

continued from page 19

AGROTAIN INTERNATIONAL

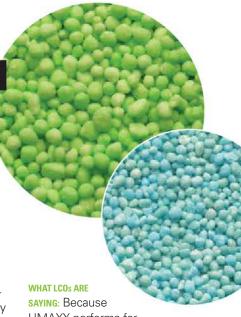
HEADQUARTERS: St. Louis

TOP BRANDS:

- 1. UMAXX fertilizer
- 2. UFLEXX fertilizer
- 3. HYDREXX fertilizer

LATEST/GREATEST "MORE WITH LESS" LAWN

CARE FORMULATION AND HOW IT WORKS: The key ingredient in each of Agrotain's enhanced efficiency fertilizers is stabilized nitrogen technology. These products — UMAXX, UFLEXX and HYDREXX — provide turf professionals with maximum nitrogen control by delivering a long-lasting, consistent source of nitrogen to plants in a variety of soil temperatures, and with minimal escape into the air or groundwater. Because stabilized nitrogen doesn't rely on microbial activity for nitrogen availability, cold soil temperatures have little effect on the efficiency of stabilized nitrogen products. The applied product is available to the plant as soon as watering — either through rainfall or irrigation — takes place, and what the plant doesn't immediately use will be held onto the soil colloid as a reserve for future use.



UMAXX performs for

Mike Immel, a lawn care operator in Wisconsin, for 12 to 16 weeks, he can space his applications farther apart. "I can get the same results in four or five trips that others get in six," he says. "That equates time savings for me, cost savings for the customer and. environmentally, I'm not burning as much gas to get the same results."





THE ANDERSONS

HEADQUARTERS: Maumee, OH

TOP BRANDS:

- 1. The Andersons
- 2. DG Pro
- 3. GrubOut insecticide

LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION AND HOW IT WORKS:

GrubOut insecticide is The Andersons' version of imidacloprid. Its multiple use rates allow the targeting of specific insects.

more profiles, page 23



Changing your fortune by changing your wireless rain sensor.

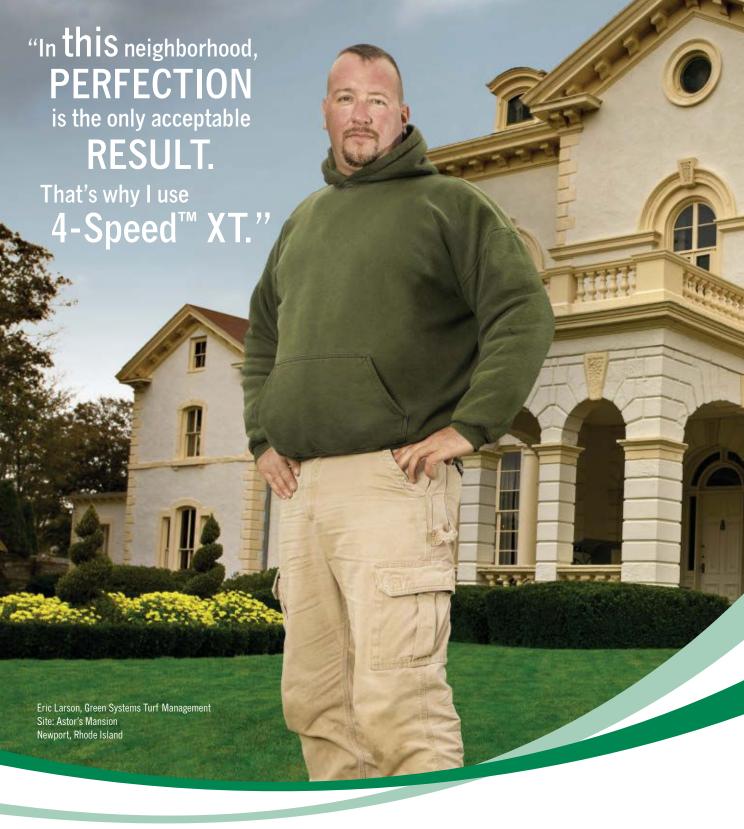
That's intelligent.





