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Hunter List Price
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Rain Bird List Price
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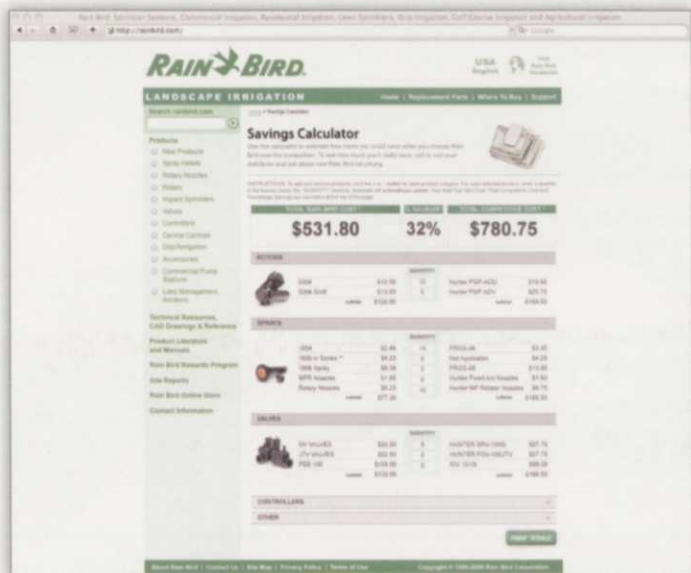
Hunter List Price
\$10⁵⁰

* 45% savings based on U.S. Rain Bird® Rotary Nozzle list price and Hunter® MP2000 Rotators list price effective January 1, 2009.

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Just take a look at how much you could save on list price:

Typical Residential Installation

Rain Bird Model	Qty	Rain Bird List	Total	Hunter Model	Qty	Hunter List	Total	Est. Savings
ESP-Modular	1	\$127.00	\$127.00	PC300i	1	\$162.00	\$162.00	\$35.00
Module Upgrade	1	\$50.00	\$50.00	Module Upgrade	2	\$47.00	\$94.00	\$44.00
5004 Rotor	10	\$12.00	\$120.00	PGP-ADJ	10	\$19.95	\$199.50	\$79.50
1804 Spray	10	\$2.48	\$24.80	PROS-04	10	\$3.35	\$33.50	\$8.70
DV Valve	7	\$22.50	\$157.50	SRV-100G	7	\$27.75	\$194.25	\$36.75
Rotary Nozzle	10	\$5.25	\$52.50	MP Rotator	10	\$9.75	\$97.50	\$45.00
TOTAL			\$531.80	TOTAL			\$780.75	\$248.95

YOU SAVE \$248.95*

Typical Commercial Installation

Rain Bird Model	Qty	Rain Bird List	Total	Hunter Model	Qty	Hunter List	Total	Est. Savings
ESPBXLX 120V	1	\$356.00	\$356.00	1CM800PL	1	\$379.00	\$379.00	\$23.00
Module Upgrade	1	\$129.00	\$129.00	Module Upgrade	1	\$140.00	\$140.00	\$11.00
5004 SAM Rotor	120	\$13.50	\$1,620.00	PGP-ADV	120	\$25.75	\$3,090.00	\$1,470.00
1806 Spray	40	\$9.39	\$375.60	PROS-06	40	\$10.50	\$420.00	\$44.40
PEB 100 Valve	16	\$103.00	\$1,648.00	KCV 101G	16	\$99.00	\$1,584.00	\$64.00
TOTAL			\$4,128.60	TOTAL			\$5,613.00	\$1,304.40

YOU SAVE \$1,484.40*

*Based on 2009 U.S. Rain Bird, Hunter and Netafim List Pricing effective January 1, 2009.



CLIPPINGS

Gehl celebrates
150th anniversary

WEST BEND, WI — To commemorate its sesquicentennial, Gehl Co. "chromed-out" a Gehl model 7810E. The one-of-a-kind skid loader clocks in at 10,000 lbs. The Gehl Co.'s history began in 1859 in a blacksmith shop located at the westerly bend of the Milwaukee River in a small farming community. Since then, the company has been led by three generations of Gehl family members — and still operates in the same Midwestern town where it began 150 years ago.

