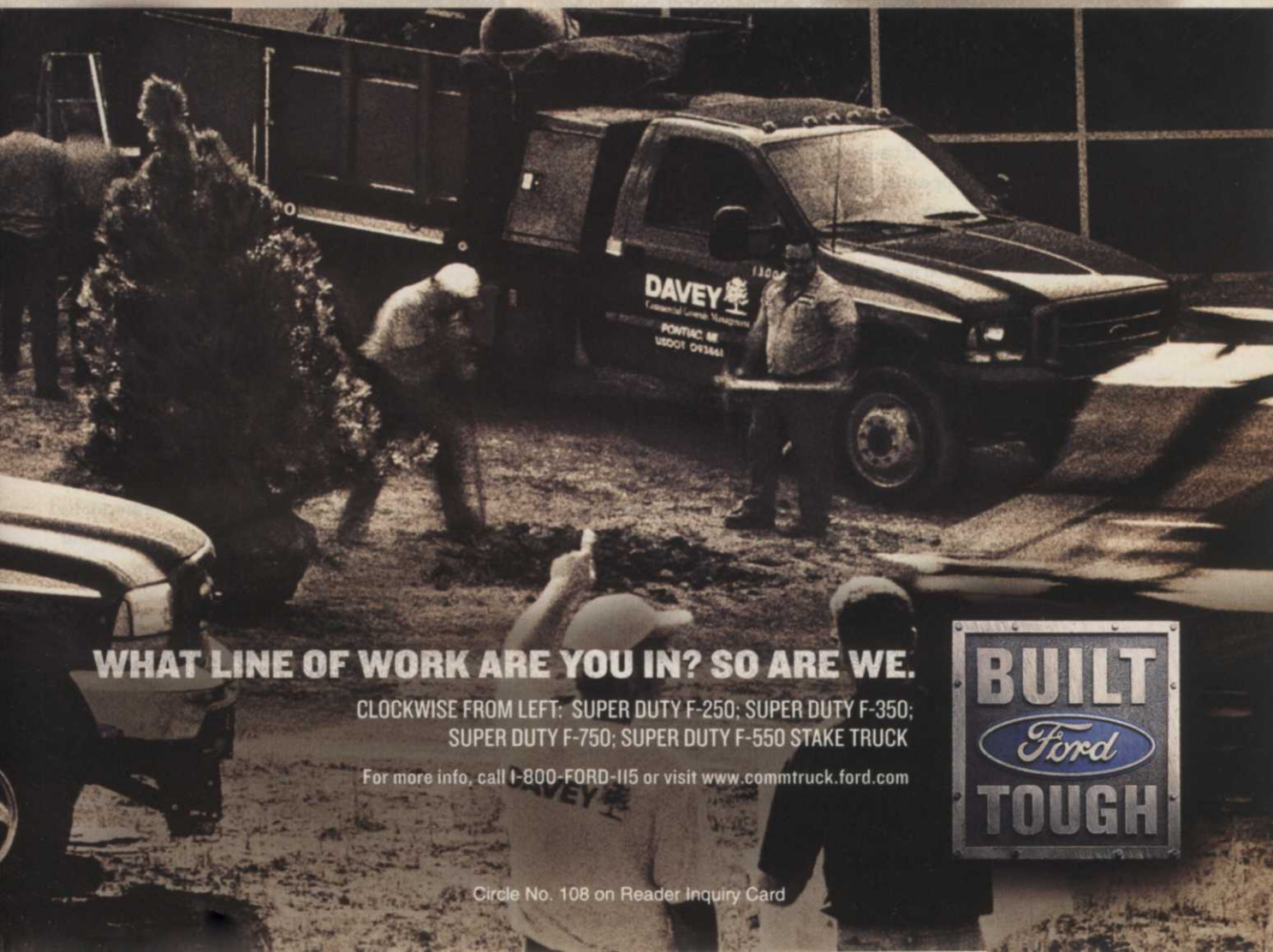


LOOKED LIKE THE NORMANDY INVASION.

