

BE PROACTIVE

What follow are some important steps to take to help protect your workers from serious injury or death in trenching/excavation activities:

› **Plan ahead.** Make sure all equipment is in good condition, that all utilities have been marked before digging, and that all electricity, gas and water pipes in the trench have been shut off.

› **Ensure that a protective system such as sloping, benching, shoring or shielding is in place.** The type of system used will depend on such factors as the excavation depth and width, the soil type, water content, nature of the work and any nearby activities that could increase the risk of a cave-in. Depths of more than 5 ft. require protective measures.

› **Designate a "competent person" to oversee all activities.** This person should have a greater level of training and experience than other workers. The competent person must be in the work area, must ensure that appropriate safety measures are in place before anyone enters the trench, and must act promptly to correct any problems.

› **Conduct daily inspections and document findings.**

› **Ensure an adequate means of entry and exit.** A ladder or other means must be no farther away than 25 ft. from any worker.

› **Keep heavy equipment and spoils at least 2 ft. from the edge of the excavation.**

› **Provide and require workers to wear hard hats and to use other appropriate safety equipment.**

› **Train all workers in a language and manner they understand.** Ensure that they are aware of all potential hazards and that they comprehend safe trenching and excavation work practices. Develop a checklist for employees as a quick and easy reminder. Follow up training with a test that can be administered orally for workers who cannot read or write. Reminder: When training your employees, be sure to take into account language issues, literacy level issues and cultural issues that could prohibit an understanding of your safety messages.

› **Know that some sites require tabulated data.** For this, you must enlist the assistance of a registered engineer and maintain documentation on site during construction.

Adherence to this guidance and following safe work practices during trenching and excavation activities can mean the difference between leaving the worksite safely to enjoy another day above ground ... or not.

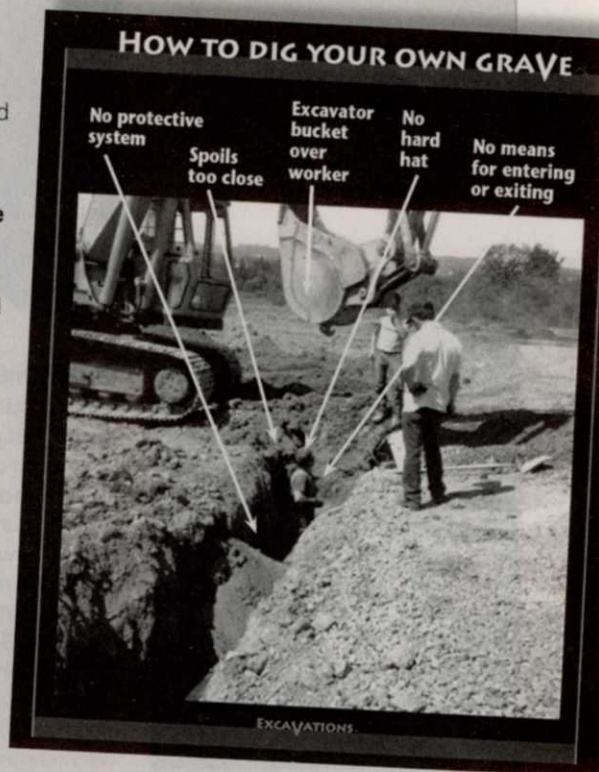
A crew well-versed in trench safety can keep your business from becoming a statistic.

› **Heavy equipment/machinery hazards.** Exhaust fumes from nearby equipment can cause exposures to carbon monoxide and create hazardous atmospheres depriving workers of oxygen.

› **Ergonomic injuries** resulting from manual material handling.

Landscape contractors involved in construction activities, such as digging trenches, are subject to OSHA's construction standards. For more information on federal OSHA construction standards regulating this type of work, visit www.osha.gov, then refer to these standards: 29 CFR 1926.650, 29 CFR 1926.651 and 29 CFR 1926.652. LHM

MULHERN is a Belleville, WI-based agricultural/horticultural project consultant and freelance writer. LENTZ is a lead health scientist with the National Institute for Occupational Safety and Health.



