – a supervisor like yourself?

Harris: Give people a job that they will enjoy doing. Don't force people to work long hours, which I know other companies do. The hours are good here. We don't have a large dollar quota to fill each day. And we get along really well. As I said, it's enjoyable to come to work here.

Later, we returned to Robertson:

LM: Your supervisors revealed your secret – they enjoy coming to work!

Robertson (laughs): Imagine that – what a concept!

— The author is a contributing editor based in Mendham, NJ.

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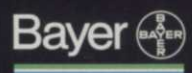
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Property at a glance

Location: Xavier University,
Cincinnati, OH

Staff: Xavier University Physical Plant

Category: School or University
Grounds

Total budget: Unavailable

Year site built: 1995

Acres of turf: 1.5

Acres of woody ornamentals: 2

Acres of display beds: 3 to 4

Total paved area: 12,000 sq. ft.

Total man-hours/week: 120

Maintenance challenges

- ▶ Entire site snow removal
- ▶ Working around students
- ▶ Having mall ready by May graduation
- ▶ Transplanting due to special soil mix

Project checklist

(Completed in last two years):

- ▶ Dance of Tears statue behind library
- ▶ Cohen Center
- ▶ Transplanting of plants around campus

On the job

- ▶ Three full-time staff, one seasonal employee, one licensed pesticide operator

Xavier University

The 1999 Honor Award Winner of the Professional Grounds Management Society for School or University Grounds

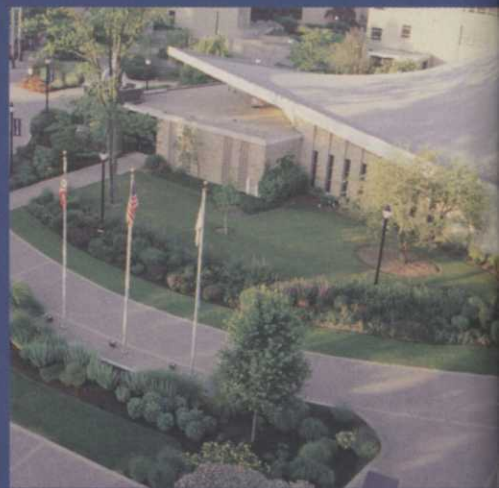
If the beauty of its campus is one of a college's selling points, then Xavier University can't have a problem recruiting new students for its freshman class.

Founded in 1831, Xavier is the fourth oldest of the 28 Jesuit institutions of higher education in the United States. The university sits on more than 100 acres in a residential section of Cincinnati, OH. Total enrollment is more than 6,500 students with 3,000 full-time undergraduates, 1,000 part-time undergraduates, and 2,500 graduate students.

In 1995, horticulturist Walter Bonvell oversaw the reconstruction of Academic Mall which, at one time, had a public road passing through it. It takes center stage on campus by serving as the venue

for many outdoor functions and preparatory and orientation classes for incoming freshmen and their parents.

All of the landscape beds and turf are irrigated ensuring that everything is as green during the hottest days of summer as it is in the spring. The landscape beds were installed with eight to 10 in. of super soil, and the turf was all sodded. On either side of the walkways, 2 1/2 ft. of plastic turf has been placed under the sod for protection against any emergency vehicles that may have to drive down the mall.



▶ Part of Academic Mall planting and chapel.

▶ Walk area between Alter Hall and library.

Editors' note: *Landscape Management* is the exclusive sponsor of the Green Star Professional Grounds Management Awards for outstanding management of residential, commercial and institutional landscapes. The 2000 winners will be named at the annual meeting of the Professional Grounds Management Society in November. For more information on the 2000 Awards, contact PGMS at 120 Cockeysville Road, Suite 104, Hunt Valley, MD; 410/584-9754. Web-site: www.pgms.org

Landscape **PGMS**
MANAGEMENT





Green Star Professional Grounds Management Awards 2000

**We're searching for the country's
Best-Maintained Landscapes
28th Annual Green Star Professional
Grounds Management Awards**

You are invited to enter the Green Star Professional Grounds Management Awards, co-sponsored by Landscape Management magazine and the Professional Grounds Management Society.

This annual program recognizes excellence in landscape management and complements other national programs for landscape design and construction Grand and Honor Awards are offered in 13 categories of private, public, commercial and industrial landscapes. To qualify, a landscape must be at least four years old and under continuous maintenance for at least two years. See page 48 for details.

