

PRODUCT
SPOTLIGHT
GPS

PRODUCTS

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



Real-time capabilities

MGS 104 and 200 GPS units provide real-time information on the location and status of mobile resources. Operations staffers are able to quickly dispatch and track vehicles, as well as adjust routes and schedules in real time, minimizing wasted time and improving the utilization of fleet vehicles. Integrated sensor options are available to provide real-time reports on the status of mobile resources and on-board activities, increasing the efficiency of fleet and asset management. The company is currently working closely with Landscape Ontario and its members to provide additional, industry-specific solutions. www.pinpointgps.ca or 905/361-2880



Woodgrain railing

CertainTeed Corp.'s new Edgewood vinyl railing offers the natural beauty of painted and stained wood in an easy-to-maintain vinyl material. It's available in white, almond and Sierra Blend, and in octagonal and square baluster design options. The system's I-rail design and attractive precision-fit components do not require pre-drilling for installation. For long-lasting security, the brackets come complete with corrosion-resistant stainless steel screws, which are concealed by sleek trim covers. 800/233-8990 or www.certainteed.com

Fully loaded

The Terex T30 Super Quiet portable generator is packed with features, including a Tier 4-compliant engine, 110% spill containment, large engine bay doors and a removable rear panel for easy service. A 64-gal. fuel tank provides operators more than 24 hours of continuous operation. 203/222-7170 or www.terex.com



ALREADY TRIED A STAND-ON MOWER?

THINGS HAVE CHANGED.

Whether or not you're a fan of stand-on mowers, you owe it to yourself to demo the machine the industry is buzzing about ... the revolutionary new Toro® GrandStand™. Guided by input from experienced operators, Toro designed the GrandStand with superior enhancements that can take the jolts out of your jobs and bumps out of your business.



You'll immediately notice the comfortable, fatigue-free ride, outstanding hillside handling, ride/walk versatility, and the immaculate cut of Toro's TURBO FORCE® deck. And at a length of only 59 inches*, the GrandStand delivers the compact size that's critical for your trailer.

* With flip-up platform in stowed position

SAVE THOUSANDS

Save thousands of dollars when you purchase multiple units for your fleet. Ask your local Toro commercial dealer for details.

MOW NOW PAY LATER

Toro's special retail finance offers can put these machines to work for you today, so they can start paying for themselves.

Schedule a personal demo during the Smooth Operator Tour coming to a Toro commercial dealer near you. For tour dates, locations and product information, visit TORO.COM/SMOOTH.



Toro® GrandStand™
Stand-On Mower

TORO.

Count on it.

PRODUCTS

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



Knowledge is power

Syngenta Professional Products' Guide to Protecting Woody Ornamental Shrubs is a free 40-page, downloadable resource for LCOs looking to quickly and comprehensively identify and manage a host of weeds, diseases and pests. From azaleas to Virginia sweetspire, the guide covers signs and symptoms of potential problems with each variety, offering tips (including using beneficials and other hallmarks of integrated pest management) to keeping the shrubs lush and healthy. www.greencastonline.com/woodyshrubguide.pdf or 800/395-8873

PRODUCT SPOTLIGHT
GPS

Request a web-based demonstration!

QXpress™ 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 Alcor Incorporated. QuickBooks and the "Designed for QuickBooks" Logo are trademarks and/or registered trademarks of Intuit Inc. displayed with permission. The use by Alcor of the Logo does not signify certification or endorsement of Alcor's software by Intuit, and Alcor is solely responsible for its software and the support and maintenance of the software.

Fleet management

Networkfleet, formerly known as Networkcar, provides wireless fleet management services that reduce fuel consumption, maintenance expenses and vehicle emissions. The company's technology combines patented remote diagnostic monitoring with GPS-based Automatic Vehicle Location (AVL) systems. www.networkfleet.com or 866/227-7323

#	Design Designation	Design Ultimate Strength, T-48 (kN)	Production Factor Installation Change (kN)	Production Factor for Durability (kN)	Production Factor for Comp. (kN)	OK to BELIEVE (Y/N)
1	12170	124.0	1.0	1.0	1.0	Y
2	12170	124.0	1.0	1.0	1.0	Y
3	12170	124.0	1.0	1.0	1.0	Y
4	12170	124.0	1.0	1.0	1.0	Y
5	12170	124.0	1.0	1.0	1.0	Y
6	12170	124.0	1.0	1.0	1.0	Y
7	12170	124.0	1.0	1.0	1.0	Y
8	12170	124.0	1.0	1.0	1.0	Y
9	12170	124.0	1.0	1.0	1.0	Y
10	12170	124.0	1.0	1.0	1.0	Y

