

**Dimension**<sup>®</sup>  
Specialty Herbicide

**Gallery**<sup>®</sup>  
Specialty Herbicide

**Snapshot**<sup>®</sup>  
Specialty Herbicide

 **Dow AgroSciences**



## It takes courage to admit there's a problem.

Meet Frank. He's got what you'd call a "problem" with hand-weeding. Fortunately, there's Dimension<sup>®</sup>, Gallery<sup>®</sup> and Snapshot<sup>®</sup> specialty herbicides from Dow AgroSciences. They give Frank the kind of group therapy he really needs by delivering serious control of the toughest weeds in lawn and landscape settings. So go ahead and skip the awkward meetings. Come learn more about the portfolio of products proven to help kick the hand-weeding habit at [DowProvesIt.com](http://DowProvesIt.com).

[www.DowProvesIt.com](http://www.DowProvesIt.com) 800-255-3726

\*Trademark of Dow AgroSciences LLC. State restrictions on the sale and use of Dimension specialty herbicide products and Snapshot 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 T38-000-018 (2/10) BR 010-60665 DATOTURF9072



**P R O V E N   S O L U T I O N S**

# PROJECT PORTFOLIO

A SCRAPBOOK OF DESIGN/BUILD OVERHAULS

*Lakeside living*

## THE MISSION

Create a sustainable landscape for outdoor living that complements the contemporary lakefront home.

Owning a home on Idaho's spectacular Lake Coeur d'Alaine might be great, but struggling for access from the property to the water is not. Enter the team of Land Expressions LLC, Mead, WA. With a triple-dream theme of sustainability, safety and beauty, the firm designed and installed a path that winds its way from the house to the lake — and incorporated some living spaces along the way.

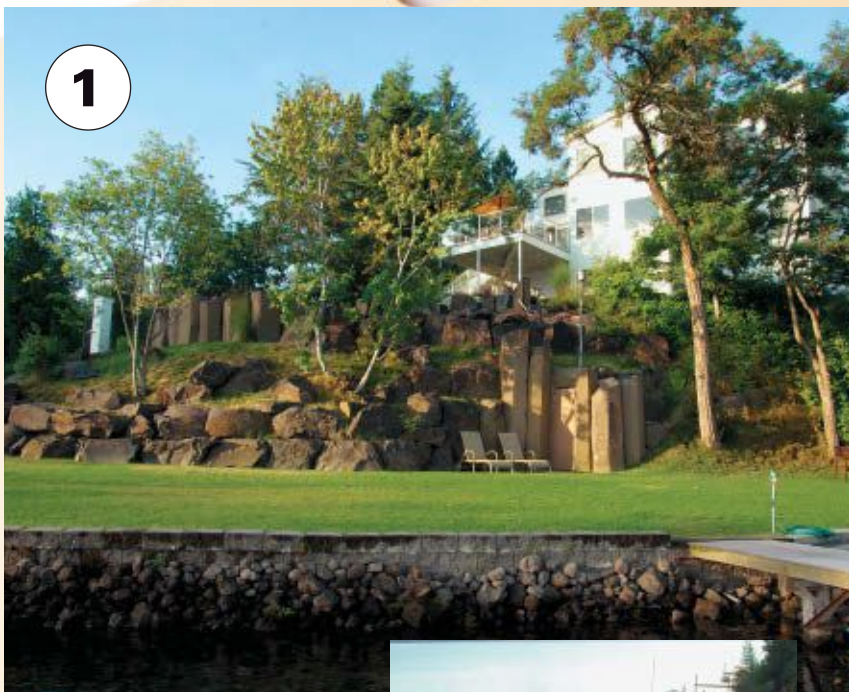
Persuading the client to take a sustainable approach, Land Expressions President Dave Nelson and his team designed and installed a meandering path from the house to the lake. Rock outcropping and basalt columns retained the slope for the patio spaces, taking advantage of the lookout points. The mixed use of stone and concrete pavers created a natural, functional living space.

