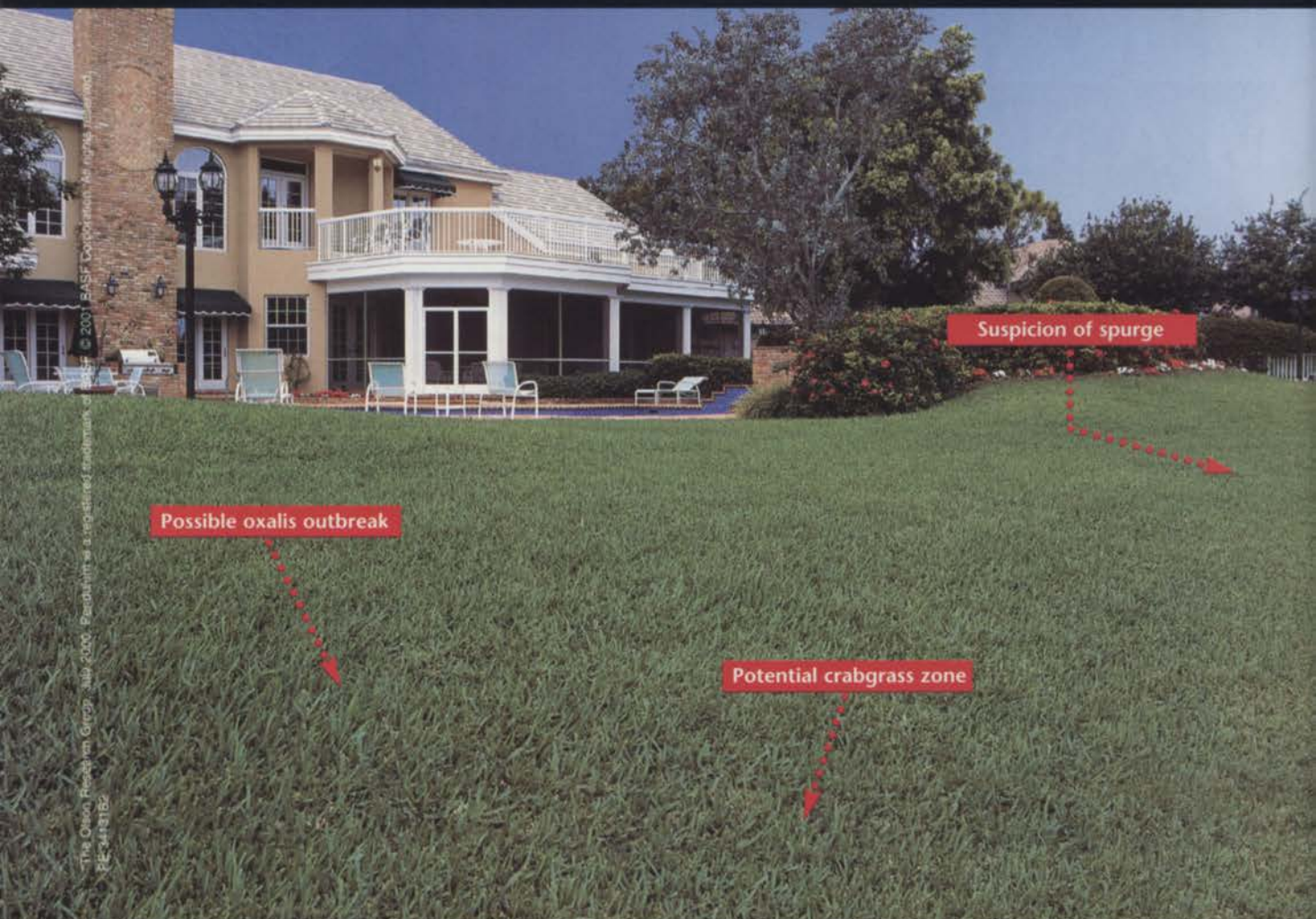


# IMPEDE THE SEED.



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The Orion, Resequen Group, July 2000. Pendulum is a registered trademark.  
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## WEEDS NEVER SEE THE LIGHT OF DAY.