The NEW Rain Bird® WR2 Wireless Rain Sensor increases revenue and **productivity.** Every feature of this new wireless rain sensor helps you make more money. Whether a system upgrade or a new installation, the Rain Bird WR2 saves labor, provides new revenue opportunities and enhances your image as a water management expert. Staking your reputation — and your fortune — on a product that delivers every time. That's The Intelligent Use of Water.™





With contracts for many of the world's most famous mansions, Eric Larson faces customer expectations that are as high as the real estate prices. So when ground ivy, clover and other tough weeds started showing up, he turned to 4-Speed XT. Its combination of four active ingredients makes weeds 'Deader. Faster.' For more on 4-Speed herbicide brands, and more of Eric Larson's story, go to www.nufarm.com/us.





COVER STORY

continued from page 21

ARYSTA LIFESCIENCE

HEADQUARTERS: Cary, NC

TOP BRANDS:

- 1. Disarm fungicide
- 2. Aloft insecticide
- 3. Endorse fungicide

LATEST/GREATEST "MORE WITH LESS" LAWN **CARE FORMULATION AND HOW IT WORKS:**

The Disarm Complete Control System gives LCOs all the options they need to solve every disease control problem. Disarm, Disarm C, Disarm G and Disarm M fungicides provide premier strobilurin disease control performance and value throughout the entire season. Each is specifically tailored to climate region, disease history and turfgrass variety. Alone,



in chlorothalonil-based or demethylation inhibitor (DMI)-based premixes, the Disarm Complete Control System allows you to choose your application — giving you complete control.





HEADQUARTERS: Research Triangle Park, NC

TOP BRANDS:

- 1. Onetime herbicide
- 2. Drive XLR8 herbicide
- 3. FreeHand 1.75G herbicide

LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION

AND HOW IT WORKS: One time herbicide contains three active ingredients (quinclorac, MCPP-P and dicamba), allowing users to target both grassy weeds like crabgrass and broadleaf weeds such as spurges

with one application. Onetime contains the new liquid formulation of quinclorac, which is also found in Drive XLR8. This formulation is better and faster absorbed into the target plant versus other quinclorac-based products. The formulation ensures that the active ingredient reaches its intended target.

WHAT LCO'S ARE SAYING: "We really got tired of spraying postemergent products and wanted something with more longevity. My last application of FreeHand 1.75G was in the fall — and we're just now starting to see a few weeds pop up, five months later. I don't have to go back and re-treat each month. In our business, that means a lot." — Mike McDowell, president, Acme Turf Control, Concord, NC

more profiles, page 25

BETTER RESULTS



4-Speed™ XT Saves Contracts

APPLICATION RATE:

1.3 oz/1,000 sf of 4-Speed XT plus spreader-sticker (1 oz/gallon finished spray) **APPLICATION EQUIPMENT:**

LT Rich Z-Sprayer, 1/3 gal spray tips

TIMING:

July 13, 2009

SUMMARY:

"This was not ideal herbicide application timing for ground ivy control, but we still had great results on it and all the other weeds on the 4-Speed XT label. As a result, we saved several contracts. We'll be using a lot more 4-Speed XT and other Nufarm products in the future."



Better Choices. Better Business.



www.nufarm.com/us

Nufarm Turf & Ornamentals: 800-345-3330 © 2009 Nufarm. Important: Always read and follow label instructions. 4-Speed™ is a trademark of Nufarm.









Quality, Dependable Service.

Fan us on	Follow us on
Facebook	Twitter

1-800-866-9667 order online www.mowmore.com

Use Ad Code #LMA10MAG

Mower Blades Mow I	More carries	over	400 diffe	erent m	nower bl	ades foi	r hundre	eds of applications
Product ID	Replaces O.E.M. #'s	Length	Center Hole	Width	Thickness	Price Each	Price 12+	Quantity/Fits
SC21	•48111 •482879 •481708	21"	5/8″	2 1/2"	.204	9.60	9.00	(3) Blades for a 61" Cut. All blades Sold Individually

Edger Blades 14 Types in stock visit www.mowmore.com for our complete lineup										
Product ID	Replaces O.E.M. #'s	Length	Center Hole	Width	Thickness	Price 10+	Price 50+	Price 200-	+ Quantity/Fits	
EBU8	•840084 •216062 •4133-713-4101 •720-237-001 •613223	7 11/16"	1"	2″	.125	1.85	1.60	1.35	Fits Maruyama, Ryobi, Green Machine, Echo, Shindaiwa, and Stihl. Long lasting heat treated.	