Limited access for equipment on-site created a challenge as did the arid climate of northern Idaho, which often resists native re-vegetation. The team found the perfect solution by focusing on native grasses and colorful wildflowers. Drought-tolerant trees were retained and carefully protected during the construction process.

"The site was also considered to be 'high-risk' because of the slope and proximity to the lake," notes Land Expressions' Steve Anderson. "Through grading, all storm water runoff was captured in swales."

Sheep fescue was used for a drought-tolerant grassy play area near the lake. In addition, a concrete vault storage room, faced with columnar basalt and a camouflaged door, was designed to blend into the hillside.

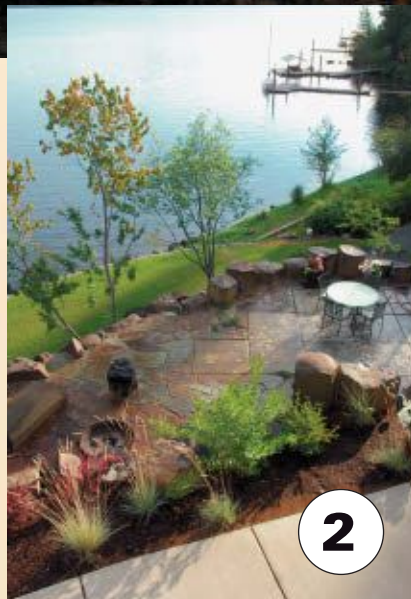
PHOTOS COURTESY: LAND EXPRESSIONS LLC



## THE WORK

**1 | Keeping it casual.** The owners of the contemporary home loved clean lines and strong contrast. They wanted to expand the hillside living space, and were leaning toward a traditional terraced landscape. The design process led the client into a sustainable landscape by showing how a soft natural frame offered a pleasing — and low-maintenance — contrast to the home. Note the hillside storage room tucked away behind the lounge chairs in the picture.

**2 | Lakeside patio.** Strong vertical retaining walls were built from columnar basalt, maximizing floor space near existing trees. Horizontally, a column is used as a bench for the fire pit. Drip irrigation conserves the water



needed for minimal ornamental plantings near the cozy sitting area, and the overlook offers a spectacular view.

*continued on page 35* >>

# Get a JUMP START on PROFITS

The combination of indoor exhibits adjacent to a huge, two-day demonstration park makes GIE+EXPO unique within the industry and highly beneficial for you. This marketplace is your best opportunity to efficiently compare products and get a jump on purchasing decisions.



See what's new from the industry's leading exhibitors as well as innovative start-ups in the New Products Arena and then head outside to the 19-acre demo park to kick the tires, jump on and test drive the latest industry innovations. Open the first two days of GIE+EXPO, this 19-acre shopper's playground is just steps away from the 500+ indoor exhibits.



Press conferences and product launches are open to attendees as well as the media again at GIE+EXPO 2010. Hear directly from exhibitors the details of their newest products and corporate announcements.



"2009 was our first-time at GIE+EXPO and we enjoyed the complete experience. From the new products and innovations to the demo area and the education sessions, we got a lot out of the show. We're planning to come back in 2010 just to keep up with the industry's newest trends."

**Doug McDuff, President  
Landscape America  
Wrentham, MA**



REGISTER TODAY AT  
[WWW.GIE-EXPO.COM](http://WWW.GIE-EXPO.COM)

GIE+EXPO is sponsored by:



# GIE+EXPO



The 14th largest tradeshow in the USA!

Thursday, Friday, Saturday  
October 28-30, 2010  
Kentucky Exposition Center  
Louisville, Kentucky  
[www.gie-expo.com](http://www.gie-expo.com)  
[info@gie-expo.com](mailto:info@gie-expo.com)  
Toll Free: (800) 558-8767  
Phone: (812) 949-9200

“In **this** neighborhood,  
**PERFECTION**  
is the only acceptable  
**RESULT.**

That’s why I use  
**4-Speed™ XT.”**

Eric Larson, Green Systems Turf Management  
Site: Astor’s Mansion  
Newport, Rhode Island

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](http://www.nufarm.com/us).

