



PRUNERS, LOPPERS & HAND SAWS



1786
**Felco® Model 2
Hand Pruner**

81130-386
Model 2

SALE!
\$39²⁵



1786
**Felco® Model 5
Hand Pruner**

81218-386
Model 5

SALE!
\$23⁹⁵



1795
**Corona®
Hand Pruner**

81200-386
Model
BP3180

SALE!
\$22⁷⁵



NEW!
1795
**Corona® Ergo-Action
Hand Pruner**

81125-386
Model
BP3640

SALE!
\$16⁵⁰



7014
**Corona®
StrataShear™
Bypass Loppers**

79052-386 79077-386
2-1/2" cut, 26" long 2-1/2" cut, 32" long

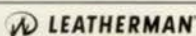
SALE! **SALE!**
\$54⁷⁵ **\$57⁵⁰**



1782
**Corona® High Torque
Lopper**

79085-386
High Torque
Lopper

SALE!
\$61⁵⁰



8022
**Leatherman® Hybrid
Gardening MPT**

35639-386
Hybrid Hand
Pruner

SALE!
\$42⁹⁵



8006
**Corona®
Extension Handle
Hedge Shear**

81180-386
Hedge Shear

SALE!
\$32⁵⁰



1739
**Corona®
13" Pruning Saws**

81262-386 81272-386
Plastic Handle Wooden Handle

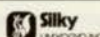
SALE! **SALE!**
\$23⁵⁰ **\$23⁷⁵**



1742
**Corona®
7" Folding Saw**

81269-386
7" Folding
Saw

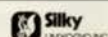
SALE!
\$18⁷⁵



2626
**Silky Ibuki 390
15-1/3" Handsaw**

81235-386
Ibuki 390

SALE!
\$59⁹⁵



2625
**Silky Zubat 330 13"
Handsaw**

81230-386
Zubat 330
13" Handsaw

SALE!
\$44⁹⁵



6935
**Bouton® UFO
Galaxis Goggles**

23036-386 23037-386
Clear Lens Smoke Lens

SALE! **SALE!**
\$6.25 **\$6.75**



2055
**Elvex® Trix
Safety Glasses**

23287-386 23288-386
Clear Lens Gray Lens

SALE! **SALE!**
\$2.05 **\$2.40**



2726
**Leather
Saw Pouches**

57387-386 57385-386
Folding Saw Pouch Saw/Pruner Pouch

SALE! **SALE!**
\$9⁹⁵ **\$14⁵⁰**



6728
**Leather
Pruner Holster**

57386-386
Pruner
Holster

SALE!
\$8⁹⁵





CHAIN SAWS & CHAPS

solo



4075

Arborist Chain Saws

- 14" Chain
- Top handle arborist design
- Excellent reach and superior power
- Large molded lanyard connection
- Anti-vibration system dampens hand held parts from vibration
- 36.3 cc (2 hp) or 40.2 cc (2.6 hp) Solo 2-cycle engine
- Not available in California

80100-386 Solo 633 36.3 cc (2 hp)	80200-386 Solo 637 40.2 cc (2.6 hp)
SALE! \$269⁹⁵	SALE! \$319⁹⁵

4075

All-Purpose Chain Saws

- 18" and 20" Chains
- End handle design
- Automatic chain brake
- Chain oil supply regulation
- Anti-vibration system dampens hand held parts from vibration
- 50.9 cc Solo 2-cycle engine
- 18" bar 650 model; 20" bar 651 model
- Not available in California

80300-386 Solo 650 (18") 50.9 cc (3.3 hp)	80400-386 Solo 651 (20") 50.9 cc (4.0 hp)
SALE! \$359⁹⁵	SALE! \$429⁹⁵

PGI



1641

Sawbuck 4-Ply Chain Saw Chaps

- 4 layers of DuPont® Kevlar® protection
- 3,300 ft./min. chain speed protection
- Meet USFS Spec. #6170-4E
- Waist sizes 32" to 46"
- **Additional sizes available!**

23530-386 32" Long, Green	23531-386 36" Long, Green
SALE! \$95.95	SALE! \$103.50

solo



FREE With Your \$100⁰⁰ Order!