IT TAKES A LOT OF MEN AND EQUIPMENT TO MAKE THINGS LOOK BEAUTIFUL. AND NATURAL.
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If you're spending too much on small things like gloves, issue your employees an equipment allowance and let them be responsible for their own gloves.



Do it faster and cheaper

Do you have ideas about how to do your job better? Are you short on money and long projects that need doing? Here are some helpful ideas that worked well when I served as a park and tree superintendent in Massachusetts.

It's the little things that count

Look at the budget and your expense ledger carefully, especially if you're a big operation. Notice the little items that appear frequently. For example, how often do you buy work gloves? Is it a reasonable figure or are the gloves disappearing too fast?

If you're spending too much on small things like gloves, issue your employees an equipment allowance and let them be responsible for their own gloves. They'll make them last longer if they have to pay for new ones. You can also stipulate that if they show up for work without the gloves, they go home for the day. The same idea works whether the item is gloves or work boots, uniforms or pruning shears.

How do you keep padlocks from disappearing from trucks, sheds or gates? We purchased our locks with long shanks, then attached the shanks to an 18-in.-long cable with a malleable clamp. The other end of the cable was attached to the truck, shed or gates. This way, the locks could never disappear without willful intent. It may only save you \$25 a year, but it adds up.

Have you tried spraying herbicides in your shrub beds when the weeds are small, then repeating this process once every couple of weeks? Have you asked customers if they would mind having their lawn sprayed with growth retardant to reduce the mowing bill? If you have design



The top of a schoolbus salvaged from a junkyard became a portable roof for Phillips' dump body.

skills, ask the customer to pay for a remodeling of his or her landscape to eliminate hard-to-maintain plant material or mowing obstacles.

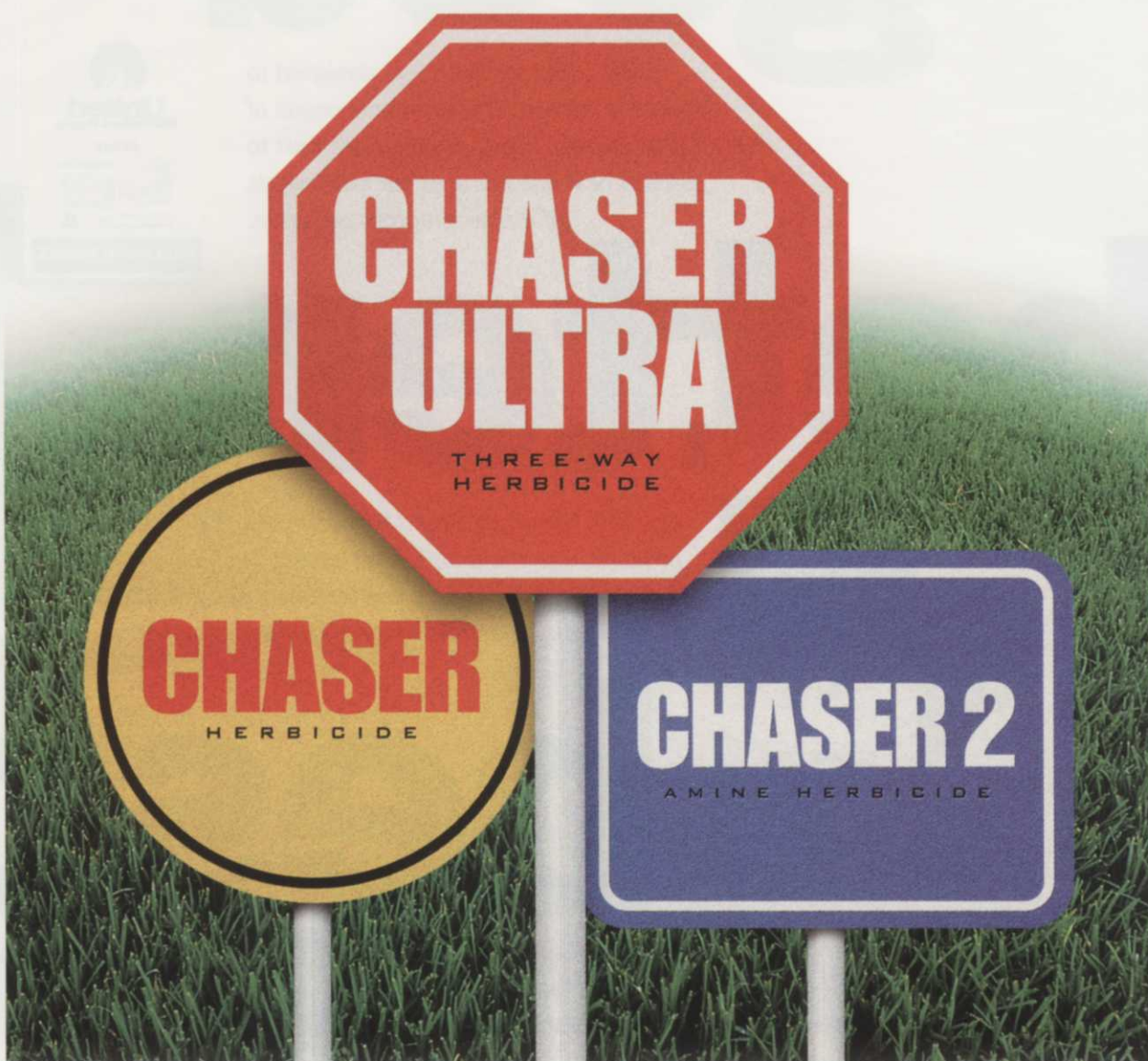
Junk or treasure?