PRODUCTS

TOOLS OF THE TRADE » FOR MORE INFO, GO TO WWW.LANDSCAPEMANAGEMENT.NET/SEARCH



Tough tires

Goodyear's 900-series commercial truck tires feature Armor Max Technology. They're the first commercial light truck tires in the industry to meet the new regulations set forth under the federal Transportation Recall Enhancement, Accountability and Documentation Act. For landscape contractors, these tires offer advanced compounds and construction that enhance toughness; reinforced shoulders and steel sidewalls that deliver long casing life and retreadability; and application-specific tread compounds that provide long original tread life and enhanced performance. www.goodyear.com/truck/technology/armormax.html

Geese deterrent

Bird-B-Gone Mist is an advanced fogging system that releases a grape-scented mist into the air to deter geese from large open spaces. The unit distributes methyl anthranilate, a grape extract proven to be effective in repelling pest geese. Geese do not like the scent of the extract and will take flight from the area being treated, according to the company. The Bird-B-Gone Mist fogging unit has an LCD touch screen for programming. From the control unit, users can attach up to 32 misters, controlling each one individually. Spray units can be set to go off simultaneously or at alternating times. The control panel will keep track of liquid levels, and will notify users when to refill the units. www.birdbgone.com or 800/392-6915

Hydrostatic transmission

The Allmand TLB-425 ESL heavy-duty compact tractor loader backhoe features a servo-controlled hydrostatic transmission and a 25-hp Kubota D1105 diesel engine. It features oversized polished pins with replaceable composite bearings and urethane lip seals in all working joints. The unit's industrial-class backhoe delivers a 4,611-lb. digging force and reaches up to a 9.5-ft. digging depth. Dual cylinder, 180° hydraulic cushioned swing allows precise work in tight areas. www.allmand.com or 800/562-1373



PRODUCT SPOTLIGHT
BACKHOES & TRENCHERS

Eco-friendly pots

The first plantable, 6-in. Rice Hull NetPot is the newest addition to complement the six other sizes of Rice Hull and two other NetPot sizes (7cm and 9cm) that are available from Ball Horticultural Co. and Summit Plastic Co. The new plantable unit is composed of renewable resources made of sustainable, natural plant fibers that degrade in the soil over time. Summit produces PLA filling trays to fit the 6-in. Rice Hull NetPot. PLA is also made from renewable materials and is both biodegradable and compostable. www.summitplastic.com or 800/814-3496



Grub control

The granular formulation of DuPont Acelepryn insecticide has been registered by the U.S. Environmental Protection Agency (EPA). With just one early application of Acelepryn, turf professionals can control 10 key turf-damaging white grub species plus surface-feeding insects such as cutworms, webworms, annual bluegrass weevils and billbugs, according to the company. The formulation features a low impact on non-target organisms such as beneficial arthropods as well as bees, birds, fish and mammals, and has the lowest water solubility of any white grub control product. Its active ingredient, DuPont Calteryx, is a new class of chemistry inspired by a natural substance found in the bark of trees and shrubs of the genus *Ryania*. www.proproducts.dupont.com/acelepryn or 888/6 DUPONT

More power

John Deere has added a new PowerTech E 6068 Tier 3 engine to its 710J Backhoe, improving both emissions compliance and power. The new models feature net horsepower of 126 hp, compared to the 123 hp on the Tier 2 engines, along with a host of other improvements, including higher injection pressures, variable timing and precise control of fuel injection. The 710J's dig depth reaches up to 22 ft., 4 in. when extended. Servicing is all done on the same side and accessed from the ground — no tools are necessary to open and tilt the hood, which can be tilted to 90°. In addition, exterior upgrades to the 710J include an extended grill frame that comes standard and a side louver that improves airflow to the engine. www.johndeere.com or 309/765-8000



Basket filter

Rain Bird's new Pressure-Regulating (PR) Quick-Check Basket Filter combines pressure regulation and filtration into one compact unit for enhanced reliability and faster installation. Available separately or fully integrated into Rain Bird's 1 and 1.5 high-flow commercial control zone kits, the filter features a 200 mesh (75 micron) stainless-steel filter element that protects drip irrigation components from debris, while its built-in 40-psi pressure regulator ensures that the system receives optimum water pressure. By integrating filtration and pressure regulation into one product, users can save both time and labor. www.rainbird.com/drip or 800/RAINBIRD.

PRODUCT
SPOTLIGHT
BACKHOES &
TRENCHERS



Request a web-based demonstration!