Slope software

A new version of Strata Systems' StrataSlope is now available. The interactive software program assists users design and analyze geogrid-reinforced steep slopes. Earthen slopes up to 70 degrees from horizontal can be safely designed in accordance with methodologies accepted by the Federal Highway Administration and the U.S. Army Corps of Engineers. It is ideal for reinforced soil slope applications, and is effective for basic global stability evaluation of retaining walls. 800/680-7750 or www.geogrid.com

LM SEARCH ↓

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



Multi-tasker

The Bobcat CT335 compact tractor offers a number of features and options that make it easier and more comfortable for operators to perform work. It's available in three different packages. The Economy Package has a three-point implement hitch with power take off (PTO). The Standard Package includes the three-point hitch, PTO and a loader joystick and control valve. The Standard Package with Cab has all of the features of the Standard Package with an enclosed cab. www.bobcat.com/utility_machines/tractors or 800-743-4340

PRODUCT SPOTLIGHT

GPS

Wireless solutions

With Comet Tracker, your workers have the capability of turning their GPS-enabled mobile phones into remote data collection and validation tools, while you know where they are and where they have been. The system is designed to save money, increase efficiencies, reduce operating costs and improve customer satisfaction — all for less than 50 cents a day. An extensive suite of reports is available at no extra cost; providing you with the ability to analyze, manage and improve company performance. www.actsoft.com or 888/732-6638

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

Preserve natural water drainage through a classic segmental permeable clay pavement system.



Pine Hall Brick

earth friendly...naturally green

www.americaspremierpaver.com 800.334.8689

U.S. LAWNNS

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



CLASSIFIED SHOWCASE

ADVERTISING INFORMATION

Call Kelli Velasquez at
800-669-1668 x3767
or 216-706-3767.
Fax: 253-484-3080.
E-mail:
kvelasquez@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 LAWNS

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

Incorporate
for as little as **\$99**

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

THE
COMPANY
CORPORATION®

INCORPORATING WHAT'S RIGHT FOR YOU



enhance
your ad with color

BUSINESS OPP. (CONT'D)



WANT TO BUY OR SELL A BUSINESS?

Professional Business 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

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

Join Our Growing Team



We offer proven landscape managers challenging careers and the unique opportunity to become an employee owner.

Visit www.davey.com/cgmjobs
to learn more.
Email: info@davey.com

DAVEY
Commercial Grounds Management

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

HELP WANTED (CONT'D)

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

Did you know?

All Landscape
Management
classifieds are
posted online.

landscapemanagement.net

AD INDEX

Agrium Advanced

Technologies p13

Agrotain p11

All Pro Putting Greens ... p17-32

Alocet p92

Ameristar p86

Andersons p61

Anthony Tesselaar p79

Ariens p47

Ball Horticulture p82

BASF Corp p63

Bobcat p39, 41

Chemical Containers p56

Clip Sensible p90

Collier Metals p6

Conard Pyle p81

Dow AgroSciences p5

Drafix p75

DuPont p34-35, 49, 83

F M C Corp p55A

Forestry Suppliers p65-72

Green Industry Innovators ... p38

Hortica p59

Husqvarna p51

Hustler p9

J R CO p58

John Deere Construction ... cv4

Kawasaki Motors p44, 45

L T Rich p6

Lebanon Turf p53

Monsanto p7

Oregon Tall Fescue p3

P B I Gordon p15, 58, 88

Pine Hall Brick p93

Progressive Commercial p50

Rainbird cv2-1, 42, 43, 57

Sepro p40

Syngenta cv3

Toro p89, 91

Turf Products p93

Turco p14

U S Lawns p93

Visual Impact Imaging p86

Walker Mfg p56

LM SEARCH

Access our valued advertisers at
www.landscapemanagement.net/search

EDIT INDEX

Agrium 10

Anthony Tesselaar 77

Ariens 64

Ball Horticulture 80

BASF 54

Bayer 58

Booths Landscaping 45

Brickman Group 86

CAN 10

Caterpillar 10

Christmas Décor 10

Conrad-Pyle 78

Cornell University 78

Cub Cadet 10

Dow AgroSciences 56

DuPont 58

Farmside Landscape

& Design 10

Fides 82

FMC 58

Grass Roots Training 45

Grasshopper Lawns Inc. 62

Greenspace Design

& Landscape 37

Hunter Industries 89

Husqvarna 10

John Deere 10, 64

Joyce Landscaping 12

JP Horizons 46

Kehoe & Co 52

Kinsella Landscape 84

Kisseberth Grounds Care ... 16

LandOpt 10

Lawns By Yorkshire 10

Mountain View Landscape

and Lawn Care 43

PLANET 10, 62

Proven Winners 82

Rain Bird 89

Senske Lawn and

Tree Care 37

Supergreen Inc. 43

Syngenta 10, 54, 82

Terra Nova 82

The Mustard Seed 37

Toro 64, 89

University of Utah's

Red Butte Garden 77

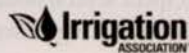
Vermier Manufacturing 10

Wilson-Oyler Group 74

Wright Manufacturing 64

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 \$69 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 1268, Skokie, IL 60076-8268. Canadian G.S.T. number: 640 033 278 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. 109.

