

# products

TECH CENTER

## A bug's strife

Move over, turf and landscape ornamental insecticides: here comes Meridian from Novartis (expected out this summer). For turf, it will provide broad-spectrum preventive and curative control of all major white grub species at the lowest rate of active ingredient ever. For landscape ornamentals, it will provide long-lasting, broad-spectrum control of aphids, mealybugs, whiteflies and other foliar pests. Plant uptake with Meridian is rapid and transport is through the xylem to untreated portions of the plant. Long-lasting insect control is provided with minimal impact on beneficial species.

**For more information on Meridian contact Novartis at 800/395-TURF or [www.cp.novartis.com](http://www.cp.novartis.com) / circle no. 250**

## Pumping up soil

Regal Chemical Company introduces Liqui-Green, an all natural, slow-release nitrogen fertilizer that relies on microbes in the soil as the catalyst for the process that releases nitrogen to make it available to plants' root systems. As microbes "eat away" at the molecule's structure, nitrogen gets released into the soil. The more LiquiGreen that is applied, the more microbes are attracted.

**For more information call 800/621-5208 / circle no. 251**

## Load 'em up

Komatsu Utility Corporation's two new compact wheel loaders feature wheel loader per-



formance and skid steer versatility. A low effort single pedal allows for efficient control of speed and braking. After dumping, the loaders feature a return-to-dig function that improves cycle times. The operator's compartment has dual

## Light up your life

Kichler Landscape Lighting's K-15060 AZT, an uncomplicated "simplicity side mount," offers perfect illumination along paths and gardens without bothersome glare. With durable die cast aluminum construction, it is finished in textured architectural bronze. It measures 4 in. in diameter, 21 1/2-in. high and extends 5 in. The fixture is supplied with a 24.4-watt bulb.

**For more information call 800/659-9000 / circle no. 252**



entry and exit, bucket visibility and low noise operation. The WA 30 model has an operating weight of 6,040 lbs.; bucket capacity of 0.52 cu. yd.; and 29 hp. The WA 50 has an operating weight of 8,200 lbs.; bucket capacity of .73 cu. yd.; and 37 hp engine.

**For more information write to 440 North Fairway Dr., P.O. Box 8112, Vernon Hills, IL 60061-8112 / circle no. 253**

## Blow like a pro

Selbro, Inc.'s high velocity/high output blowers for the Scag S series and Toro Proline series



mowers are designed to eliminate operator fatigue and increase productivity with Selbro's blower attachments for out front rotary mowers. New for 2000 is the ProBlow Max line of high output walk-behind debris blowers available in several engine styles.

**For more information call 800/973-5276 / circle no. 254**

## Platform stake bodies

Morgan's platform stake bodies feature floors of Apitong laminated decking; Apitong hard-

wood or steel without underlay; standard 48-in. bulkhead; and 42-in. racks of unpainted galvanized steel or black powder coated, with platform lengths from 12 to 26 ft. The company promises it can get the bodies with these specifications out to customers within 7 days.

**For more information call 610/286-5025 or visit [www.morgancorp.com](http://www.morgancorp.com) / circle no. 255**

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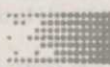
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FOR ADVERTISING INFORMATION AND AD PLACEMENT, CONTACT: LESLIE ZOLA, 440-891-2670, 1-800-225-4569, (ext. 2670), Fax: 440-826-2865 Email: lzola@advanstar.com

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# cleanup crew

THIS AND THAT

## D.C.-AREA GREEN INDUSTRY STATISTICS

- **Average hourly wages for landscape and similar trades:**  
hourly labor rate, estimate: \$9 without supervisor; \$11.50 with supervisor<sup>1</sup>
- **Annual wages for 1998:**  
Landscape and horticultural services: \$20,360  
Building construction general contractors and operative builders: \$34,402  
Retail nurseries, lawn and garden supply stores: \$17,875  
Miscellaneous general merchandise stores: \$15,239  
Eating places: \$11,173  
Building cleaning and maintenance services, not elsewhere: \$13,069<sup>2</sup>
- **Average single family lawn size:**  
Overall average is about 7,000 sq ft; in DC area close to 5,500 sq ft.<sup>3</sup>
- **Number of area landscape equipment and product dealer/distributors:** 1264
- **Number of lawn/landscape companies in the area:** 783<sup>4</sup>
- **Landscape Contractors Association of MD VA and DC member firms:** about 210<sup>5</sup>
- **Number of certified chemical applicators for lawn/landscape:**  
VA: 322 in the Arlington-Fairfax area<sup>6</sup>  
DC: 240<sup>7</sup>  
MD: 306 statewide: 1,2258

### SOURCES:

<sup>1</sup>JEFF TOPY, THE BRICKMAN GROUP AND CURRENT PRESIDENT, LANDSCAPE CONTRACTORS ASSN OF MD VA AND DC;

<sup>2</sup>US DEPARTMENT OF LABOR, BUREAU OF LABOR STATISTICS; MIKE WALD, REGIONAL ECONOMIST, ATLANTA

<sup>3</sup>CHRIS FORTH, REGIONAL AGRONOMIST FOR TRUE GREEN CHEMLAWN;

<sup>4</sup>AMERICLIST, NORTH CANTON, OH (800/790-0096; WWW.AMERICLIST.COM)

<sup>5</sup>LANDSCAPE CONTRACTORS OF MD VA AND DC;

<sup>6</sup>VIRGINIA OFFICE OF PESTICIDE SERVICES;

<sup>7</sup>WASH, DC BUREAU OF TOXICITY, PESTICIDE PROGRAM;

<sup>8</sup>MARYLAND DEPARTMENT OF AGRICULTURE, PESTICIDE REGULATION SECTION

## Humdinger of a prize

Irritrol Systems is making buying its products pay off in a big way. Just ask irrigation contractors Chad Bagley and Linda Rast, who were the first two winners of five Hummer safari trips Irritrol Systems will give away through its No Limits contractor program. Bagley, from Bagley Lawns, Pasco, WA and Rast, from Star Irrigation, Arlington, TX, were selected from thousands of No Limits entries in a random drawing. Three additional Hummer safaris will be awarded in monthly drawings to be held in July, August and September 2000. In addition, one Hummer vehicle will be awarded to one grand prize winner in September 2000. The grand prize winner will be selected from all entries received during the five-month promotion. The deadline to turn in entries for the grand prize drawing is August 31, 2000. The No Limits program is open to owners and principals of landscape and irrigation contracting companies headquartered in the U.S. Participants earn one drawing entry for every Irritrol Systems product they purchase between April 1 and August 31, 2000.



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## And the winner is...



Lou Kobus of Village Turf, Mount Vernon, VA, supported the Evergreen Foundation out of the goodness of his heart. After all, the non-profit group provides greenway projects around the country with cash support and gift-in-kind contributions of work, machinery or materials. But by signing up as a member during a recent membership drive, he got more: a weekend for two at the John Deere Classic PGA golf tournament in Moline, IL last month. Way to go, Lou! Anybody interested in helping the Evergreen Foundation should call Den Gardner at 877/758-4835 or log on to [www.evergreenfoundation.com](http://www.evergreenfoundation.com).

## Labor talk

*"It's no longer a question of just 'Get me some labor,' it's more specific. Contractors want good workers whose legal status is solid. H2B addresses those needs."*

— Scott Evans, C. Scott Inc., Bay City, TX, talking about how federal audits can turn up illegal immigrant workers, and how, if a worker repeatedly fails to produce a question-proof Social Security card, he or she can be barred from working in the U.S. again.

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*M. J. [unclear]*

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