QXpressTM

SCHEDULING SOFTWARE

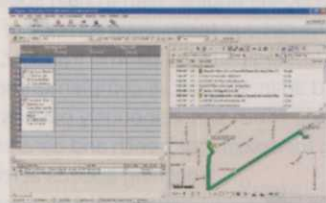


QXpress v8.0 (NEW!)

As a QuickBooks user, you should use QXpress. Getting started couldn't be easier, since QXpress instantly integrates with your existing customer list. Simply schedule new services for your QuickBooks customers, and print route lists and work orders. When services are complete enter job cost information and post them to QuickBooks as invoices! No double entry. No wasted time.

QX Mobile v2.0

QX Mobile is the most advanced PDA software available for Windows Mobile Pocket PCs. Take QXpress with you in the field to track start times, stop times, materials used, look up customer information, and sync wirelessly with the office. New in v2.0 is the ability to customize your own data entry screen, and print templates designed in QXpress.



QX Mapping

Every extra hour your crews spend behind the wheel, is an extra hour they are not generating revenue. Using Microsoft MapPoint, QX Mapping greatly reduces wasted drive time by optimizing routes and printing driving directions.

call 1.877.529.6659 or visit www.qxpress.com for a web based demonstration



QuickBooks is a registered trademark and service mark of Intuit Inc. in the United States and other countries. QXpress is a registered trademark of Albec Incorporated. QuickBooks and the "Designed for QuickBooks" Logo are trademarks and/or registered trademarks of Intuit Inc., displayed with permission. The use by Albec of the Logo does not signify certification or endorsement of Albec's software by Intuit, and Albec is solely responsible for its software and the support and maintenance of the software.

LM SEARCH



Research additional tools of the trade at www.landscapemanagement.net/search

PRODUCTS

» WWW.LANDSCAPEMANAGEMENT.NET/SEARCH



Light the night

The new Orbit/Evergreen FG Series of durable 12-volt well lights features five adjustable tilting lamp models. The varied cover styles direct the light source, including full view, louvered, round hood, square hood or a vandal-resistant criss-cross cover. Each fixture measures 4.75-in. wide and has a depth of 4.5 in. Models are available in black or bronze, and are constructed from injection-molded PBT composite for longer-lasting outdoor performance. A new adjustable lamp bracket allows the user to tilt the lamp + 25° for direct illumination of the garden subject. FG fixtures also include a 20-watt MR16 lamp. www.orbitelectric.com or 800-90-ORBIT

Timber thinning

The new Fecon Bio-Harvester simultaneously fells, chips and collects small-diameter woody biomass. It can be mounted to the Fecon FTX440, a 440-hp, forestry guarded, crawler tractor; or to a large, high-horsepower PTO tractor. The FTX440 is also capable of towing and powering an agricultural dump wagon to collect material. Material is chipped using Fecon Bull Hog chipper knives or carbide tools, then augured to a material processing fan and blown into a collection unit. It can discharge from the rear or the side, enabling a variety of collection units.

<http://site.bio-harvester.com> or 800/528-3113



PRODUCT SPOTLIGHT
BACKHOES & TRENCHERS

Ride-on trencher

The new Boxer 118 Dedicated Trencher is Compact Power's first ride-on, dedicated trencher. It offers an 18-hp, air-cooled Kohler Command Pro gasoline engine, with a chain speed of 280 ft. per minute. The dirt cup tooth chain is made of high-carbon steel with frosted carbide tips. The trencher, available in both 24- and 36-in. lengths, is complemented by a standard discharge auger, which simultaneously pushes the dirt away — allowing for a clean-cut trench and consistent trenching speeds across a variety of soils. www.boxerequipment.com

or 800/476-9673



Compact performance

Standard Hamilton Co. introduces the Compact Dump-Pro for light-duty pickup trucks with 6-ft. beds. Like the popular full-size Dump-Pro, this 282-lb. insert features a steel-reinforced, industrial-weight, non-rusting polyethylene dump body and winch-driven drive system that requires no expensive hydraulics to operate. Its lighter weight and removable features save fuel. The unit features a 60° dumping angle, so everything that goes in, comes out. When the job is done, simply release the clamping system, disconnect the power with the removable connector, remove a single bolt and slide the unit out to get your pickup truck back. www.dump-pro.com or 866/4 DUMP-PRO