ANLA offers expanded
industry resources

WASHINGTON — The American Nursery & Landscape Association (ANLA) has relaunched www.ANLA.org. "As technology, time and generational change diversify the way our members wish to network, learn and gain knowledge from ANLA, we knew that we needed to broaden the availability of ANLA's resources beyond our traditional base of face-to-face meetings," says Greg Schaan, Imperial Nurseries, Granby, CT.

IA offers show details

FALLS CHURCH, VA — The 2009 Irrigation Show, the annual trade show of the Irrigation Association, will be held Dec. 2-4 at the Henry B. Gonzalez Convention Center in San Antonio. The show offers irrigation professionals the opportunity to connect with industry peers and learn strategies and skills to improve their bottom line. Because of the Thanksgiving holiday, the show schedule will vary from years past. Education classes will run from Monday, Dec. 1, to Friday, Dec. 5. Certification exams will be offered from Tuesday, Dec. 2, through Saturday, Dec. 6.

Drought update

It's over.

OK, it's not exactly time to party, but the drought that has kept much of the Southeast drier than a vermouthless martini officially ended when three storms dropped 3 to 6 in. of rain from the Gulf Coast to the Florida Panhandle.

"Marked changes of improvement are noted on the heels of this drought-breaking rain, with removal of D1-D2 in Louisiana, D1 in southern Mississippi and Alabama, and D2 in northeastern Georgia and western North Carolina," according to the March 31 "National Drought Summary" from the National Drought Mitigation Center. (See chart at right for explanations of the drought designations.)

It is the first time since February 2007 that Alabama has been drought-free.

A portion of the Northeast corner of Georgia still suffers from below-normal stream flow and ground

water conditions. The severe drought area in upstate South Carolina remains, though it is smaller, according to the report.

"In addition, D0 was removed from all but extreme northern Louisiana, all of Mississippi, and all but a sliver of extreme east-central Alabama along with the Florida Panhandle, with the potential for more heavy rains over the next week," the report continued. The rest of Florida remains in drought conditions, as does deep Southern Texas.

For more on drought conditions, and to read the National Drought Summary visit: www.drought.unl.edu.

Drought intensity
categories

D0 ... Abnormally Dry — used for areas showing dryness but not yet in drought, or for areas recovering from drought.

D1 ... Moderate Drought

D2 ... Severe Drought

D3 ... Extreme Drought

D4 ... Exceptional Drought

Drought or dryness types

A ... Agricultural

H ... Hydrological

Stens donates ambulance

Jasper, IN — It was the spring of 2008 when a vendor approached Stens with a request to donate an ambulance to Mercy & Sharing, an organization dedicated to helping feed, educate and medically care for children and widows in Haiti.

"The request was a bit of a surprise, to be honest," recalls Stens President Peter Ariens. "It's not often that we have vendors approach us for such specific donations."

Mark Salter, the Stens vendor who asked for the donation, has grown used to soliciting for such useful donations. Since his involvement in the Mercy & Sharing organization, he has taken the role of program director and has helped Founder Susie Krabacher foster the children of Haiti.

"I have been to Haiti and seen the dangerous and unhealthy conditions these children live in every day. It's truly heartbreaking," Salter admits.

"As a business owner, my hope is to always change lives in a positive way," says Ariens. "After hearing Mark's stories and getting to know the organization, it was nearly impossible to say no. Especially in this time of economic change, we feel it is particularly important to remember those less fortunate than us."



Mercy & Sharing's Mark Salter (right) thanks Stens President Peter Ariens.

Bucking conventional wisdom

BY DANIEL G. JACOBS MANAGING EDITOR

With the economy tanking and design/build among the harder hit segments of the Green Industry, it might seem an odd time to develop and promote those services, but that is just what one California company is doing.

Sierra Landscape Co., Palm Desert/San Diego, announced the formation of a full-service landscape design/build division. The company has engaged in a strategic partnership with RGA Landscape Architects Inc. of Palm Desert/San Diego.

"Today's competitive market demands developers and owners to have designs based on realistic budgets, shortened project timelines, clearer and earlier understanding of overall project costs," the company said announcing the partnership. "By organizing a collaborative approach, Sierra Landscape is filling a growing customer need that has never been available in the past."