Is there a recycling facility nearby where you can see what others are throwing away that you can use? For example, we discovered one autumn that a contractor had thrown away a leaf machine with a blown engine. Our shop added a few new parts to it, and suddenly we had a machine that lasted a few more years.

Black nursery pots are a valuable recycling item. If you can't use them yourself, see if the nursery wants them back. Garden hobbyists often look for these pots. For example, hosta collectors often grow their plants in these pots because they want to grow them in the shade of a large tree but don't want the tree's and hostas' roots competing. Other growers like to keep their plants semi-

continued on page 15

Three sure signs of weed control



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- Use Chaser in cooler weather such as the spring and fall and Chaser 2 Amine when days are warmer for year-round control

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Check with your local UHS representative for more details on our complete line of outstanding fertilizer products

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portable by growing them in pots in the ground.

Did you know that a school bus and dump truck are exactly the same width? We found a school bus at a junkyard and, for \$100, had the entire roof cut off. Then, our welding shop turned the bus top into a portable roof for our dump body. The truck can now be a chip truck towing a brush chipper or a leaf truck towing a leaf machine. When the top is removed, it can haul snow in winter or soil in summer.

Much about mulch

Is it better to mulch a garden bed before or after planting? If you do the planting first, you can cover the plant with the pot it came in, spread the mulch to the correct depth, then remove the pot. It keeps the mulch out of the plant's leaves and reduces time on the site. The mulch is also far enough from the trunk of the plant to prevent crown roots from becoming a problem.

Consider getting a mulch blowing machine or contractor to do your annual mulching. For one of our jobs, the sprayed mulch took only two hours to apply. That's a lot more economical and efficient than tying up a three-person crew for two days. The savings will easily pay for the cost of the sub-contractor.

Check out new equipment

Check out all the latest equipment, not just new mowers. Several years ago, we discovered a riding mower that could cut grass while moving at 7 mph. Furthermore, it could hop over curbs and drive down sidewalks from place to place without having to be hauled by trailer to every stop.

Other equipment has helped when we complete a paving project. We often have to raise the soil at the edge of the new pavement. A new device converts a winter

sander truck, which is never used in summer, into a loaming machine. The loam is conveyed to the device (a hydraulic truck conveyor), which takes the place of the sander spinner, and the loam is conveyed to the side of the truck. This allows the truck driver to drop the loam right on the pavement's edge. Now, we can get 1/2 mile a day of completed loaming done, which is twice as fast as using a conventional dump truck and loader.