Colorful mulch

Joining the Select, Mulch Magic and Starburst colorant lines also offered by Colorbiotics, Impact colorant produces color-enhanced mulch to a level that meets expectations with less investment in raw material. The new hybrid coating was created through process optimization and advanced technology to provide a high value product. Compared to non-colored mulch products that usually turn gray or white after just a few weeks, Impact remains vibrant for a longer period of time. And once the color dries, it will not wash off or leach into soil. Available in red, ruby red and black, Impact is also specially formulated to be nontoxic to plants and animals. www.colorbiotics.com or 888/663-6980

LM SEARCH → Research additional tools of the trade at www.landscapemanagement.net/search



New paver sizes

Redland Brick introduces its Tuscan Collection Genuine Clay Pavers, the first-ever wood-molded genuine clay paver series to be available in 6-by-6-in. and 6-by-9 in. sizes. The innovative oversized molded clay pavers combine the rich color and durability of a genuine clay brick with the industry sizes that provide versatility in installation, according to the company. The new sizes allow for more sophisticated paving bonds and patterns. The new collection is currently machine-molded at the Rocky Ridge plant, making the pavers a perfect complement for Rocky Ridge face brick, and also compatible with most brick structures. The pavers are currently available in four popular Rocky Ridge colors: King William, Rustique, Cumberland and Bayshore, with additional colors to be announced later this year. www.redlandbrick.com or 301/223-7700

Waterproof connectors

King Innovation's UL 1838 compliant DryConn brand connectors include DryConn Black/White, Black/Gray, Black/Blue, King 4, King 5, King 6, King 9, and DBSR Medium with strain relief. Each of these connectors is UL 486D listed, and while they are rated for 600V, they also feature proven performance for low-voltage, waterproof splice protection and direct bury, according to the company. They can keep splices dry and ensure a waterproofed lighting system. Wire range for the entire line covers No. 6 down to No. 22 AWG. Connectors are also available in both bags and canisters, which allows for easy access to multiple size connectors throughout an installation.

www.kinginnovation.com
or 800/633-0232



TURF PRODUCTS

The Original Shower Cap™

- Keeps fertilizer dry
- See through cover
- Spill proof



Fits the following models:

Lesco – Standard & Mark II
Scotts – SR200 • Prize Lawn – Bigfoot & CBR II
Lely – 53" Model • Vicon – 400#, 650# & 900#
All 36" drop spreaders

www.turfproducts.com
440/930-7244



U.S. LAWNS



**GROW YOUR LANDSCAPE
MAINTENANCE BUSINESS.**

NATIONAL STRENGTH, LOCAL COMMITMENT®

Want to Own a High Profile Franchise?

Does your business provide:

- Economic Stability
- Recurring Income
- Low Investment/Overhead
- Offers Financial Assistance
- Ongoing Support by Industry Professionals

Our four ideals, **Trust, Quality, Service** and **Value**, along with a "No Job Is Too Big Or To Small" philosophy, make U. S. Lawns a "cut above" the rest.

- Superior Financial Management
- Sales & Marketing Guidance
- Corporate Purchasing Power
- Protected Territories

NATIONAL STRENGTH, LOCAL COMMITMENT®

To find out more about us and the opportunity U.S. Lawns can offer you, contact:

U.S. Lawns
4407 Vineland Road • Suite D-15 • Orlando, FL 32811
Toll Free: 1-800-USLAWNS • Phone: (407) 246-1630
Fax: (407) 246-1623 • Email: info@uslawns.com
Website: www.uslawns.com



PRODUCTS

» WWW.LANDSCAPEMANAGEMENT.NET/SEARCH



Sprinkler sparkle

SprinkLites are color-changing indoor/outdoor lights that, when connected to water, function as sprinklers. They can be connected to an irrigation system or mounted to tree posts, poles or umbrellas (using slots in the base) to create a light show. SprinkLites can also be used as illuminated misters to cool the air in the heat of summer. Connecting them to a recirculation pump creates a fountain arrangement with colorful water-spitting sculptures. Choose from six faux crystal sculptured accent lights in the shape of butterflies, dragonflies and hummingbirds. www.sprinklites.com or 877/718-2477

Turf stress detection

TurfSpy, the new turf stress detection glasses from Underhill International, block out the green spectrum reflected from chlorophyll in healthy vegetation. Stress conditions, such as disease, drought, pests or poor nutrition, are revealed with glowing colors (red, coral, pink) and can be detected two to 10 days before they are visible to the unaided eye. The ANSI-approved, shatterproof safety glasses have a new wrap-around lens for more effective viewing, and an adjustable earpiece for comfortable wear while mowing. www.underhill.us or 866/863-3744