Oil Filters Oil and	d transmissi	on filte	rs for mo	ost mak	es. Call	1-800-8	66-9667	to orde	er our catalog
Product ID	Replaces O.E.M. #'s	Thread	O.D.	Height	Micron	Price Each	Price 12+	Price 36+	- Quantity/Fits
KA71	•49065-2078 •49065-2062 •49065-2071 •49065-2057 And Others	3/4" 16	2 11/16"	2 7/8"	25	5.60	4.35	3.35	Oil Filter fits Gravely, John Deere, Kawasaki, Onan, Snapper, Tecumseh,Toro, and Woods.

Trimmer Line FREE* shipping on Orders of \$250 or more *excludes oil and blade grinders										
Product ID	Line Size/Diameter	Roll Size	Approx ft/roll	Color	Price Each	Price 3+	Price 12+	Description		
TL5095	.095	5 Lb	1400	Red	39.99	37.99	33.99	Premium Co-Polymer Trimer Line. Prevents 'fraying and welding'. Made in the USA. Round, Diamond and Inner Core line available at mowmore.com		

Air Filters Call 1-800-866-9667 for your copy of our 130 Page 2010 Master Catalog										
Product ID	Replaces O.E.M. #'s	Length	Width	Height	Inner Filter	Price Each	Price 10+	Description		
КО9583	•25-083-01 •11013-7020 •841497 •103-1327 And Others	4"	2 13/32"	10 1/2"	Required Sold Seperately	14.50	12.99	Canister style Filter fits Kohler Kawasaki, Gravely, Briggs & Stratton, Exmark, Fleetgard, Generac, Hustler, Toro		

BAYER ENVIRONMENTAL SCIENCE

HEADQUARTERS: Research Triangle Park, NC

TOP BRANDS:

- 1. Merit insecticide
- 2. TopChoice insecticide
- 3. Armada fungicide

LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION AND HOW IT WORKS: New Celsius postemergent herbicide is safe for use year-round on warm-season turf types (St. Augustinegrass, centipedegrass, Bermudagrass and zoysia-

grass). It provides exceptional control of troublesome broadleaf and grassy weeds, application convenience, flexibility and long residual even at the highest temperatures without fear of phytotoxicity. Celsius, which features dicamba along with two new active ingredients — iodosulfuron-methylsodium and thiencarbazone-methyl — has shown specific benefits in terms of broad-spectrum control for more than 150 weeds.

Celsius

WHAT LCOS ARE SAYING: "Celsius fills a void, timing-wise: A large portion of our more problematic weeds come in the middle of summertime when heat is an issue, and unfortunately with our product lines in the past, we've been unable to spray or are forced to do so at the risk of damaging turf. With Celsius, I've been able to confidently use it on any turf type without any damage." — Chad Stilley, The Greenery, Charleston, SC

CIVITAS

HEADQUARTERS: Mississauga, Ontario, Canada

TOP BRANDS:

- 1. Civitas fungicide (for use on golf courses)
- 2. Clear Choice selective herbicide
- 3. Pure Spray Green organic spray oil

LATEST/GREATEST "MORE WITH LESS" LAWN

CARE FORMULATION AND HOW IT WORKS: Civitas fungicide is not a chemical fungicide. It's a plant defense activator. It works by turning off the natural defenses of the plant to resist fungus attack. Technically speaking, its synthetic isoparaffin-based formulation triggers Induced Systemic Resistance (ISR) in the grass to defend against fungus attack. Because the fungus can't gain a foothold on the grass, it dies off. Civitas works well on its own, but combining it with other products can lead to up to a 60% reduction in fertilizer use.

WHAT LCOS ARE SAYING: "Civitas turns on the natural fungus-preventing defenses of the turfgrass, making it a powerful alternative to the traditional chemicals in your IPM Strategy."



DOW AGROSCIENCES

HEADQUARTERS: Indianapolis

TOP BRANDS:

- 1. Dimension herbicide
- 2. Gallery herbicide
- 3. LockUp herbicide



LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION AND HOW IT WORKS: Compared with other granular herbicides, LockUp demonstrates superior efficacy at extremely low use rates — .02 to .06 lbs. of active ingredient per acre — which helps decrease the overall pesticide load in the environment. LockUp is effective on dollarweed in the South and white clover in the North. It is available from a number of formulators on fertilizer. It is registered under the Reduced Risk Pesticide Initiative of the U.S. Environmental Protection Agency, so it has an excellent environmental profile.