The awards will be presented during the Professional Grounds Management Society Annual Meeting, Nov. 6 in Indianapolis, IN. Several winners will be featured in *Landscape Management* and PGMS Forum.

Entry Categories

1. Small site (budget under \$80,000)
2. Residential landscape
3. Public works sites (includes

- parkways & inter-sections)
4. Shopping area
5. Hospital or institution
6. Government building or complex
7. Cemetery or memorial park
8. Industrial or office park
9. Park, recreation area or athletic field OR — multiple sites under same management
10. School or university grounds OR urban universities
11. Condominium, apartment complex or planned community
12. Hotel, motel or resort
13. Amusement/theme park.

Judging

A distinguished panel of judges selected by PGMS and Landscape Management determines the winners.

This program aims to:

- Bring national recognition to grounds care.
- Recognize individual efforts leading to high landscape maintenance standards.
- Challenge landscapers to achieve a level of excellence.

Eligibility

An entrant must be professionally engaged in, and responsible for, the maintenance of grounds described in ENTRY CATEGORIES. Projects for which an entry was submitted in a design or construction award competi-

tion are eligible in the Green Star program, even if the project won an award, because maintenance is the criterion upon which an entry is judged.

Grand Award winning projects cannot re-enter this program for two years (1999 Grand Award winning projects are ineligible until 2001).

Any landscape for which the entrant has the main responsibility for maintenance and beautification may be entered. The size of the landscape operating budget is not a criterion for judging. Rather, the judges will consider the quality, challenge and performance in maintenance of the grounds for a period of at least two years.

How to Enter

All entries must include:

1. Fifteen (15) color 35mm slides — ten (10) showing the beauty of the total landscape project and five (5) showing the crew at work. **DO NOT USE 'POSED' SHOTS.** Put a descriptive caption on each slide.
2. Ten (10) 5- by 7-in. color prints — five (5) showing the beauty of the landscape and five (5) showing crew members working in areas that are difficult to maintain. **DO NOT USE 'POSED' SHOTS.** Label each with a descriptive caption.

Note: Put your best scenes on the slides, which are critical

to judging and awards display.

3. One recent photograph of yourself, as the person in charge, working in the landscape.

4. **INDIVIDUALLY LABEL** all slides and photographs with the name of the entrant and the site. **DO NOT USE TAPE** to mount — put in plastic or metal mounts.

5. Include a brief description of the site.

6. All entries must contain a **COVER LETTER** releasing the material for publication at the discretion of Landscape Management magazine. All entries become the property of the sponsors and may be published in Landscape Management magazine or used for other purposes the magazine deems appropriate. **NO MATERIALS WILL BE RETURNED.**

7. Enclose a check for the **ENTRY FEE:** \$125 for members of PGMS or \$180 for nonmembers. To qualify, all elements of the entry must be **COMPLETE** in one mailing envelope, including entry fee.

Deadline

The deadline for entries is Aug. 4, 2000. All entries must be submitted to the Green Star Professional Grounds Management Awards, c/o Professional Grounds Management Society, 120 Cockeysville Road, Suite 104, Hunt Valley, MD 21030.

When someone suggests you spend more money on a less effective preemergent, it's time to hold on to your wallet.

Herbicide	Crabgrass	Goosegrass	Foxtail	Poa Annua	Oxalis	Spurge	Hembit	Chickweed
PENDULUM	H	H	H	M	H	M	H	H
BARRICADE ^a	H	M	M	M	MH	M	H	H
DIMENSION ^b	H	M	H	M	H	M	M	M
TEAM ^c	H	M	M	M	M	M	NR	NR
RONSTAR ^d	M	H	NR	M	M	NR	NR	NR
SURFLAN ^e	H	H	H	M	MH	M	H	H
Level of control	Medium		Medium-High		High	Not Registered		

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Green Star Professional Grounds Management Awards 2000 Official Entry Form and Fact Sheet



Please **PRINT CLEARLY** or type the information requested below. Check for accuracy. This information will be used for publicity purposes and awards.

Each entry must include this completed form and entry fee:

- * PGMS members — \$125
- * Combination PGMS membership and entry fee — \$250
- * Non-members — \$180

Make checks payable to the Professional Grounds Management Society.

SEND COMPLETE ENTRY AND FEE TO:

Professional Grounds Management Awards
c/o Professional Grounds Management Society
120 Cockeysville Road, Suite 104
Hunt Valley, MD 21030
Call 410/584-9754 with any questions.