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Lurking just beneath the surface are thousands of tiny weed seeds, threatening to ravage lawns and established ornamentals. Fortunately, Pendulum® preemergent herbicide stops more than 40 broadleaf and grassy weeds dead.

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Herbicide

Always read and follow label directions.

# BASF



**Buy Early. Buy Often.**

*lots of*  
**GET ^ CASH.**

**Act quickly for cash rebates from BASF.**

**BASF**



# Make your connection.

Purchase and take delivery of BASF pendimethalin-based products, including **Pendulum® preemergent herbicide** and BASF pendimethalin-based products from The Andersons, Inc. and Helena Chemical Company by December 14, 2001 and earn cash rebates from the Green Connection™ Program.

All purchases between September 1, 2001 and December 14, 2001 qualify for this special program.



I have purchased the following formulations and request the rebate indicated below.

Formulation	Minimum Redemption Quantity	Quantity Purchased	Cash Rebate	Total Rebate Earned
Pendimethalin 3.3 EC	25 gal	<input type="text"/>	\$6.00/gal	<input type="text"/>
Pendimethalin 60 WDG/WP	100 lb	<input type="text"/>	\$1.25/lb	<input type="text"/>
Pendimethalin Plus Fertilizer	4000 lb (80 bags)	<input type="text"/>	\$.75/50-lb bag	<input type="text"/>
Pendimethalin 2% Granular	2000 lb (50 bags)	<input type="text"/>	\$2.00/40-lb bag	<input type="text"/>

**Details of Offer:** Qualified end-use customers must purchase and take delivery between September 1, 2001 and December 14, 2001. All purchases of BASF pendimethalin-based products, including **Pendulum**® and BASF pendimethalin-based products from The Andersons, Inc. and Helena Chemical Company qualify provided they meet the minimum redemption requirements. The more you buy, the greater your cash rebate!

To receive Green Connection™ Dollars, complete this redemption form and mail it, along with a photocopy of your original invoices, to: The BASF Green Connection • C/O M&B Associates • PO Box 8575 • Trenton, NJ 08650

**ALL REDEMPTION FORMS MUST BE COMPLETED AND POSTMARKED BY DECEMBER 31, 2001.  
ALWAYS READ AND FOLLOW LABEL DIRECTIONS.**

**Program Rules:** Offer is available to professional product end-use customers only (those persons or entities that actually use the product as labeled). Distributors or other individuals reselling product are not eligible. Qualified end-use customers must purchase and take delivery of product between September 1, 2001 and December 14, 2001. Complete the entire rebate form and attach copies of your original distributor invoices as proof of purchase. Incomplete information will delay or nullify rebate. All rebate submissions must be completed and postmarked no later than December 31, 2001. BASF has the right to verify all purchases. Please allow 6-8 weeks for processing.

01-14-2-0027A



Green Connection™

BASF Cash Rebate Program

\_\_\_\_\_  
Name (Please print)

\_\_\_\_\_  
Company

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Title

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Address

\_\_\_\_\_  
City

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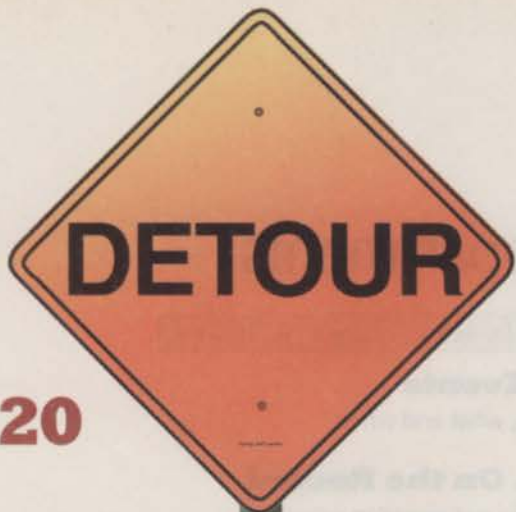
Please indicate if we may use your e-mail to notify you of future special offers or product information.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Please indicate the name of your distributor.

\_\_\_\_\_  
Please indicate the name of your sales representative from the above distributor.