3671
Solo® Spritzer Sprayer

- 1.25 liter pressure sprayer
- Adjustable brass nozzle

13340-386
\$10.95
Everyday

FREE WITH YOUR \$100.00 ORDER!

PELTOR



1471, 1477

Lumberjack™ Hardhat

- Safety orange hardhat with 4-point suspension
- Stainless steel mesh face shield with visor with snap-on NRR 23db hearing protectors (Meets ANSI S3.19-1974)
- UV-stabilized, ABS plastic
- Complies with ANSI Z89.1-1997 Type 1 - Class C requirements

Lumberjack Hard Hat 24433-386	Kevlar Chain Saw Gloves 91071-386
SALE! \$42.95	SALE! \$27.25

Guaranteed Pricing!

Sale Prices Good Through
12/31/2009

Get a catalog!
Your source for
quality gear &
equipment!

800-360-7788



Placing Orders

For all orders we must have the 8-digit stock number, the quantity desired, your phone number and bill-to/ship-to addresses. Shipping and insurance charges are extra.

Orders shipping to Mississippi addresses add 7% sales tax. All orders are subject to acceptance by Forestry Suppliers, Inc. Pricing is guaranteed through 12/31/2009. Availability, prices, changes in design, style or specification by manufacturers is subject to change without notice. Errors or omissions are subject to correction. For current specifications and pricing, visit our web site.

Special promotions and offers cannot be combined or used in conjunction with any other promotion or offer from Forestry Suppliers, Inc.

© 2009 Forestry Suppliers, Inc. All rights reserved.
Printed in U.S.A.

Forestry Suppliers, Inc.
www.forestry-suppliers.com



continued from page 64

Ariens offers a series of mowers through its Gravelly, EverRide and Great Dane lines.

For those unfamiliar with the sermon, the message is that stand-ons offer the best of both the walk-behind and mid-mount Z mowers.

"People are looking at replacements for both, for all the same reasons, Humphreys says. "You gain some efficiency; you have better visibility. You're fit into tighter areas than a mid-mount Z."

Stand-ons have the power and speed of the mid-mount Zs, but they are typically lighter, which makes them safer.

"You don't get the tippy-ness on a hill," explains Wright, who in 1997 was the first to build and sell a stand-on mower. Today, the company offers a



↑ Wright's Stander ZK

variety of mowers in the Stander line. "A mid-mount Z, typically, will weigh 150 to 200 lbs. more than this machine. The stand-on design allows us to make (a mower) with less metal. It's lighter, more agile; yet it has the straight out speed and the power to drive these blades.

"You get the double whammy effect — a more significant machine, and you get the benefit of it being a stand-on," Wright continues.

For those not completely ready to give up their walk-behinds, Toro launched the GrandStand mower at the



EFFICIENT MOWING

Green Industry Conference and Equipment Expo last year.

"Where operators don't feel comfortable operating a stand-on in a ride-on mode, they can turn it into a walk behind," Funk says. "It saves them from having to make the trip back to the trailer to switch to a walk-behind."

Toro has been pleased with the response to its new mower.

"We've been surprised at how quickly things are taking off in those markets that were less well established," Funk says.

As word continues to spread, more contractors are taking a look at stand-ons as a viable replacement for hydro walk-behinds and the mid-mount Zs.

"We're getting the attention today, where people who've never had a Wright before — sort of dismissed us a bit — when they take a ride on the ZK, it's kind of mind blowing," Wright says. "It's a jaw dropper." LHM

Top ~~5~~⁶ Reasons to Sign Up for Our New Digital Edition!

1. More timely (up to 10 days earlier than the mailed copy)
2. Easy to save & archive issues
3. Ability to search issues
4. Easy to forward to others
5. Environmentally friendly

And, last but not least, it is **FREE**.