**Better Choices. Better Business.**

© 2010 Nufarm. Important: Always read and follow label instructions. 4-Speed™ is a trademark of Nufarm.



[www.nufarm.com/us](http://www.nufarm.com/us)



« continued from page 32

## THE WORK

**3 | Smart solutions.** Terracing with local natural boulders allowed for meandering paths to easily access multiple patio levels and the waterfront. Preserved plants come right up to the path.

**4 | Fans of soft rock.** Near the water, stone steps softened by native grasses underscore the natural theme and offer a counterpoint to the vertical columns.

**5 | An upward climb.** The steep hillsides of Lake Coeur d'Alene too often separate limited outdoor living spaces from the water's edge. The owners wanted this deck connected with the water's edge. Existing steep gravel paths were difficult to maneuver through and were adjacent to an unsightly block wall.

*Land Expressions' services include landscape architecture, planning and design, as well as landscape and water feature construction. With more than 20 years in the landscape business, the company takes pride in taking care of all of its customers equally, no matter how large or small. This particular installation garnered a recent Environmental Improvement Distinction Award from the Professional Landcare Network (PLANET). For more information, visit LandExpressions.com.*

## 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."

**4-SPEED™ XT**

**Better Choices.  
Better Business.**



[www.nufarm.com/us](http://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.



## BEST PRACTICES

BRUCE WILSON

The author is a partner with the Wilson-Oyler Group. He can be reached at [bwilson@questex.com](mailto:bwilson@questex.com).

# Build now for future growth

“**G**rowth? Wouldn't that be nice” is what some companies are saying these days. Still, others have been able to grow through the current downturn in the economy. It might be a mistake to take an overly conservative approach and not plan for growth. When the time comes, you want to be able to take advantage of opportunity, not miss it.

One major challenge for small companies is trying to balance making a profit with building a deep, solid stable of employees who can handle new growth. Most owners try to make these decisions on the fly or on gut instinct. A more systematic way is through the budget process. If, in your budget planning process, you create a budget item for interns or hires for future growth, you can quantify and manage the cost.

Many companies have been able to train employees doing productive work — or you might have them in a non-productive training program, but only for weeks at a time, not all year. Either way, the cost is not as great as you might fear without running the numbers.

### Today's hires, tomorrow's leaders

We recommend hiring interns and/or college graduates into your organization along the way, so you have future managerial talent. Many in the industry believe the role of account managers and other middle managers, moving forward, will require a better understanding of technology for communication. College-trained people generally possess these skills, and can be promoted faster.

Too often, owners try to hire experienced people from other companies when they need managers. The success rate on these types of hires is lower. One simple explanation is that there is a reason this type of employee is available. The fact is, when a company has a good employee, it rarely lets him or her get away.

Strange, isn't it, the same companies hesitant

to invest in training and developing a deep bench, are willing to pay big dollars to headhunters to find people when they're needed? The same investment redirected to training and development of key employees is a much better use of those funds.

We subscribe to the build-from-within strategy. This works well if you have the right mindset and system for mining talent. For example, within your ranks of gardeners, identify the higher-potential employees for promotion to crew leader. Most companies wait until they need a new crew leader, then either try to go outside to hire an experienced one or promote the best gardener. The flaws in these approaches are that the best gardener is not *prepared* to be a crew leader — and, again, hiring from the outside has a lower success rate.

The better approach is to identify a high-potential employee and team him or her with a good crew leader. This ensures the employee is trained and ready when needed. There is no real increased cost for this; it just takes organization and planning.

### Education vs. experience

Most companies that hire college grads find they move up the ranks more quickly because of a higher level of interest in horticulture and a better education base. True, these grads often initially do not work physically as hard as their peers, which can be a problem, but remember you are hiring them for their potential. As an owner, you must be their advocate and help them become successful.