**BASF**



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## LM's People of the Year 2001

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### features

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#### 20. Growth strategies for the road ahead

Understand your options now and plan accordingly to make your organization 'recession-resistant'

BY SUSAN PORTER / EXECUTIVE EDITOR

#### 26. People of the Year 2001

Rick Doesburg, George Van Haasteren and Roger Yeary are our picks this year

BY RON HALL AND  
JASON STAHL

#### 30. Is H-2B right for you? ▶

Little-known details about the application process from this expert will save you time and trouble

BY JEFF WEST



#### tools of the trade

#### 36. How 'green' is your software?

Industry-specific software helps you capture profits and win clients

BY LYNNE BRAKEMAN / ON-LINE EDITOR



COVER IMAGE: GETTY

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Circle No. 104 on Reader Inquiry Card



# events

WHAT, WHEN & WHERE

## November

**13-15 NYSTA Turf & Grounds Exposition & Trade Show** / Syracuse, NY; [www.nysta.org](http://www.nysta.org)

**13-15 42nd Virginia Turfgrass and Landscape Conference and Trade Show** / Virginia Beach, VA; 540/942-8873

**13-16 12th Annual CLIP Conference** / Frederick, MD; 800/635-8485

**30-1 First Annual Great Southern Tree Conference** / Gainesville, FL; 800/375-3642

## December

**3-6 Ohio Turfgrass Foundation Conference and Show** / Columbus, OH; 888/683-3445

**5-7 RMTRA Turf Conference and Trade Show** / Denver, CO; 303/770-2220

**11-13 New Jersey Turf and Landscape Expo 2001** / Atlantic City, NJ; [www.njturfgrass.org](http://www.njturfgrass.org)

**12 LCA Awards Presentation & CLT Banquet** / Gaithersburg, MD; 301/948-0810

**12 Turfgrass and Landscape Institute and Trade Show** / Buena Park, CA; 800/500-7282

**17-19 Texas Turfgrass Association Institute & Trade Show** / Fort Worth, TX; [www.texasturf.com](http://www.texasturf.com)

## January 2002

**6-8 Western 2002 Convention & Trade Show** / Kansas City, MO; 816/233-1481

**7-9 2002 Great Lakes Trade Exposition** / Lansing, MI; 800/879-6652; [www.mnla.org](http://www.mnla.org)

**8-10 Kentucky Landscape Industries Winter Conference & Trade Show** / Lexington, KY; 502/848-0055

**8-10 Canada's International Horticultural Trade Show & Conference** / Toronto, Canada; 905/875-1805

**8-11 Professional Landscape and Nursery Trade Show** / Indianapolis, IN; 317/955-0628

**9 The Maxwell Turf & Landscape Conference and Trade Show** / Melville, NY; 631/643-8873

**13-17 National Arborist Association's Winter Management Conference** / Maui, HI; 800/733-2622

**16-18 Idaho Horticulture Show** / Boise, ID; 208/522-7307

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Herndon, VA 20170  
703/736-9666  
[www.alca.org](http://www.alca.org)



**American Nursery & Landscape Association**  
1250 I St. NW, Suite 500,  
Washington, DC 20005  
202/789-2900



**Independent Turf and Ornamental Distributors Association**  
9864 E. Grand River  
Suite #110, BOX #326  
Brighton, MI 48116  
Voice: 810/229-9405 / FAX: 810/229-9406



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**National Arborist Association**  
3 Perimeter Road, Unit 1  
Manchester, NH 03103  
603/314-5380  
[www.natlarb.com](http://www.natlarb.com)



**Ohio Turfgrass Foundation**  
1100-H Brandywine Blvd.,  
PO Box 3388  
Zanesville, OH 43702-3388  
888/683-3445



**The Outdoor Power Equipment Institute**  
341 South Patrick St.  
Old Town Alexandria, Va. 22314  
703/549-7600  
[opei.mow.org](http://opei.mow.org)



**Professional Grounds Management Society**  
720 Light Street  
Baltimore, MD 21230  
410/752-3318



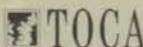
**Professional Lawn Care Association of America**  
1000 Johnson Ferry Rd., NE, Suite C-135  
Marietta, GA 30068-2112  
770/977-5222  
[www.plcaa.org](http://www.plcaa.org)