Sign up today at...

www.landscapemanagement.net/digital

Landscape Management



BEST PRACTICES

BRUCE WILSON

The author is a partner with the Wilson-Dyler Group consultancy. Visit www.wilson-dyler.com.

Yes — buying *can* save you money

This year presents both challenges and opportunities when it comes to making capital expenditures for new equipment. Among the challenges are the trying economic times — which in and of themselves present some great opportunities to save on equipment costs.

Now more than ever, owners should be deliberate in their equipment-buying decisions. Obviously, if you are in a situation where the actual workload is questionable, these decisions should be planned for, but put off until the work actually materializes. This is a huge challenge when customers (or potential customers) put off renewal decisions or new customer targets wait until the season starts to make decisions. Some suppliers might allow you to place orders and delay deliveries until later dates. If the anticipated work does not materialize, you then can cancel or postpone the orders.

How do you know whether you are on the right track with your equipment management policies? For maintenance companies, if your cost for repairs, maintenance, operation (including fuel) and ownership (lease or annual depreciation cost) is in the 10% to 12% range of sales, you are managing the costs reasonably well — as long as it not at the expense of lost productivity.

Functional obsolescence

Functional obsolescence results in an impairment of the usefulness of a piece of equipment, either because of a design defect or an inability to be modified or upgraded to a condition that meets today's needs.

Many companies like to use equipment until it no longer works. Their belief seems to be, "If I can fix it and it runs, why lay out the capital to buy new?" However, manufacturers continue to improve equipment — from productivity, safety and environmental standpoints. Plus, there is a point with all equipment where the cost to repair and maintain it exceeds the cost to buy new.

Without good service records detailing repair

costs, this decision becomes very subjective. One of the hardest things to measure is the effect on morale: Having unreliable equipment definitely demotivates operators. Down time or lost productivity due to outdated equipment can be hard to measure.

To avoid functional obsolescence, implement a rotation cycle to replace or retire equipment on a planned basis. For example, in a 12-month mowing market, after three seasons (some might argue two seasons of hard use), mowers are nearing the point where the cost to repair and maintain them exceeds the cost of buying new. Without a scheduled replacement plan, you can get swallowed up in repair costs and lost productivity.

Standardization

Some companies believe in standardizing their equipment palate. Obvious benefits include the ability to concentrate purchases with one or two key suppliers to improve purchasing power. Maintaining a more-limited parts inventory and developing a close relationship with a supplier so you can borrow replacement equipment if needed are two other incentives.

Less obvious are the benefits of a more simplified training requirement and standardization of equipment across crews, allowing movement of employees without loss of experience on equipment operation. Mechanics also become more proficient at maintaining and troubleshooting equipment.

Another advantage is that if you have multiple pieces of equipment and they all develop the same problem, it is a much easier warranty argument. In addition, most manufacturers know their good customers and often give them new equipment to try out, seeking their opinions on improvements.

As you consider your equipment budgets for this year, look at your overall plan on managing this important cost category. Take advantage of this unique opportunity to partner more with suppliers and purchase state-of-the-art equipment at good prices in today's increasingly competitive market.

In today's economy, there's only one sure-fire investment.

*"PRO Landscape paid
for itself 30 times
over the first year!"*

Kostas Menegakis, Landscapes-R-Us

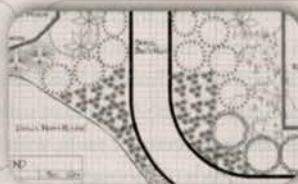
If you make only one investment in your business this year, PRO Landscape design software should be at the top of your list. It's packed with more money-making tools than you ever thought possible, and is so easy to use, you'll be up and running in minutes, translating your ideas into photorealistic images, accurate CAD plans and polished proposals that sell.