This is not to say that you should *only* hire from within for experienced people. If you do hire experienced people and bring them into your company, you bring differing viewpoints and experience sets, which is good for all organizations.

It is a good policy to always be looking for good people. When a good one comes along, bring them on to help build the bench. It is when you have to go outside in a time of need that you often end up settling just to get “someone.” That's when mistakes are made.

# SNOW+ICE

## GUIDE



## *Snow tech,* down cold

New sprayer designs allow the flow rates to be adjusted from the cab.

PHOTO COURTESY: SNOMEX, A DIVISION OF TRYNEX INTERNATIONAL

**T**O A SNOW AND ICE management contractor, a truck is like a second home. Fifteen-hour workdays aren't uncommon, so having a comfortable, reliable vehicle is crucial. And, let's face it, equipment that allows the operator to spend a bulk of time inside the warm cab — and not out in the cold — is extremely valuable.

Just as trucks have evolved and become more durable, efficient and ergonomic over the years, snow and ice management equipment has improved as well. In recent years, plow, spreader

New designs to winter maintenance equipment keep contractors productive — and in the cab.

BY **BARRY TRUAN**

and sprayer manufacturers have implemented several new features, designs and upgrades to existing equipment. Here's a look at some of the most significant developments and how they are having a positive impact on contractors' day-to-day operations.

### Lighten up

Perhaps the biggest advancement in recent years has been constructing equipment with lightweight, yet durable materials to reduce weight concerns. These significant weight reductions are beneficial to both the operator and the truck: Less weight from equipment equals reduced stress on the truck's ball joints and the vehicle itself, resulting in a truck that will last longer and require less maintenance. A contractor can spend more time in the cab — plowing snow and spreading or spraying deicing materials — and less time outside repairing the truck.

One example is the use of a material called Lexan. Originally used in the visors of space helmets, Lexan has

*continued on page 39*



**OR**



**OR**



**OR**



# UPGRADE.

It's all about getting more done. In scoop modes, the BLIZZARD® 8100 POWER PLOW® adjustable-wing snowplow is 30% wider than an 8'2" V-plow. And in windrow mode, you can use the full blade without spilloff. Power-up more profit with a versatile POWER PLOW snowplow.



Compact  
Straight Blade



WIDE PASS™  
Expanded Straight Blade



BUCKET BLADE™  
Scoop Mode



Windrow  
Position



[blizzardplows.com](http://blizzardplows.com)







Wings are standard on many new models of plows. They are available as simple attachments for contractors who would like to implement them on existing plows.

1990s. Its main function is to lower the impact force to the plow and eliminate potential damage to it and the truck when a trip hazard (such as a sewer cap or speed bump) is encountered. The unit features spring mounting, which tips the plow forward — also called “tripping over” — to avoid a hazard. A 4- to 6-in. cutting edge is attached to the bottom of the snow plow to further lessen impact.

This technology originally came with a drawback: The entire plow would engage in the tripping action. The bottom portion of plowed snow would be left behind, and the contractor would have to go back and replot. With newer advancements on some plows,

just the cutting edge folds under when a trip hazard is encountered. The snow pile stays with the plow and the contractor doesn't have to go back and reclear lost snow.

This simple enhancement greatly improves efficiency during the workday. But the jobsite isn't the only place efficiency is important. For many, a work truck doubles as an everyday vehicle, so the ability to attach and

remove equipment easily is imperative.

## Easy on, easy off

Roughly 10 years ago, a plow, its lights and hydraulics all needed separate mounting. If a contractor wanted to use the truck for a quick trip to the supermarket, he or she would have to remove the plow, as well as the lights and hydraulics. Not only that, the process was time-consuming and very difficult for one person.

With today's newer mounting brackets, plow mounting and dismantling is faster and easier. The plow and its accessories are attached and removed as one unit.

This process has also been improved with current spreader technology. Consider a contractor who frequently needs his pickup for towing purposes.