**Responsible Industry for a Sound Environment**  
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**Sports Turf Managers Association**  
1375 Rolling Hills Loop  
Council Bluffs, IA 51503-8552  
712/366-2669; 800/323-3875  
[www.aip.com/stma](http://www.aip.com/stma)



**Turf and Ornamental Communicators Association**  
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New Prague, MN 56071  
612/758-5811

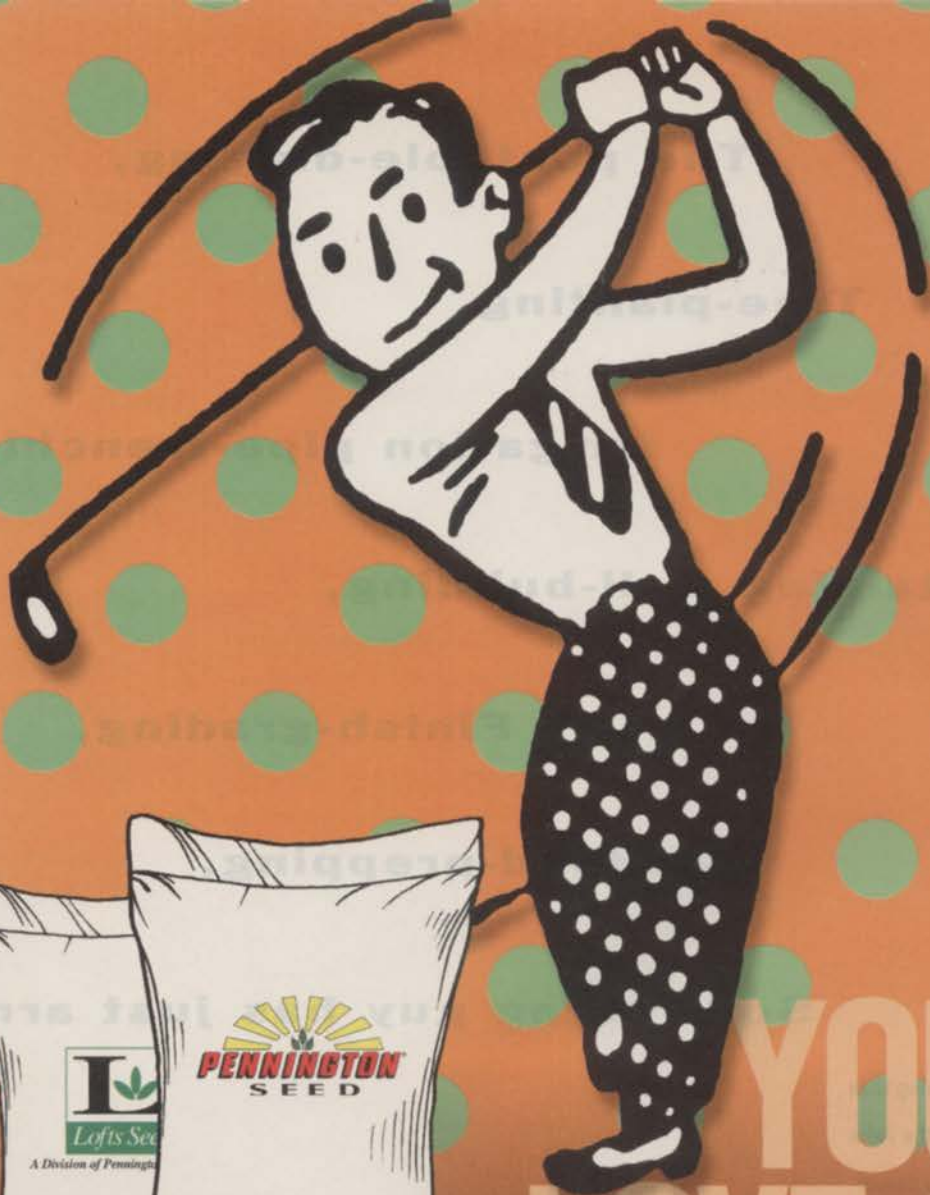
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