LM spoke with Randy E. Mitchell, vice president of Sierra's new division, to find out what was behind the company's thinking.

Randy E. Mitchell

Q Given the economy, is this really the time to be pushing/promoting design/build work?

We have found there are an increasing number of owners with major projects who are faced with serious budget challenges. We are able to minimize these problems very early in the design stage to maximize the outcome of the owner's budget. This process can only be accomplished when a team schooled in both design and construction are collaborating as a single unit and are key shareholders from the beginning.

Q How does this change what Sierra Landscape was already offering in terms of design/build work?

Our core business has always been driven by our landscape construction and landscape maintenance services. What design/build does is enhance our offerings — and provide an ideal series of professional landscape services offered by one source, from the early conception of the design stage to long-term maintenance.

Q Why RGA?

The two firms have successfully worked together for 29 years on a wide variety of projects, but as independent participants. Teaming our expertise and creating an informal alliance between both companies permits both RGA and Sierra Landscape to offer our customers the resources of both businesses under one contract.

Q Is this more or less a referral system, where you push your design/build clients to them for their expertise and vice versa?

Both companies maintain very effective business development departments, which reach out to many regions of Southern California. All inquiries will be shared between the two companies, with Sierra Landscape handling the leadership and coordination of all potential work.

Q Does this change your staffing in any way?

Very little staffing adjustments are required.

CLIPPINGS

Quali-Pro shows its 'passion'

RALEIGH, NC — Quali-Pro will award annual \$1,000 scholarships to college students through its newly created Passion for Turf Scholarship program. The program encourages and assists students who are interested in careers in the turfgrass industry. It will provide annual financial assistance to full-time college students who are studying in the turf sciences or related agronomy disciplines. Each participating university will be awarded two \$1,000 scholarships per year.

Treker acquisition expands Ariens' UTV offerings

BRILLION, WI — Ariens Co. has acquired the Treker line of utility vehicles (UTVs), attachments and accessories from Land Pride, a Division of Great Plains Mfg. Inc. Ariens will continue to sell the UTVs through Land Pride retailers, as well as select power equipment retailers under the Gravely brand name. The Treker line includes two- and four-wheel drive UTVs. Multiple attachments and accessories are available for each mode. The UTV will also be sold through Gravely Turf retailers who serve the sports field management segment, according to Ariens.

Bartlett Tree Experts opens new branches

STAMFORD, CT — As part of its continuing growth efforts, Bartlett Tree Experts has established new offices in two locations. Bartlett added these offices after the acquisition of Empire Tree and Turf in Augusta, GA, and Top Notch Treecare in Plymouth, MN. The company has nearly 100 offices providing scientific tree and shrub care to customers in 27 states, as well as Canada, Great Britain and Ireland.

Think Green

“Green” turfgrasses are not something newly developed to save our planet. Environmentally friendly and ecologically sound fine and tall fescues have been underfoot all along. More and more conscientious homeowners, landscape contractors, parks managers and golf course superintendents are seeding and sodding their turf areas with Chewings and creeping red fine fescue for extremely low maintenance, shade tolerant lawns with low fertilization and water requirements. Or they’ve selected deep-rooted, drought- and wear-tolerant tall fescue for home lawns, athletic fields and parks where a great deal of activity takes place and maintenance are could be an issue.

Planting fine and tall fescues is such a simple step that even the most “What can I do about the environment?” citizens can have a hand in saving our planet. The benefits are plenteous and obvious. A naturally green turf sward with greatly reduced nitrogen and maintenance requirement is refreshing to look at, play on, and performs like an air conditioner – reducing the global warming that’s being discussed so much. Healthy turf also collects airborne dust while stabilizing our soil, converts carbon dioxide into oxygen, reduces stress in humans, provides padding for kids’ elbows and knees, plus makes a statement that we’re all doing our part to help.



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www.oregonfinefescue.org

Oregon Tall Fescue Commission
www.oregontallfescue.org



Girard Environmental donates landscaping services

Sanford, FL — Girard Environmental Services — a full-service landscaping company based in Seminole County, FL — recently donated more than \$5,000 worth of landscaping services to Midway Safe Harbor Center, an after-school program in Sanford. The Girard team installed irrigation and stone pavers, and provided arbor and landscaping care to the community center's 10,000-sq.-ft. outdoor garden classroom.