Another fairly new piece of equipment comes from the body-swap group of manufacturers. These manufacturers have developed a series of landscape bodies that can be interchanged on the same truck frame. We can use one of several conventional dump bodies, some flat beds, an enclosed body for hauling plants from the nursery, a sander for winter use and several custom bodies that hold a large tool box and wheel barrel rack next to the dumping platform, all on the same truck. It takes the truck operator only about ten minutes to drop one body and pick up another.

One of the best pieces of equipment that has come out in a long time is the rotary tiller manufactured by Blec. In a single pass, the Blecavator pushes rocks, sticks, weeds and sod to about six inches below the ground surface and leaves the land

smooth and ready for reseeded or sodding. Even if you do a second pass, you still save an incredible amount of time. We purchased our machine for \$15,000, which was taken from an \$85,000 ball field renovation project (the estimated cost for a conventional turf renovation project.) The cost savings with this machine covered its purchase price in this one project alone.

Hopefully, these ideas will make your job go faster, more efficiently and improve the morale of your workers.

— Leonard Phillips is a landscape architect who lives and works in Peabody, MA. He can be reached at lenphillips@yahoo.com.

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Circle 109

industry almanac

NEWS YOU CAN USE

Dow buys Rohm & Haas' ag chem biz

INDIANAPOLIS, IN — The Dow Chemical Co. and Rohm and Haas Co. have agreed for Dow Agro-Sciences LLC to buy Rohm and Haas' Agricultural Chemicals business for \$1 billion.

"The decision to sell our Agricultural Chemicals business was a difficult one...," said Raj Gupta, Rohm and Haas' CEO. "...However, as we continue to reshape our portfolio for the future, it has become increasingly evident that the Agricultural Chemicals business will flourish more as a part of a global firm with a stronger presence serving the agricultural markets."

Diablo, Cohen form Celtis Group

SACRAMENTO, CA — Diablo Landscape Management, Inc. and Cohen Landscape Services, Inc. have formed a new holding company called The Celtis Group which now has \$16 million in sales and over 220 employees with locations in Sacramento, Vallejo, Dublin and San Jose.

Simplot acquires Turf Solutions

SAN DIEGO, CA — Simplot Partners acquired Oxnard, CA-based Turf Solutions. Simplot now can take advantage of the Oxnard distribution center, with custom seed blending capabilities of over 50,000 lbs. of production per day and a separate blender for specialty grasses.

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CLIPPINGS

OSHA's ergonomics standard defeated

BY JASON STAHL

Much to the Green Industry's relief, the U.S. House of Representatives passed Senate Joint Resolution 6 on March 7 disapproving the Occupational Safety and Health Administration's (OSHA) proposed ergonomics standard.

The resolution will now be sent to the White House, where it's expected that President Bush will sign it into law.

If the resolution hadn't been passed, the American Nursery and Landscape Association (ANLA) argued, the ergonomics standard, aimed at reducing musculoskeletal disorders (MSDs) developed by workers whose jobs involve repetitive motions, force, awkward postures, contact stress and vibration, would have unfairly forced Green Industry business owners into implementing hundreds of thousands of dollars of workstation improvements.

"The ergonomics standard was overly broad for the Green Industry," says Geoff Galster, ANLA's Director of Regulatory Affairs, "primarily because we're a seasonal business and we have no fixed workstations. Plus, some activities related to agriculture would have been exempt, while others like

landscape installation, maintenance and retail sales would not have been."

According to Galster, OSHA can issue another ergonomic standard provided it is substantially different than the last one and addresses specific needs and issues.

ANLA was one of several industries lobbying for passage of this resolution, but it targeted certain House districts that had intensive agricultural interests or districts where ANLA helped elect the House member.

Surfin' Turf

LawnCareSuccess.com

Green Industry consultant Sean Adams of Pittsburgh, PA, created LawnCareSuccess.com as a result of his past experience as a business owner. "I owned my own business for seven years, and there was never one place I could find all the information I needed."