LM SEARCH ↓

Research additional tools of the trade at www.landscapemanagement.net/search

Detachable convenience

The Switch-N-Go Detachable Truck Body System turns your truck into one of your most valuable, hard-working employees. Its ability to lay the body flat on the ground and detach from the truck allows for the safe and efficient use of multiple bodies on one chassis. With a low loading angle, dirt or mulch can be lifted from ground level and onto the truck at the push of a button. Choose from dump, platform, storage, drop box, specialty and chipper bodies. www.switchngo.com or 888/311-0867



PRODUCT SPOTLIGHT
BACKHOES & TRENCHERS

Rock and roll

The Ditch Witch organization introduces the HT300, a heavy-duty, 300-hp rock trencher. Capable of trenching up to 10 ft. deep and 36 in. wide in the most extreme jobsite conditions, the steel-tracked HT300 features a sturdy undercarriage designed to withstand the rigors of rock-laden jobsites, and trencher stabilizers that automatically adjust to terrain changes to isolate vibration in rock and other harsh conditions. www.ditchwitch.com or 800/654-6481

Refillable microinjection

New Liquid Loadables are one-liter bottles of J.J. Mauget Co.'s insecticides, fungicides, antibiotics, fertilizers and micronutrients that tree care experts can use to refill their preferred injection system, allowing them to pair their tools with tree care chemistry. Current offerings include Imicide, Stemix Plus and Inject-A-Min Manganese, with Fungisol, Arbor-Fos, Abacide 2 and Tebuject 16 pending EPA approval. Mycoject Ultra antibiotic will be available in September 2009. www.mauget.com or 800/TREES Rx





Three-in-one

Cub Cadet Commercial's new 3-in-1 XP Stand-On Spreader/Sprayer offers productivity and flexibility for granular, liquid and spot-spray applications. The unit can hold 10 gal. of liquid in two separate 5-gal. tanks that can be used independent of each other, giving operators the ability to apply two different types of liquid material through the spot spray wand, or by using the boomless sprayer nozzles that have an effective spray width of 9 ft. The hopper has a capacity of 125 lbs. for dry material spreading. Other features include a premium electric start, 6-hp Kawasaki engine with charging system; a hydrostatic, variable speed drive; and a one-year commercial warranty. Retro kits are available for Lesco HP or Cub Cadet Commercial XP units. www.cubcadetcommercial.com or 877/835-7841



Water saver

Convert your sprinkler heads into a water-saving drip irrigation system in landscape shrub areas with Antelco's Drip Mate Sprinkler Conversion Kit, which includes a nine-outlet pressure regulating micro manifold, nine Shrubber 360 spikes (adjustable flow) and 100 ft. of tubing. Materials are UV-stabilized for long life. Antelco.com or 800/869-7597



High style, little space

Integrating a compact design with high photometric performance and style in street lighting, Schreder Lighting USA introduces Hestia luminaires with the Sealsafe Optical System. The optics feature a one-piece, anodized, brightened and hydroformed aluminum reflector permanently sealed on a tempered glass sag lens. A high-pressure die-cast aluminum lamp access mechanism protects the interior of the optical system, providing long-lasting photometric performance.

www.schreder.com or 847/621-5100

Increased warranty

The construction equipment division of Yanmar North America has increased the warranty to three years or 3,000 hours on its line of excavators, loaders and backhoes. This warranty covers all elements of the machinery, although it does not cover normal maintenance procedures or wear items such as tires and brakes. www.yanmar.com or 770/877-7570

PRODUCT SPOTLIGHT
BACKHOES & TRENCHERS

High Quality Mowing

INDEPENDENT INNOVATORS

Take a Test Drive Today

WALKER MOWERS

5925 E. Harmony Road • Fort Collins, CO 80528
800.279.8537 • www.walkermowers.com

CLASSIFIED SHOWCASE

ADVERTISING INFORMATION

Contact Candi Eager
Phone: 913-254-9635
Fax: 913-254-9638
E-mail: ceager@questex.com

Payment must be received by the classified closing date. We accept Visa, MasterCard, and American Express.