"The landscaping infrastructure that Girard Environmental donated is priceless because it helps us maintain our garden project, which functions as a learning tool to help teach kids about horticulture," says Pat Cucci, executive director of the Midway Safe Harbor Center, which also serves as a 21st Century Community Learning Center in Seminole County.

Nearly 180 students work on Midway Safe Harbor Center's garden throughout the year — and grow everything from onions and corn to pineapples and red peppers.

"We are happy to help give Midway Safe Harbor Center's garden classroom a much-needed landscape facelift," says Alan Wing, vice president of operations at Girard Environmental Services. "Most of our employees live in Sanford, and we take great pride in this community."



Alan Wirtg helped coordinate the project with Pat Cucci (right).

BELIEVE IT

OR NOT ...

LAWSUIT ABUSE AWARENESS

Rick Popp, owner of Ozark Outdoors in Springfield, MO, is featured as part of the U.S. Chamber Institute for Legal Reform's "I Am Lawsuit Abuse" national awareness campaign.

Popp's company sold a riding lawnmower to a customer who used it all spring and summer, then sued the firm to get his money back once the mowing season was over. To hear Popp's story, check out www.youtube.com/watch?v=sxegWf-FWWw.



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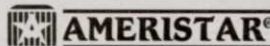
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P R O V E N S O L U T I O N S

Catalpa Landscape donates services to Angel's House

Newnan, GA — Catalpa Landscape Management has signed on to donate full landscaping services to Angel's House, an emergency shelter for

children of Newnan and Coweta counties. The landscape company is volunteering a full year's worth of landscape maintenance services valued at



\$5,000 to the children's shelter.

"As a small business operator in Coweta County, Catalpa Landscape Management is always looking for ways to help out and give back to the local community," says Owner Rod Smith. "We think that supporting vital not-for-profit organizations in our area, such as Angel's House, is one way we can do that."

Angel's House provides children a comfortable place to stay and be nurtured and cared for until a permanent foster home can be found for them. It is supported with the help of corporations, foundations, churches, community groups and concerned individuals locally and throughout the state. In other words, it's not the kind of place that prefers to spend its limited funds on maintenance services.

"Our maintenance crew will visit Angel's House on a weekly basis," says Catalpa's new-business manager, Casey Child. "The shelter provides such a valuable service to the community, and we are extremely proud to help them in every way possible."

PHOTOS COURTESY: CATALPA LANDSCAPE MANAGEMENT

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Bobcat helps defend Fargo-Moorhead community from flooding

Residents of North Dakota, home of Bobcat Co., prepared for major flooding in the eastern part of the state and battled flood conditions in the west and

central areas in late March. Early on March 28, the Red River hit a record stage of 40.82 ft. Efforts then switched from fighting the flood to monitoring



Bobcat donated staff and equipment to aid in flood relief efforts.



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the river and returning the communities back to normal.

In response to the flood threat in the Fargo, ND, area, near the company's world headquarters, more than 100 Bobcat employees volunteered around the clock to help fill and place sandbags, build flood walls along the water's edges, provide meals and answer phones at the volunteer center. Bobcat's donation of more than 40 machines and 40 volunteer operators helped accelerate National Guard efforts to efficiently fill a portable floodwall system throughout the city. Management at Bobcat recognized the need for volunteers, especially operators, and encouraged all employees to leave their positions that week to help with the protection efforts.

Bismarck and Gwinner, ND — both homes to Bobcat factories — and their neighboring communities were hit with overland flooding, washed-out roads and near-blizzard conditions. Gwinner employees ramped up volunteer efforts to support neighboring communities, while other employees volunteered around Gwinner and in the Red River Valley, operating equipment, participating in sandbagging, and providing food and support to community members. In Bismarck, where the Missouri River had ice jams that led to unexpected flooding, employees offered assistance to community members and neighbors in sandbagging and evacuation efforts along the river.

Bobcat dealers around North Dakota stepped up to help their communities as well by supplying equipment and resources toward flood fighting. Another reason Bobcat equipment was highly visible in the Fargo-Moorhead areas was that many customers were both working and volunteering their time and equipment to help protect the communities.