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 847-763-9594 between the hours of 9:30 am and 5:00 pm CT and a customer service representative will assist you in removing your name from Questex Media Group's lists.





What are you going to do with all of the time you've been given?

My April, May and November 2008 columns — “Make every day count,” “What’s on your ‘bucket list?’” and “Great teachers live on” — comprise my Adam Gaspar tribute trilogy. If you haven’t read them, please do yourself (and your family, friends and co-workers) a big favor and spend 15 minutes reading them at www.landscapemanagement.net.

In the columns, I share the many life lessons learned while accompanying Adam, my buddy from the first grade, on his journey home to God. Adam became increasingly incapacitated during his 10-month battle with a brain tumor, but that did not stop him from living each day to the fullest and putting God, family and friends above all else.

I’ll never forget a cell phone conversation I had with my oldest brother, Jim, last October, just a few weeks after Adam peacefully embraced our Creator. I was pacing back and forth in Adam’s backyard, telling Jim I planned to ensure my family stays close to Adam’s wife, Ann, and their six children, by spending at least one day a month together. Jim — my dear friend and spiritual sherpa — encouraged me (as always), saying God would help me meet such a worthy goal. He added that one day a month should be doable, especially given I had spent several hours most days during the past 10 months getting closer to Adam, his family and, in turn, God.

Then Jim asked me *the question*. ...

“What are you going to do with all of the time you’ve been given?”

At the time, I thought Jim was referring to the time I used to spend talking to, and laughing and praying with Adam. I now know Jim’s question was a great and overarching gift to be shared. You see, on Feb. 9, my wife called me at work and informed me as I sat at this very desk that my beloved brother, at age 47, had suffered a heart attack and joined Adam and God.

I now beg you and your family, friends and co-workers to help me celebrate Jim’s and Adam’s lives by contemplating and praying about *the question*.

For examples of lives well lived, peruse www.landscapemanagement.net/AdamEulogy, www.landscapemanagement.net/DadLetter and www.landscapemanagement.net/JimEulogy.

I first pondered *the question* with Adam and Ann a year ago, when we created Bucket Lists — our final wish lists/To Dos before dying. Adam’s Bucket List has dozens of things crossed out. And every time he bravely completed one of his final To Dos, he added another one. Mine, on the other hand, has just 1 of 50 To Dos crossed out. Like many, I got too busy with the busyness of this life.

Feb. 9 was my second wake-up call. To honor Jim, Adam, and the life God graced me with — and to add a new level of public accountability with our publication’s projected receivership of 211,000 — here’s my new, simpler, 10-item Bucket List equipped with deadlines or frequency measurables:

- ▶ **Spiritual To Dos** — Share time with, and serve, Adam’s and Jim’s wives and children (at least once per month); help kids with cancer find humor, hope and God (quarterly); and be a better husband, father, son, brother, godfather, friend and co-worker by better seeking and following God’s will throughout each day, and scheduling more time with these loved ones (daily).
- ▶ **Personal To Dos** — Eat less and move more (Lose 55 lbs. by Jan. 1, 2010); spend less (eliminate debt within three years while paying for two Catholic educations); obtain more life insurance (this year); undergo heart tests (this year); and create a will (this year).
- ▶ **Professional To Dos** — Write a book of family stories (“Whit’s World — Living proof that evolution is overrated”) by Jan. 1, 2010; and craft a screenplay by Jan. 1, 2011.

Enough about me. Now it’s your turn. Time for you to answer — and ask others — *the question*.



syngenta

Until the lawn can water itself.

Homeowners. They're too busy. And they're forgetful. Fortunately, Meridian® insecticide, the fast-acting grub and foliar insect controller, allows twice as long for watering or rain as the most common brand. So even with little cooperation from homeowners or Mother Nature, you can help create noticeably beautiful lawns.

1-866-SYNGENTA • MeridianForLawns.com

©2008 Syngenta. Syngenta Professional Products, Greensboro, NC 27419. **Important: Always read and follow label instructions before buying or using this product.** Meridian® and the Syngenta logo are trademarks of a Syngenta Group Company.

