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## COMMON PURSLANE

*Portulaca oleracea*

### IDENTIFICATION TIPS

- ▶ This prostrate summer annual grows rapidly in warm months, and tolerates poorly compacted soils and drought.
- ▶ Its distinct fleshy, succulent foliage sets it apart from other weed species.
- ▶ Seedlings are oblong, succulent and hairless.
- ▶ Leaves are alternate, rounded at the apex and narrowed to the base. Young leaves are maroon on the lower surface.
- ▶ Small, yellow flowers bloom from May through September on hot, sunny days.

### CONTROL TIPS

- ▶ Apply herbicide labeled for your use site, for pre- and post-emergence control. Oxyfluorfen is most effective when applied as a post-emergent to seedling purslane, and will deliver residual control of emerging seeds.
- ▶ Once the area is free from purslane, use good management practices to prevent reinfestation. Clean cultivation and seeding equipment that may have been used in infested areas. Remove any purslane escapes before they set seed to minimize reinfestation.



## PROSTRATE KNOTWEED

*Polygonum aviculare* (Pictured: *Polygonum aviculare* ssp *buxiforme*)

### IDENTIFICATION TIPS

- ▶ This prostrate summer annual is commonly found in pathways, sports fields and other compacted areas of turfgrass.
- ▶ Cotyledons are narrow, linear and often mistaken for grass. Stems below the cotyledons are often reddish in color.
- ▶ Leaves are arranged alternately along the stem. Short petioles and a distinctive, thin membranous sheath encircle the stem at the leaf base.

- ▶ Small, inconspicuous white to pinkish flowers grow in the area between the stems and leaves.

### CONTROL TIPS

- ▶ As soon as temperatures warm up in the spring, apply a pre-emergence herbicide, such as isoxaben, labeled for knotweed control.
- ▶ Maintain a dense, healthy turf that will compete well with knotweed by the proper use of fertility, maintaining an appropriate mowing height for your turfgrass, uniform watering and compacted soil aeration.

For more information regarding these and other turf weeds — and related control technologies and tips — please visit [www.DowProvesIt.com](http://www.DowProvesIt.com) or call 800/255-3726.

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**IRRIGATION: SMART SYSTEMS & ACCESSORIES**

**ET Water Systems Inc.**

The HermitCrab is a new universal smart controller that upgrades most inefficient conventional irrigation controllers to ETwater smart irrigation, improving

water efficiency and control for the commercial irrigation market. The small, self-contained, weatherproof unit connects to a broad range of existing conventional irrigation controllers, immediately con-

verting them to smart controllers that operate on ET Water's award-winning web service to efficiently and remotely manage landscape irrigation.

[ETwater.com/public/hermitcrab](http://ETwater.com/public/hermitcrab)



**Rain Bird**

The ET (Evapotranspiration) Manager Cartridge upgrades new or existing ESP-LX Series controllers to water-efficient, weather-smart technology. Using the same Weather Reach signal as Rain Bird's ET Manager, the cartridge records temperature, wind, solar radiation, humidity and rainfall information — along with any site-specific settings — and automatically adjusts irrigation schedules accordingly. It can even offer up to 50% water savings by eliminating watering in wet or windy conditions. [RainBird.com](http://RainBird.com)

**Underhill**

The compact Gulp Syringe Ultra dewatering pump can be used for multiple tasks, including water removal from sprinklers or valve boxes; spa and fountain clean-out; and plumbing or pipe repair. It features a 12-in. clear plastic chamber and pumps up to 12 oz. per stroke. Constructed from heavy-duty, corrosion-proof materials, the Gulp features a stainless steel shaft for reliable performance. The pump chamber is so strong it can withstand damage from accidental "run-overs" by carts or trucks. [Underhill.us](http://Underhill.us)



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continued from page 24

## DESIGN BUILD: LIGHTING

### Aquascape

Pre-assembled and pre-wired, the new Pond and Landscape LED Light Kit features a small, compact and waterproof design. The kit includes three single-watt



LED light fixtures, each of which features a high-output LED light combined with an

optical lens, providing an extremely powerful light output for such a small fixture. Also included is a built-in photocell that automatically controls the

lights, turning the fixtures on at dusk, and off at dawn. [AquascapeInc.com](http://AquascapeInc.com)

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### Acuity Brands Inc.

Tersen Ratio PG, Lithonia Lighting VAP and Lithonia Lighting ALX luminaires are the latest additions to Acuity's LED Outdoor PARK portfolio. Tersen Ratio PG is a contemporary, architectural-styled LED luminaire for parking garages. Lithonia Lighting VAP is an energy-efficient LED luminaire for parking garages, canopies, transportation facilities, schools, hospitals and exterior retail environments where moisture or dust is a concern. Designed for parking lots and surrounding areas, the redesigned Lithonia Lighting ALX minimizes shadows, dark spots and harsh pools of light.

[AcuityBrands.com/outdoor](http://AcuityBrands.com/outdoor)



### BulbRite

New ChandelierLite LEDs are offered with either a candelabra (B10 shape) or a medium base (B13 shape). Both versions are available in clear and feature a 2800K warm white light and a potential life of 35,000 hours. They can be used with ceiling pendants, chandeliers, outdoor/security lights, wall mounts and sconces. TurboLite LEDs are available in several lightweight, diminutive sizes and styles, all UL listed. They can be used for outdoor landscape and security lighting, track fixtures and in open recessed cans.