Adams believes he's finally created that place with his new Web site which, says its banner, "helps lawn care, landscaping and tree expert companies profit and prosper." Although it isn't the most graphically pleasing site, it does offer a wealth of free advice on marketing, management, employees, customers and start-up businesses. The key word there is "free", so go to town.

Another cool feature is its discussion forum, where business owners can talk about the headaches they share or trade a few laughs about stories in the field.

If all that isn't enough, there's also a free newsletter to sign up for, a listing of industry seminars and events, a manufacturer information page and an option to sign up for one-on-one consulting from Adams. All in one place, and that's the point.

— Jason Stahl



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Royster-Clark acquires ProSource One

MEMPHIS, TN — Royster-Clark Group, a supplier of fertilizers, seeds and crop protection products to the eastern U.S., acquired ProSource One and its parent company, Agro Distribution South.

Greenzebras joins Green2go

FT. LAUDERDALE, FL — Greenzebras and Green2go internet companies announced plans to merge into one Green Industry Web site offering live and hard goods with national shipping services. Ted Gramer, former president of Greenzebras, is now CEO of Green2go.

BASF, Scotts ink marketing deal

RESEARCH TRIANGLE PARK, NC — BASF Corp. and The Scotts Company signed an agreement for Scotts to begin marketing Cygnus (kresoxim-methyl) and Sanmite (pyridaben) in the U.S.

"This agreement provides BASF continuity in the distribution and marketing of our horticultural products and greater market penetration by joining forces with the Scotts Plant Protection Group," said Bill Baxter, business manager, BASF Turf and Ornamental Products.

OTF celebrates 40th anniversary

COLUMBUS, OH — April 24, 2001 marks the Ohio Turfgrass Federation's 40th anniversary. George Hammond was OTF's first president. At the OTF's first meeting, Ken Bader was elected to start a turf program at The Ohio State University. Since then, the OTF has contributed more than \$4 million in research grants and more than \$300,000 in scholarships. Today, OTF membership exceeds 1,100 members.

Christmas light franchises for only \$1,000

SAN ANTONIO, TX — Check out Outdoor Decor's latest deal — Christmas light franchises for \$1,000. Actual cost is \$6,000, since \$5,000 is needed for additional products. Original cost was \$10,000.

[CLIPPINGS]

People & companies



Cebeco International Seeds appointed **Brad Dozler** president.

disville, PA, with its 2000 Distributor of the Year award.

Pennington Seed named **Scott Rushe, Michael Turner** and **Jeffrey Everhart** territory managers for the Professional Turfgrass Group.

Ariens Company appointed **Rick Von Schwarz** director of sales for the Mid-Atlantic/Ohio Valley region. Kevin Wiseman was promoted to manager of OPE Sales.

California Turf Products has combined with West Star Distributing to create a new statewide turf specialist company, Turf Star. The new company will operate statewide from its five existing service locations (Hayward, Rancho Cordova, Brea, Vista and Bermuda Dunes.)

Briggs & Stratton presented a check in the amount of \$12,500 to the Equipment & Engine Training Council (EETC). Formed in 1996, the EETC works to address the critical shortage of qualified service technicians in the outdoor power equipment industry.

U.S. Lawns added its 78th franchise, U.S. Lawns of Bridgewater, NJ, on Jan. 22, 2001.



Waterlines, Inc., a manufacturers' representative agency for pool, irri-

gation, outdoor lighting and water-gardening lines, hired **Hiedy Hansel** to cover the Maryland, Delaware, West Virginia and Virginia markets.

Attachment Technologies, Inc. (ATI) signed an agreement with Digga, New South Wales, Australia, to manufacture and distribute its products in North America.

Century Rain Aid named **Jim Ross** vice president of marketing.

Seed Research of Oregon hired **Matt Webb** as marketing/communications specialist.

Exmark Mfg. honored **Lawn Equipment Parts Company (LEPCO)**, Lan-

Contech Construction Products named **Scott Hensley, Brian Flint, Wayne Peterson** and **Hugh Mickel** business development managers.

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