*continued from page 37*

become a popular material in plows for good reason: It weighs much less than traditional heavy-gauge steel.

Consider the effect on a 7.5-ft. plow. A steel-constructed unit of this size would weigh roughly 850 lbs. A Lexan-constructed model could weigh up to 90 lbs. less — approximately 10% lighter — than a similar sized, steel-built snow plow.

Many manufacturers are also trending toward polyethylene, another lightweight, yet durable material. For a typical salt and sand spreader, polyethylene construction can reduce its empty weight by as much as 40% when compared with a similar steel-built model.

These significant weight reductions not only increase the truck's longevity, but also give the operator more flexibility in terms of the amount of equipment he or she can carry or attach without exceeding the gross vehicle weight rating.

## Spreading their wings

Speaking of lighter weight, imagine being able to add 20 in. of blade width to a snow plow, while still keeping its weight to a minimum — all while pushing snow more efficiently. Thanks to the launch of plow wings in the past five



To expose the truck's hitch, the spinner can be quickly removed on some of today's spreader models.

years, this is now possible.

Plow wings eliminate the need to angle a plow in deep snow by “cupping” the ends of the unit, which encourages snow to roll off both sides. A contractor doesn't have to spend time angling the plow, and the added length means the unit can clear more snow per pass, further increasing efficiency. In fact, it's estimated wings can reduce plowing time by up to 50%.

While wings are a perfect illustration of one of the more recent developments in equipment, this next feature is an example of a newer enhancement to an established plow technology.

## Road trip

Plow manufacturers have been including a feature called a “trip edge system” on plows since the mid-

# SNOW + ICE GUIDE

With some models, the spreader assembly must be unbolted — or the entire spreader must be removed from the truck's bed — before accessing the receiver hitch. Many manufacturers offer new designs to make this process easier. Some new systems mean a snow and ice contractor now only



Ergonomic, easy-to-operate control pads have replaced older toggle-switch models.



## PERFORMANCE YOU CAN TAKE TO THE BANK!

A penny saved is a penny earned. But how does saving up to 680,000 pennies – \$6,800 – per vehicle/per year sound for your operation?

### SAVES Maintenance

No pulleys, sprockets, belts or chains.

### SAVES Material

Independently controlled auger and spinner speeds.

### SAVES Manpower

Patented auger drive systems ensure continuous flow.

**START SAVING TODAY!** Visit your local dealer to get more information on limited-time, free product offers from SnowEx.

**SNOWEX**  
LEADERS IN ICE CONTROL

1-800-SALTERS • snowexproducts.com



UTILITY



TAILGATE



PRO



V-MAXX



REPLACEABLE TAILGATE



DE-ICING SPRAYERS



ACCUSPRAY

has to remove one pin and the spinner assembly to expose the truck's hitch. The conversion takes place in seconds and can be done by one person.

These features are extremely beneficial for the many contractors who have multiple uses for their trucks. However, contractors still spend countless hours in these vehicles, so many demand a higher level of comfort.

### Stay in control

Think of setting up an office or home workspace for ultimate comfort and productivity. Adjusting a chair to a certain height or ideally positioning a computer monitor and keyboard are examples of ways to make a workspace more ergonomic. For a winter maintenance contractor, the truck's cab is the office. So it's no wonder that plow, spreader and sprayer manufacturers have designed new control options to let users customize and make their workspaces more comfortable.

First, being able to control all equipment from inside the cab is a major benefit. Take sprayers, for example. Previously, a contractor would have to park, exit the truck, and venture out in the cold to manually activate or adjust the sprayer. But today's new in-cab control systems allow the operator to set liquid flow rates and activate the sprayer, all from the warmth and comfort of the cab. In-cab controls are also available for plows and spreaders.

Second, when in-cab controllers were first introduced, they weren't very user-friendly; many were only offered in the form of toggle switches. After several hours of flipping the switches,

*continued on page 42*