Mail LM Box # replies to:

Landscape Management Classifieds, LM Box # _____
306 W. Michigan St., Suite 200
Duluth, MN 55802
(please include LM Box # in address)

Every month the Classified Showcase offers an up-to-date section of the products and services you're looking for. **Don't miss an issue!**

BUSINESS OPPORTUNITIES

SELL MORE LANDSCAPES & JOBS



Two **NEW** Profit Centers - 50%+
Two **NEW** Revenue Streams
Two **NEW** Customer Bases
A Simple, Easy Add-On Service
Buy Factory Direct - Wholesale
NO PAYMENTS & INTEREST FOR 90 DAYS
We **FUND** Your Installs
1-800-334-9005
www.allprogreens.com/training

FREE DVD & TRAINING SYNTHETIC LAWN

SELL MORE LANDSCAPES & JOBS



Two **NEW** Profit Centers - 50%+
Two **NEW** Revenue Streams
Two **NEW** Customer Bases
A Simple, Easy Add-On Service
Buy Factory Direct - Wholesale
NO PAYMENTS & INTEREST FOR 90 DAYS
We **FUND** Your Installs
1-800-334-9005
www.allprogreens.com/training

FREE DVD & TRAINING SYNTHETIC GOLF GREENS

Our proven bolt-on landscape lighting & holiday decorating business systems:

- ★ Diversify Your Services
- ★ Attract Affluent Clients
- ★ Add Profitability



Call Today! 1.800.687.9551
www.TheDecorGroup.com

landscapemanagement.net

HELP WANTED



SERPICO LANDSCAPING, INC.

A successful 17-year-old business in the SF Bay Area has dynamic opportunities for experienced landscape maintenance professionals to join us as:

- Account Managers
- Branch Managers

For Info. Call (510) 293-0341
jobs@serpicolandscaping.com

WANT TO BUY OR SELL A BUSINESS?

Professional Business Consultants
Merger & Acquisition Specialists

Consultants can obtain purchase offers from numerous qualified potential buyers without disclosing your identity. There is no cost for this as Consultant's fee is paid by the buyer. This is a **FREE APPRAISAL** of your business.

If you are looking to grow or diversify through acquisition, we have companies available in **Lawn Care, Grounds Maintenance, Pest Control and Landscape Installation** all over the U.S. and Canada.

182 Homestead Avenue, Rehoboth, MA 02769
708-744-6715 • Fax 508-252-4447
E-mail pbcmello1@aol.com

Incorporate

for as little as \$99

Visit www.incorporate.com or call 800-616-0216


— THE —
COMPANY CORPORATION
— INCORPORATING WHAT'S RIGHT FOR YOU —

Landscape Management

Upcoming Ad Closing Dates:

June.....	5/14/09
July.....	6/11/09
August.....	7/13/09

Contact Candi Eager today: 913-254-9635 or ceager@questex.com



FOR MORE INFO, GO TO WWW.LANDSCAPEMANAGEMENT.NET/SEARCH «

HELP WANTED

U.S. LAWN

**NO ONE KNOWS THE
LANDSCAPE MAINTENANCE
INDUSTRY LIKE WE DO.**



Use your experience as an Account Manager, Operations Mgr., Branch Manager or Regional Manager to work for you.

E-mail resume to hr@uslawns.net or fax to 407/246-1623.



FLORASEARCH, INC.

In our third decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide.

Retained basis only.

Candidate contact welcome, confidential and always FREE.

1740 Lake Markham Road
Sanford, FL 32771

407-320-8177 ♦ Fax: 407-320-8083

E-mail: search@florasearch.com

www.florasearch.com

SOFTWARE

Wintac™

The #1 all-in-one software for lawn care and landscaping contractors



Scheduling, Routing
CRM, Service History
Job Costing, Estimating
Inventory, Purchasing
Automatic Billing, Invoicing
AR/AP, Payroll, Accounting
Marketing, Vehicle Management

Check out the amazing software that landscaping contractors everywhere are talking about!

www.wintac.net 1-800-724-7899

TAKE YOUR OFFICE WITH YOU CLIP2Go



GPS Tracking + Bilingual Directions + Start/Stop of Crews*

* Requires CLIPv, a Windows Mobile device, Garmin mapping software, Microsoft MapPoint and GPS receiver.