*"I sold two jobs the
first week I owned
the program."*

Dustin Leite, Maple Leaf Farms & Nursery



Realistic photo imaging



Easy-to-use CAD



Customer proposals



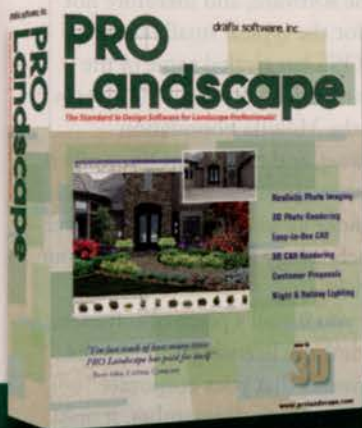
3D photo rendering



3D CAD rendering



Night & holiday lighting



drafix software, inc.

PRO Landscape™

The Standard in Design Software for Landscape Professionals!

60-day Money-Back Guarantee!

www.prolandscape.com

800-231-8574 or prolandscape@drafix.com

SELL BETTER • PLAN BETTER • BID BETTER



INFOTECH

TYLER WHITAKER

The author is a freelance technologist. Contact him at 801/592-2810 or visit www.tylerwhitaker.com.

Licenses key to avoiding 'PC police'

You've seen end-user license agreements (EULAs) before. You click through them every time you install a new piece of software. But have you ever read one? Do you know which of your children you're giving away by agreeing to install? Most of us never give a thought to what those agreements say — or the effect they might have on our businesses if not followed.

EULAs come in all sorts. They generally are written to protect the software developer's rights, and limit liabilities and damages from use of the software. But buried in the depths of these legal agreements are limits and restrictions that can add liabilities to your business — risks you might not be aware of.

On the front lines of software licensing enforcement is the Business Software Alliance (www.bsa.org). The BSA enforces software licensing through law enforcement raids, with fines reaching into the hundreds of thousands of dollars. Such heavy-handed enforcement provides plenty of incentive to understand and follow proper licensing practices.

Academic or private (non-commercial) use

One of the most prevalent license issues is the use of academic or home-licensed software on business computers. Most software utilities available for download are licensed for free use only in academic and non-commercial settings, and require payment for business use.

The trap most businesses fall into is assuming

that if the program will run without a license key, no payment is required. The software developer is effectively putting you on the honor system to pay for the software if it's used in a business setting.

Non-transferable licenses

Depending on the software vendor, the EULA might limit your ability to transfer the ownership of the license to a third party. This tactic is designed to increase new license sales by removing the secondary "used" market. Where this becomes a sticking point is when you buy or sell a business where software licenses are carried on the balance sheet.

Carefully reviewing the text of these software licenses can ensure you aren't paying for licenses that will not be recognized by the vendor when you need upgrades or support. And if you're selling a business, a simple review can make sure you aren't opening yourself up to a misrepresentation of your assets.

Open source software

One of the most small business-friendly licensing models is called open source software, or OSS. Software that falls into this category is generally free for use in both business and home settings. Limitations, if any, are related to modification and re-distribution of the software, and therefore not much of a concern for the typical small business.

In recent years, OSS has rivaled some of the most successful commercial software. The Firefox Web browser from the Mozilla Foundation (www.mozilla.com/firefox), and the OpenOffice office productivity suite (www.openoffice.org) are two such free solutions. Consider looking into OSS to lower your information technology budget and limit your software licensing risks.

So the next time you install a piece of software, take a minute to review the licensing agreements. You might just find issues that your corporate attorney might want to review. Remember, it only takes a few minutes of well-spent time to be safe and worry-free.

Most of us **never give a thought** to what (end-user license agreements) say — or the **effect they might have on our businesses** if not followed.

livescapes

Producing profits through bedding plants, ornamentals & trees

A fragrant comeback



Freesia

GET YOUR CLIENTS TO STOP AND SMELL THE ROSES, AND THE JASMINE, LILACS, MINT, VIBURNUMS AND MORE. BY JANET AIRD

produce essential oils on their petals to lure pollinators. They're called "free" because they give their scent freely. The ones that attract daytime pollinators, such as butterflies, hummingbirds and bees, tend to be less fragrant than the plants that attract nighttime ones, like moths and bats.

Other plants, such as marigolds and herbs, produce essential oils on their leaves, stems, seeds or bark, often to repel leaf-eating predators. They're called "fast," because they release their fragrances when the oils are rubbed, bruised or crushed.