NAME OF SITE: _____

State: _____ Entry Category #: _____

Name of company or agency owning this landscape:

Address: _____

City: _____ State: _____ Zip: _____

**SIGNATURE OF THE COMPANY OR AGENCY OFFICIAL
CONSENTING TO THIS ENTRY AND A RELEASE FOR PUBLICITY:**

Signature: _____

Title: _____

WHO IS RESPONSIBLE FOR MAINTAINING THIS LANDSCAPE?

- In-house staff Outside contractor

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone (____) _____

(IMPORTANT) Year site was built: _____

Years I have maintained this site: _____

Total acres maintained: _____

Acres of turf: _____

Acres of woody ornamentals: _____

Acres (or sq. ft.) of display beds: _____

Total paved area: _____

NUMBER OF EMPLOYEES: _____

Full time (year round): _____ Seasonal: _____

Other (please specify): _____

Licensed pesticide applicators: _____

Total man-hours per week: _____

ANNUAL EXPENDITURES:

Total budget for this site: (Including salaries) _____ \$

Equipment: _____ \$

Chemicals and fertilizers: _____ \$

Seed and plant material: _____ \$

SPECIAL MAINTENANCE CHALLENGES:

1. _____

2. _____

3. _____

SPECIAL PROJECTS COMPLETED IN THE LAST 2 YEARS:

1. _____

2. _____

3. _____

If selected a winner, I request the name on the award to be
(check one or both):

Name of entrant (name which will appear on plaque):
(please print) _____

Name of organization or agency:
(please print) _____

IMPORTANT: Please provide the name of the person who will accept the award at the banquet:

(please print) _____

I certify that all information provided on this form and in the accompanying entry is accurate to the best of my knowledge. I understand that no materials will be returned and that all material may be used for publication in *Landscape Management* magazine or for other purposes deemed appropriate.

Signature of entrant _____ Date _____

ENTRIES MUST BE RECEIVED BY AUGUST 4, 2000

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*See Program Guidelines for details.

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Some landscape managers are fans of Ford and Dodge trucks. Others couldn't part with their Isuzus or Chevys. From super-duty one-ton trucks to lighter utility vehicles, landscape managers will use whatever they need to get the job done in the shortest amount of time, without sacrificing quality or profits. From different backgrounds and various parts of the country, our landscape managers talk trucks.

GMC's/Chevrolet's full-line

▲ T-series tilt-cab Chevy

Product: The WT5500 — a new model to the W-Series tilt cab lineup for Classes 3-5.

Best features:

- A new Duramax 7800 6-cyl. diesel engine with 200 hp at 2400 rpm and 441 lbs. per foot of torque at 1500 rpm.
- Better visibility.
- More maneuverability.
- Extra space and cab comfort — a standard bench seat with adjustable back rests.
- Allows companies in states with more restrictive CDL weight limits to maximize their load/work capabilities.
- All-steel cab with a 76.2-in. bumper-to-back of cab (BBC) dimension.

Product: C-Series medium-duty trucks — Classes 5-8

Best features:

- Available with either Caterpillar's 3126B

turbocharged/aftercooled, in-line, 6-cyl. 7.2-liter (439 cu. in.) medium duty diesel or GM's Vortec 7400 MD gasoline V-8 with sequential port fuel injection and a distributorless ignition.

- Government Vehicle Weight Ratings (GVWR) range from 18,000 to 61,000 lbs.
- The Vortec 7400 MD, available in 210 hp/325-lb. torque and 270 hp/405-lb. torque, provides better acceleration, passing and hauling/towing capability.

Product: T-Series, tilt-cab medium duty trucks span Class 5 through lower end of Class 8.

Best features:

- Available in single-axle, tandem-axle and LoPro models.
- Accommodates bodies up to 28 ft. and payloads to 40,000 lbs.

- Shorter lengths and tighter turn radius especially popular in congested areas.

Product: GMC Sierra 3500 HD, Chevrolet C3500 HD — the 3500 HD chassis cab, with 15,000-lb. GVW capacity, is the highest-capacity work truck in GMC's Sierra line and the heavy-duty workhorse of Chevrolet's C/K lineup.

Best features:

- Appeals to companies moving down in weight class to avoid the ex-



GMC Sierra 3500 HD heavy-duty workhorse