To Learn more call
800-635-8485 www.clip.com

AD INDEX

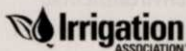
Agrium Advanced Tech.....	p29-40, Post It	DuPont.....	cv2-1, 93, 97	Sepro.....	p23
Agrotain.....	p47	F M C Corp.....	p55A	Syngenta.....	p69
All Pro Putting Greens.....	p73-88	Green Industry Innovators.....	p3	Target Spec Products.....	p20
Alocet.....	p113	Hustler.....	p5	Turf Products.....	p115
Ameristar.....	p16	John Deere Commercial.....	cv4	Turfco.....	p22
Andersons.....	p61	L T Rich.....	p6	Turf-Seed.....	p71
Ariens.....	p57	Lebanon Turf.....	p53	U S Lawns.....	p115
BASF Corp.....	p27, 67	Monsoito.....	p25	Versa Lok.....	p63
Chemical Containers.....	p16	Morbark.....	p45	Vista Professional.....	p18
Collier Metals.....	p6	Mow More.....	Outsert (reg)	Walker Mfg.....	p117
Dow AgroSciences.....	p17, 49	Oregon Tall Fescue.....	p15		
Drafrix.....	p24	P B I Gordon.....	p19, cv3		
		Pine Hall Brick.....	p91		
		Progressive Commercial.....	p72		
		Rainbird.....	p9-12, 21, 26, 51		

EDIT INDEX

ANLA.....	50	Davey Tree Expert Co.....	8	Contractors Association.....	7
Apex Green Roofs.....	90	Ditch Witch.....	102	Ozark Outdoors.....	16
Arizona Landscape Contractors Association.....	48	EZ Flo.....	105	PLANET.....	50
ARQ.....	91	Gehl.....	102	Project Evergreen.....	120
Ballard Spahr.....	44	Girard Environmental Services.....	16	Robert Howard Associates.....	8
Barry Block Landscape Design & Contracting.....	98	GroGreen Lawn Care.....	66	Shindaiwa.....	70
Billy Goat.....	70	Handyman Maintenance.....	43	Sierra Landscape Co.....	14
Bobcat.....	20, 72, 100	Herd Seeders.....	65	Smart Scapes Landscaping.....	8
Brickman Group.....	104	Hoffman Landscapes.....	94	SmithCo.....	64
BWJW Enterprises.....	46	John Deere.....	72, 100	Somos America/We Are America Coalition.....	44
Catalpa Landscape.....	18	JP Horizons.....	56	State Farm Operations Ctr.....	106
Caterpillar.....	100	Kehoe & Co.....	60	Stens.....	13
Cloudburst Lawn & Sprinkler.....	44	KITOTI.....	24	Toro Co.....	70
Creative Waters.....	107	LawnShark USA.....	68	Turf Feeding Systems.....	105
		LEED.....	90	Turfco.....	64
		Let's Grow Soil.....	106	U.S. Lawns.....	8
		Mr. Yard Landscape Supply.....	8	Vermeer.....	100
		New Jersey Landscape		Wilson-Oyler Group.....	89

Indices are provided as an additional service. The publisher does not assume any liability for errors or omissions.

AFFILIATE ASSOCIATIONS



LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly (12 issues per year) by Questex Media Group, Inc., 306 W Michigan St, Suite 200, Duluth, MN 55802. Subscription rates: one year, \$49, two years \$99 in the United States & Possessions; \$79 for one year, \$115 for two years in Canada and Mexico; all other countries \$150 for one year, \$225 for two years. For airmail delivery, include an additional \$75 per order annually. Single copies (pre-paid only) \$8 in the United States; \$10 in Canada and Mexico; \$15 all other countries. Back issues, if available: \$16 in the U.S.; \$20 in Canada and Mexico; \$30 all other countries. Add \$6.50 per order for shipping and handling. Periodicals postage paid at Duluth, MN 55806 and additional mailing offices. POSTMASTER: Please send address changes to Landscape Management, P.O. Box 1266, Skokie, IL 60076-8266. Canadian G.S.T. number: 840 033 278 RT0001. Publications Mail Agreement Number 40017597. Printed in the U.S.A.



Copyright 2009 Questex Media Group, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including by photocopy, recording, or information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Questex Media Group, Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923 phone: 978-750-8400 fax 978-750-4470; call for copying beyond that permitted by Sections 107 or 108 of the U.S. Copyright Law. For those not registered with the CCC, send permission requests to questexpermissions@reprintbuyer.com or phone 800-494-9051 ext. 100.