"Each plant produces a constant amount of essential oil," says Fritz Kollmann, a horticulturalist and crew leader at the fragrance garden, but the intensity of the fragrance can vary according to the time of day, humidity and heat. Flowers that open in the evening tend to have the strongest fra-

WE'RE USED to smelling roses, jasmine and mint in gardens, but chocolate? Licorice? Cinnamon? There are a surprising number of fragrances and fragrant plants, and homeowners are beginning to rediscover them.

"These days fragrance is coming back," says Marita Tewes Tyrolt, horticultural director at the University of Utah's Red Butte Garden, which has a fragrance garden of about half an acre. It has about five types of fragrant trees, 30 shrubs and sub-shrubs, including herbs, and close to 40 perennials. They add annuals for seasonal displays, usually about five in spring/early summer and 10 to 12 in summer/fall.

There are two types of fragrant plants, she says. Some, like lilacs, roses and freesias

PROUD SPONSORS

DRIFT®
GROUNDCOVER ROSES



Ball®



Marigolds



CONARD-PYLE VARIETY FOCUS: DRIFT® ROSES

From the company that brought you The Knock Out® Family of Roses comes a revolutionary family of hardy groundcover roses. Drift® Roses are virtually maintenance-free with great resistance to rust, powdery mildew and black spot. They have tons of flowers from spring to early frost with very attractive foliage. Their naturally dwarf, true groundcover size is perfect for small gardens and combination planters. Drift Roses® complement any garden in any landscape.

grance in the evening. Different essential oils oxidize at different temperatures. And some scents tend to hang in the air when the humidity is higher.

You have to be careful about cultivars, Tewes Tyrolt says. Some are intoxicatingly fragrant and others have no fragrance at all. In many of the newer ones, fragrance has been sacrificed for other attributes, such as size and color of the blooms, hardiness and resistance to pests.

And don't assume that fragrance is always an asset.

"Fragrant means that a plant has an odor," she says. Some, like roses, are pleasant to everyone. Some have one cultivar with a pleasant fragrance, such as the wayfaringtree (*Viburnum lantana*), and another with a distinctly unpleasant one, such as Siebold Viburnum (*Viburnum sieboldii*), which has leaves that smell like burnt rubber when they're crushed, according to the website of Cornell University's Department of Horticulture.

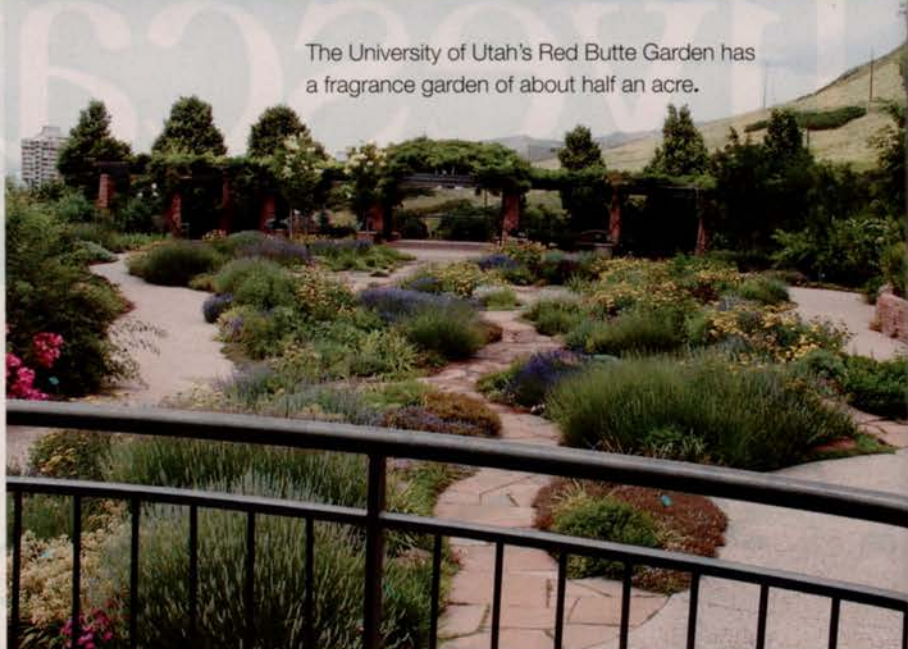
Then there's the stink tree (*Ailanthus altissima*). More commonly called the tree of heaven, its flowers and twigs emit a smell that some have compared to cat urine.