WHAT LCOS ARE SAYING: "We use Gallery because it is easy to apply and mix with Dimension Ultra 40WP, especially when we are doing an entire ornamental bed preemergent. Overall, we're getting phenomenal control with Gallery on everyday broadleaf weeds, especially dandelion and clover. We've found that it has saved us a tremendous amount of labor — not having to pull weeds through the summertime. We get season-long control from both products." — Chris Conner, Basnight Land and Lawn, Chesapeake, VA

more profiles, page 26

continued from page 25

FMC PROFESSIONAL SOLUTIONS

HEADQUARTERS: Philadelphia

TOP BRANDS:

- 1. Talstar insecticide
- 2. Dismiss herbicide
- 3. Solitare herbicide



LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION AND HOW IT WORKS:

Dual-action Solitare herbicide features a patent-pending, optimized combination of sulfentrazone and quinclorac that combats postemergent weeds from the foliage down and the root up. Labeled for the control or suppression of more than 60 weeds, Solitare provides fast, visible results, with symptoms appearing just a few days after treatment.

WHAT LCOs ARE SAYING: "With Solitare, you could put an application down Friday afternoon and the customer is seeing it work no

> later than Monday. It saves us quite a bit on callbacks because they see the results." — Mark Schlossberg, president, ProLawnPlus, Baltimore



TRANSFORM YOUR WORKDAY AND YOUR BOTTOM LINE.

Through revolutionary design and engineering, the patent-pending T3000 will dramatically increase your productivity and profitability.

in about half the time." Step on and grab the steering wheel for simple, intuitive driving. The ride is smooth and steady, especially on hills and rough terrain. Move effortlessly from residential properties with 36" gates to commercial properties, improving route efficiency so you can increase the number of properties you complete in a day.

The T3000 also gives you unprecedented application control. Easily match your spread and spray widths and capacities. And the unique spray system is the ultimate in precision and efficiency, virtually eliminating callbacks.

More precise. More efficient. More profitable. It's easy with the T3000.









'The T3000 helped me

grow my customer base

by 58%. It's so easy to

use — I can do a property

Mike Immel

Fon du Lac, WI

Mike's Total Lawn Care

WWW.TURFCO.COM

See the T3000 in action—call 800-679-8201 for a demo or DVD.

LEBANONTURF

HEADQUARTERS: Lebanon, PA

TOP BRANDS:

- 1. Proscape
- 2. Lebanon Pro
- 3. Roots

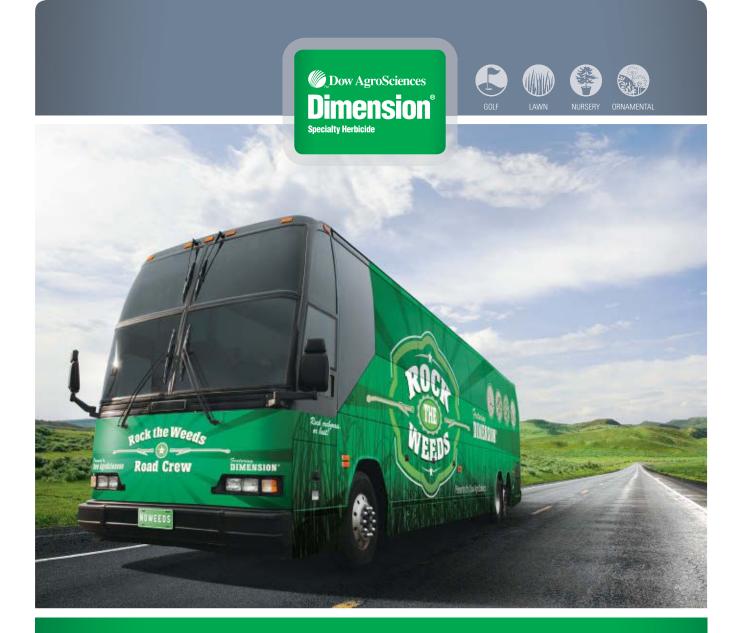


LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION AND HOW IT WORKS: Green-

Smart Technology is a catalyst that improves fertilizer efficiency, increases root growth and produces healthier turf with fewer inputs. It can reduce fertilizer use by 25%, lowering product and labor costs. Green-Smart also promotes greater plant uptake and holds more nutrients in the root zone - promoting higher-quality, better-performing plants.