Landscape Management does not verify any claims or other information appearing in any of the advertisements contained in the publication, and cannot take any responsibility for any losses or other damages incurred by readers in reliance on such content. Landscape Management welcomes unsolicited articles, manuscripts, photographs, illustrations and other materials but cannot be held responsible for their safekeeping or return. Questex Media Group provides certain customer contact data (such as customers' names, addresses, phone numbers and e-mail addresses) to third parties who wish to promote relevant products, services and other opportunities which may be of interest to you. If you do not want Questex Media Group to make your contact information available to third parties for marketing purposes, simply call 866-344-1315; 847-763-9594 if outside the U.S. between the hours of 8:30 am and 5:00 pm CT and a customer service representative will assist you in removing your name from Questex Media Group's lists.





It's time to pony up and Buck It Up

“We have to invest in ourselves before we can expect others to even think about investing in us.”

This gem came compliments of the wise widow of my longtime buddy Adam Gaspar. On Sept. 30, 2008, Adam lost his 10-month battle with cancer. Ever since, his wife, Ann, has been juggling the parenting of six children solo while serving as a part-time nurse. And, oh yeah, in her “spare time” she’s been working to help keep Adam’s business vision — GFI Consulting, a small Cleveland-area information technology management provider — alive and on the grow.

Words spoken from the heart speak directly to the heart. That’s why Ann’s words stick with me today. One hard look in the mirror, and I think we all can admit we can do a better job investing in ourselves, our businesses and our wonderful Green Industry.

Lucky for us in this down economy, ponying up to support our industry — and, in turn, ourselves — just got a lot cheaper. In fact, thanks to a new program offered by Project EverGreen, we actually can *save money* while giving back to our industry, businesses and the communities we serve. Sound too good to be true? Well it is — true, that is.

Project EverGreen’s recently launched GreenBack PayBack program allows contractors to contribute \$1,000 (either all upfront or \$50 per month for 20 months) to further the non-profit organization’s cause — promoting the myriad environmental, economic and lifestyle benefits of *properly managed* green spaces. By participating in this gas-and-groceries voucher program, you can recoup your entire investment and then some.

All you have to do is sign up today for GreenBack PayBack and show a little brand loyalty. Program participants select one of several major grocery-store chain partners and spend \$100 per month with that brand. Mail in the month’s grocery receipts totaling at least \$100 from that chain and, in return, you receive a free \$25 gift card from the chain shortly thereafter. The program works the same way for fuel purchases.

Do the math. That’s a \$25 gift card for groceries and a \$25 gift card for gas — and you can use these for your next month’s purchases — times 20 months. That totals \$1,000 in gift cards coming right back to you.

And, because Project EverGreen is a non-profit, your \$1,000 contribution via this program is tax deductible to the full extent of the law.

Join the GreenBack PayBack army and help Project EverGreen, our industry and your business, and add up to a few hundred greenbacks to your bottom line over the next 20 months. Spread the good word: Every one of your co-workers, suppliers, customers, parents, siblings, neighbors, friends — you name them — is eligible for GreenBack PayBack. The program costs Project EverGreen less than \$100 per participant. The organization hopes to net a minimum of \$80,000 this year from GreenBack PayBack. All *we* need is about 90 participants. I’m in; 89 to go to hit goal.

Before I log off my sometimes-trustworthy Hal 3000 computer, this former U.S. Navy sailor has one more request. Since you, and your colleagues and friends, will be adding a few hundred bucks to your bottom lines by joining the GreenBack PayBack program, can you please give a few bucks back to the good folks protecting our great nation?

Project EverGreen also recently launched Buck It Up For Our Military Families. This new program is an extension of Project EverGreen’s widely successful GreenCare For Troops initiative, which provides free lawn care and landscaping services to military families whose breadwinners are serving overseas. During the past three years, GreenCare For Troops has helped approximately 7,700 military families through a national network of 2,100 volunteers.

Buck It Up hopes to generate \$250,000 to start a national scholarship program for military family members seeking careers in the horticultural field and to help fund GreenCare For Troops.

Visit www.projectevergreen.com for program details. Email elizabethneiderhiser@projectevergreen.com or call 877/758-4835 today to enroll in both programs. It’s time to giddyup.