"You have to think what is pollinating the flowers," Tewes Tyrolt says. If it's beetles or flies, they'll be attracted to red trilliums, also known as stinking Benjamin (*Trillium erectum*), or durian, which smell like rotten meat.

Fragrant flowers

The same plants can be trees in one part of the country and large shrubs in another, shrubs in one part and perennials in another, or perennials in one part and annuals in another. The Latin name is included below when there may be some confusion about the names and when one cultivar is especially fragrant.

"Many trees are fragrant in the spring," Tewes Tyrolt says. "The littleleaf linden (*Tilia cordata*) has flowers that smell like chocolate to some people."



The University of Utah's Red Butte Garden has a fragrance garden of about half an acre.

One of Kollmann's favorites, the mimosa tree (*Albizia julibrissin 'Rosea'*) "creates an incredible effect," he says. "They bloom for two and a half months. The flowers tickle your nose."

Other trees with fragrant flowers include the black locust (*Robinia pseudoacacia*), sweet tea olive (*Osmanthus fragrans*) and magnolias. Fragrant shrubs include witchhazel (*Hamamelis*), lilacs (*Syringa*), two different shrubs called mock orange (*Philadelphus* and *Pittosporum*), roses and viburnums.

"We have a heavy focus on perennials," Tewes Tyrolt says. Some of the most fragrant are peonies, lily of the valley, sweet William and carnations (both *Dianthus*), hostas, heliotrope and the vine,



Peony



Lilacs
Syringa
Inflorescence

clematis. Some fragrant annuals are hyssop (*Agastache*), sweet alyssum (*Lobularia maritima*), pansies and violets (both *Viola*), and stocks (*Matthiola*), and the vines, nasturtium (*Tropaeolum*), sweet pea (*Lathyrus odoratus*) and corkscrew vine (*Vigna caracalla*). Bulbs with fragrant flowers include irises, hyacinths and freesias.

Flowers that open in the evening tend to have the most intense fragrance. "A new evening primrose (*Oenothera fremontii* 'Shimmer') is just incredible," Kollmann says. "It has thin silver leaves, an amazing subtle fragrance and a carpet of yellow flowers that blooms all summer."

continued on page 80



ANTHONY TESSELAAR PLANTS VARIETY FOCUS: FLOWER CARPET® 'SCARLET'

The first of the 'Next Generation' Flower Carpet® roses, Scarlet won top marks for natural disease resistance and performance in Germany's rigorous All-Deutschland Rose Trials. Retaining all the robust disease resistance and drought tolerance of their predecessors, Next Generation Flower Carpet roses are even more heat and humidity tolerant, significantly expanding their performance in some of America's most challenging climates. Other 'Next Generation' Flower Carpets are Pink Supreme and Amber.



My Project

My customers rely on my expertise to select the best plants for their landscape. Flower Carpet® Roses are environmentally friendly and offer high color, low maintenance, and guaranteed success.



My Reputation

"Proven landscape performance is just so important"



My Choice

Masses of Blooms; an Easy-Care Plant
Available in 9 Great Colors
The latest: Flower Carpet® AMBER



www.flowercarpet.com

continued from page 78

Other evening-fragrant perennials include orchids (*Cestrum nocturnum*), Oriental lilies (*Lilium*), fragrant columbine (*Aquilegia fragrans*) and four-o'clocks (*Mirabilis jalapa*). Annuals include flowering tobacco (*Nicotiana*) and night-scented stocks (*Matthiola*), and shrubs, daphne, gardenias, night-blooming jessamine (*Cestrum nocturnum*) and frangipani (*Plumaria*). Tuberose (*Polianthes tuberosa*) is a fragrant bulb.