WHAT LCOs ARE SAYING: "As we continue to see greater regulatory pressures, products that produce the same effects with less applied nitrogen make a lot of sense, and will play an increasingly important role. Plant color is also comparable or better with fertilizers enhanced with this type of technology, and that's very important to customers. People want green grass and no weeds. If we can provide that from a cost-savings and environmental standpoint, that's good for our customers and good for our business." — John Buechner, director of technical services. Lawn Doctor, Holmdel, NJ

more profiles, page 28



THE HOTTEST SHOW ON THE WEED CONTROL ROAD JUST GOT EVEN LOUDER.

Only a superstar rolls like this, and you're about to get a backstage pass to the hottest tour on the road. It's the Rock the Weeds Tour featuring Dimension® specialty herbicide, the No. 1 preemergence herbicide brand in the lawn and landscape markets.¹ Dimension is cranking up the volume on tough weeds like crabgrass, creeping woodsorrel, bittercress and many other grassy and broadleaf weeds. And its nonstaining formulation rocks all season long and delivers outstanding early postemergence control on crabgrass. On this tour, there are no groupies or wannabes. It's brought to you by the company that delivers only proven solutions — Dow AgroSciences.

'2008 Specialty Product Consultants. *Dimension is a trademark of Dow AgroSciences LLC. State restrictions on the sale and use of Dimension specialty herbicide products apply. Consult the label before purchase or use for full details. Always read and follow label directions. *The swinging golfer logo is a registered trademark of PGA TOUR, Inc. ©2010 Dow AgroSciences LLC T38-813-002 (12/09) BR 010-60661 DATOTURF9075

COVER STORY

continued from page 26

MONSANTO

HEADQUARTERS: St. Louis

TOP BRANDS:

- 1. Roundup ProMax
- 2. QuikPro herbicide
- 3. Certainty Turf herbicide



LATEST/GREATEST "MORE WITH
LESS" LAWN CARE FORMULATION
AND HOW IT WORKS: Roundup
ProMax is Monsanto's
newest formulation. It's
more concentrated and
delivers more consistent

performance as compared

to Roundup Pro. The unique surfactant system allows the herbicide

to penetrate weed leaf surfaces faster, which means customers can count on Roundup ProMax being rainfast in 30 minutes — half the time of Roundup Pro. And because Roundup ProMax is more concentrated, a 1.67-gal. jug treats the same area as a 2.5-gal. jug of Roundup Pro. The smaller jug reduces plastic and corrugated waste by more than 33%.

There's business out there. Get more of it. **Guaranteed!**

Maximize your chances to win that new landscape or renovation project using the

most complete landscape design software available. PRO Landscape will help you communicate your designs with stunning photorealistic 3D images, easily create accurate 2D and 3D CAD drawings and automatically generate professional proposals. We guarantee you'll sell, plan and bid better than ever before, or we'll give you your money back.

"I've won every bid when I've used PRO Landscape." Aron Hoffman, Groundskeepers Landscaping, Inc.



VISUAL DESIGNS THAT SELL

Excite customers with photos of their home with recommended landscaping in place.



PROFESSIONAL PROPOSALS

Show your professionalism with complete, polished proposals prepared in seconds.



ACCURATE SITE PLANS

Easy-to-use CAD lets you quickly develop detailed, accurate site plans.



800-231-8574 or prolandscape@drafix.com

SELL BETTER • PLAN BETTER • BID BETTER

NUFARM AMERICAS

HEADQUARTERS: Burr Ridge, IL

TOP 3 BRANDS:

- 1. 4-Speed XT herbicide
- 2. Quincept herbicide
- 3. Escalade herbicide

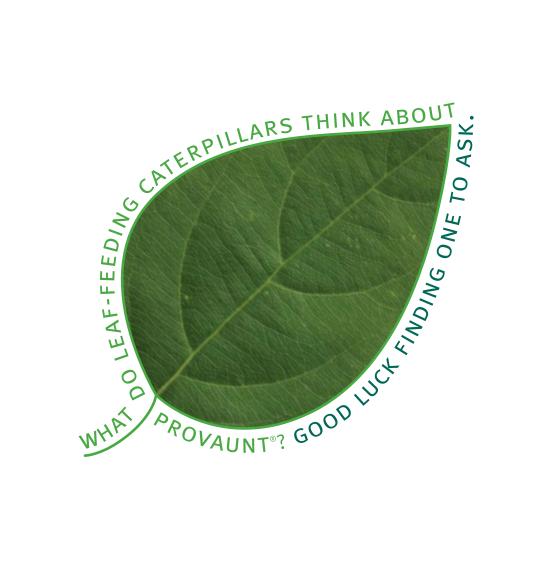


LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION AND HOW IT WORKS: With

4-Speed XT, Nufarm has taken the proven performance of players like triclopyr, 2,4-D and dicamba, and added the speed of pyraflufen. The result is an herbicide that is gentle to grass, but absolutely hammers broadleaf weeds — and does it fast. Users will often see results in 24 hours. That's a benefit for LCOs, who can spray the lawn knowing that in a day or two their customers will see visible results.

WHAT LCOS ARE SAYING: "We used 1.3 oz. per 1,000 sq. ft. of 4-Speed XT with a spreader-sticker applied with an LT Rich Z-Sprayer. We made the first applications in mid-July, and within just a day, we started seeing results. As a result, we saved several contracts." — Eric Larson, Green Systems Turf Management, Portsmouth, RI

more profiles, page 30



Advanced chemistry that leaves caterpillars speechless.



DuPont™ Provaunt® insecticide has earned high praise for its outstanding performance against turf and ornamental pests, including gypsy moth caterpillars and tent caterpillars. Even with its low application rates, Provaunt® is the ideal choice for protection of oaks, crabapples, flowering cherries and a wide range of additional trees and shrubs. What's more, the active ingredient in Provaunt® has a favorable environmental profile. Learn more by calling 1-888-6DuPont (1-888-638-7668) or by visiting us at proproducts.dupont.com.

DuPont™ Provaunt.® Advanced chemistry. Outstanding performance.

DuPont Professional Products



COVER STORY

continued from page 28

QUALI-PRO/MANA

HEADQUARTERS: Raleigh, NC

TOP BRANDS:

Quali-Pro herbicides, fungicides, insecticides



LATEST/GREATEST "MORE WITH LESS"
LAWN CARE FORMULATION AND HOW
IT WORKS: Quali-Pro's proven,
high-quality formulations
of preemergent herbicides
offer, according to the
manufacturer, the easiest

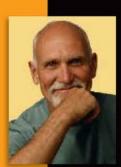
handling, best mixing and most userfriendly packaging in the market. Its broad portfolio of post-patent products provides virtually everything LCOs need in herbicides, insecticides and fungicides, as well as turf growth regulators.

WHAT LCOs ARE SAYING: "It was Quali-Pro's formulation quality that got our attention. Sure, they save us some money, but what got me was the better formulation. Quali-Pro products mix well and do a great job. That's what I want."

— Sam Lang, president, Fairway Green, Raleigh, NC



Doing one thing well for a quarter century.



People see the commitment it takes to *only* focus on specification-grade architectural and landscape luminaries.

They appreciate that each fixture, transformer and accessory is designed and manufactured in the United States. People rely on the

insightful engineering, the techical support and the hands-on training.

People value doing business with a company that's been doing one thing well for 25 years. It's the trust and confidence. The pride, when the lights go on.



Do one thing today. Call **800-766-VISTA** or visit **www.vistapro.com**



SEPRO

HEADQUARTERS: Carmel, IN

TOP BRANDS:

- 1. Cutless granular landscape growth regulator
- 2. Legacy turf growth regulator
- 3. Octane herbicide

LATEST/GREATEST "MORE WITH LESS" LAWN CARE FORMULATION AND HOW IT WORKS: Cutless Granular is a systemic plant growth regulator that slows shoot growth of hedges, shrubs and groundcovers in landscaped areas. Plants treated with Cutless Granular will require less trimming and will have a more compact growth form. Landscape contractors are able to save direct labor costs and then reallocate that labor to other jobs, which will improve their profitability. SePRO provides a cost-savings calculator at www.sepro.com that landscapers can use to determine the savings for their situation (typically, 40% to 60% savings). In addition to improving profitability, Cutless Granular provides sustainable benefits, including improved plant health/appearance and reductions in irrigation, fuel, emissions and plant material sent to landfills.

WHAT LCOS ARE SAYING: "Cutless G is an effective, dependable management solution with superior performance. This technology not only provides substantial cost efficiency, it also promotes significant plant vigor and performance. It is truly a product that has revolutionized our industry." — Deborah Gedeon, horticulturist, Botanically Correct, Naples, FL