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



## MAINTENANCE: TRENCHERS

### Vermeer Corp.

The RTX150 pedestrian trencher is designed specifically to assist in the installation of irrigation lines, drainage tiles, and gas and electric lines. Powered by a 20-hp Kohler gas engine, the compact unit offers 68% greater torque than lower horsepower models for increased digging performance, with a maximum digging depth of 36 in. Interchangeable tires or tracks allow users to adapt the RTX150 to specific jobsite conditions. The exclusive Vermeer VZ steering system allows the operator to steer the machine by applying light pressure to the handlebars.

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

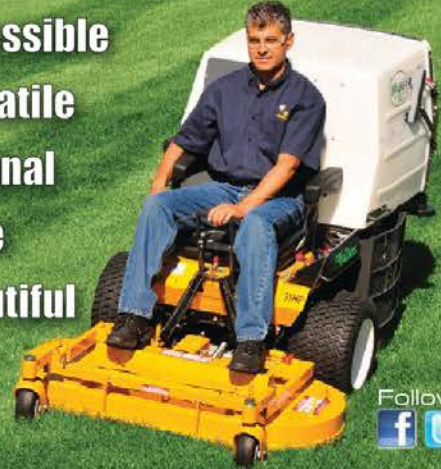


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## BEST PRACTICES

**BRUCE WILSON**

The author, of the Wilson-Oyler Group, is a 30-year industry veteran. Reach him at [bwilson@questex.com](mailto:bwilson@questex.com).

# Enable crews to be efficient

In recent years, many Green Industry companies have changed the way they manage accounts and supervise crews. Today, the role of account manager often involves managing customer relationships and selling enhancements. Some account managers also are charged with selling new contract work. Given account managers' busy schedules, the role of their production managers is becoming increasingly important.

Production managers can be most beneficial to account managers by doing what their title implies -- managing production. But in some cases, production managers are no more than assistants to account managers — and basically fight fires.

The position needs to be clearly defined. Otherwise, it only adds to the cost of managing crews and customers without any return on investment. To ensure the production manager position pays for itself, consider the following:

1. The production management side of the business should have targeted goals for lowering cost and increasing gross margins on work.
2. Your company must develop best practices or procedures for working efficiently. Your production managers must then buy into those practices and ensure that crews comply with them in the field.
3. Production managers should be taught to observe their crews in the field so they can identify and correct time-wasting methods their workers use.
4. Production managers should work directly alongside their crews — showing them the right way to do things.
5. Production managers should be trained in managing production. In too many cases, companies take a talented foreman and make him or her a production manager, assuming it will go well. And you know what they say about assumptions.

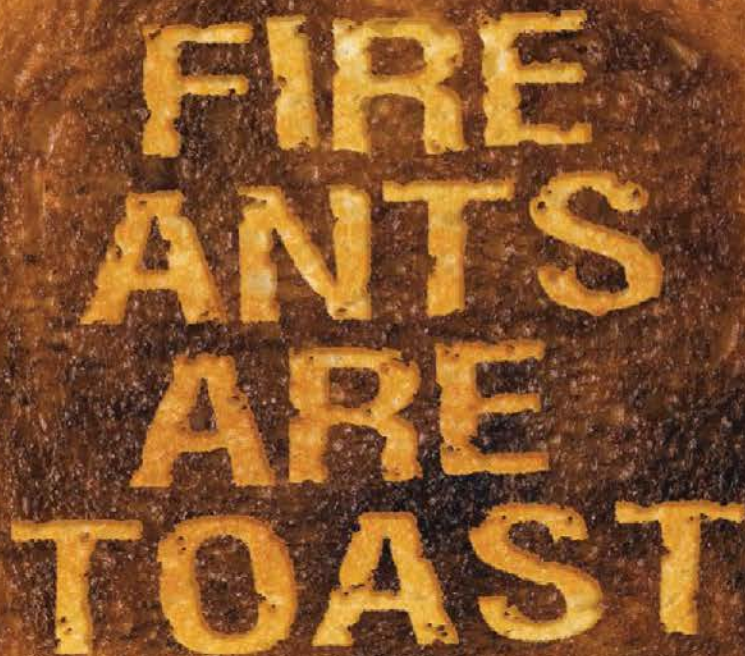
6. The crews themselves need to be measured for performance, and for delivering the quality work you desire within target hour ranges.

It is an oversimplification to state that unless production managers can save enough in labor to pay for themselves, you might be better off letting the crews go unsupervised. That's why it is essential the production manager have very specific goals for increasing efficiency and controlling quality.

When helping companies with production management, the first thing I do is take the owner with me to observe the crews working. It is, without fail, an eye-opener for the owner to see his or her workers' lack of efficiency. Even companies with low costs compared to the industry in general have a great deal of waste.

If you are to be successful, your production managers must be able to observe their crews with an eye for efficiency or lack thereof. They then need to retrain their crews and help them develop the right habits. For example, when I watched a crew dead head some roses, I noticed the worker doing the pruning was cutting off the dead blooms and throwing them on the ground. Afterward, workers raked the blooms on the ground into a pile on the sidewalk and transferred them into a trash can, leaving some debris on the sidewalk. Yet another employee blew the debris off with a blower. Quite a bit of labor was wasted through that process. The pruner could have cut off the blooms and thrown them directly into the trash can, moving it with him as he went plant to plant.

If you are to be successful, you must require your production managers observe their crews in the field. That way, they can show them first hand how best to perform their work. The more efficiently crews work on the job, the more time and money it saves you. It is not a case of inspiring your crews to work harder. Most crews work hard, they just do not work smart.



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