Wisteria vines are a major element of the fragrance garden, Kollmann says. Other evening-fragrant vines include honeysuckles (*Lonicera*), jasmine, star jasmine (*Trachelospermum jasminoides*) and moonflower vine (*Ipomoea alba*).

Fragrant foliage, bark, stems and buds

"Fragrance from blooms can be so fleeting," Tewes Tyrolt says. Using plants with scented foliage is a good way to extend the season.

Most people think of herbs when they think of fragrant foliage. They include anise (*Pimpinella anisum*), which smells like licorice, basil, bee balm/bergamot/horse mint (all *Monarda fistulosa*) lavender, lemon verbena, lemon balm, rosemary, sweet woodruff, tarragon, wormwood and yarrow.

Many other plants have fragrant foliage as well, such as French marigolds (*Tagetes patula*) and trees, including pines, junipers, cedars, California bay/Oregon myrtle (both *Umbellularia californica*), eucalyptus, fragrant sumac (*Rhus aromatica*), black walnut (*Juglans nigra*) and bay Laurel (*Laurus nobilis*).

Other parts of plants can be fragrant, too. "You can get a lemony scent by scratching the bark of the sassafras tree," Tewes Tyrolt says. "And a lot of spices, for example, cloves, are from dried flower buds."

The camphor tree (*Cinnamo-*

mum camphora) has fragrant bark. A shrub called Carolina allspice, sweet shrub and spicebush (*Calycanthus floridus*) has fragrant flowers, leaves, stems and bark. Northern spice bush (*Lindera benzoin*) has fragrant leaves, stems and fruit. And the myrtle (*Myrtus communis*) has fragrant flowers, foliage and bark.

Where to plant

Plants are more fragrant when their growing conditions suit them, but many, including the mints, sweet woodruff, honeysuckle, black locust and the most fragrant heliotrope, are weedy. Choose plants that suit the conditions in your area but won't become invasive.

Most fragrant plants prefer sun to partial shade. For areas with denser shade, plant lily of the valley, hostas, some gardenias, orchids, lilies and jasmines. Group plants with similar needs for water together, if possible. In the fragrance garden, the more water-needy ones, especially the annuals, grow inside the beds, bordered by the more water-thrifty ones, such as herbs, Kollmann says.

Ask clients to check the fragrances first. Different people prefer different scents, and some can find the fragrance of one overpowering while others may find it more delicate, Tewes Tyrolt warns.



Aquilegia Fragrans



Wisteria

Grow fragrant plants outside windows, in window boxes, on patios and next to seating areas. Put evening-fragrant plants near places people spend their evenings, or outside bedroom windows, and plants whose foliage has to be crushed or brushed for fragrance near walkways. If they're mat-like, such as creeping thyme, German chamomile (*Matriculata recutita* or *Chamomilla recutita*) and the apple-scented Roman chamomile (*Chamaemelum nobile*), plant them between pavers.

Use containers for plants that need to be brought inside in the winter and for containing invasive plants. Keep fragrances from blowing away by putting plants under arbors or along fences, walls and hedges. Plant fragrant evergreens for windbreaks. Take advantage of reflected heat by planting against walls or on patios.

Planting for fragrance makes garden planning more exciting, Tewes Tyrolt says. "It forces us to come up with more unique solutions." 🌿



Orchid



BALL VARIETY FOCUS: SERENA® ANGELONIA

The first seed-grown Angelonia series, Serena is an outstanding, high-quality and economical choice for landscapers. Well-branched, "no-pinched" plants are compact and full. Well-suited to hot climates in both humid and dry areas. Unbeatable, season-long performance through heat and humidity. Save labor on maintenance. A good alternative for petunias, begonias, vinca or salvia in full-sun plantings. Long-lasting, upright, salvia-like habit and little or no pest/disease problems. Available in pink, lavender, purple and white.