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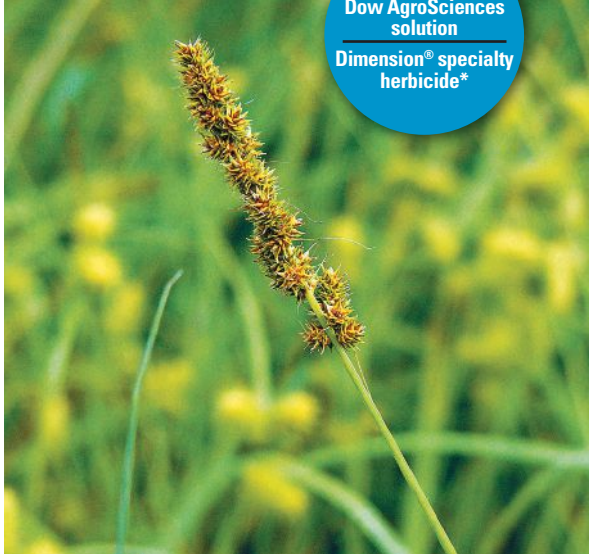


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WEEDWATCH

STANDING SENTINEL TO PROTECT PLANT HEALTH



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FIELD SANDBUR

Cenchrus incertus

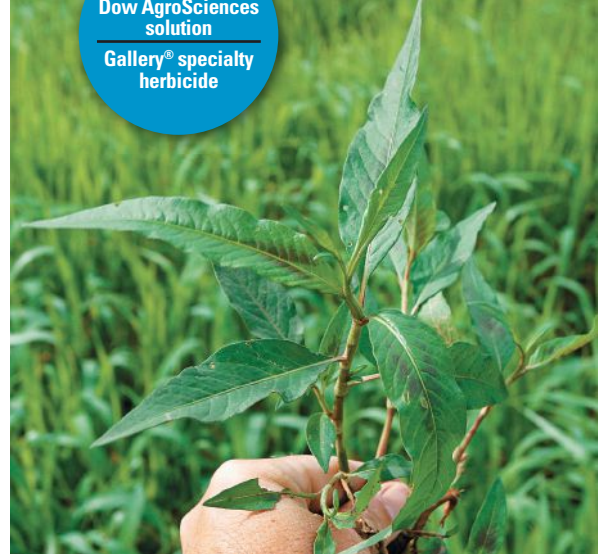
IDENTIFICATION TIPS

- ▶ This summer annual grass is commonly found in the Midwest and southeastern United States.
- ▶ Easily identified by the seedhead, which is a spike of tiny burs, it thrives in low-fertility, sandy soils.
- ▶ Sandbur forms in clumps because of a lack of rhizomes and stolons.
- ▶ Leaves are folded in the bud, and the ligule is a fringe of hairs.

CONTROL TIPS

- ▶ A pre-emergence herbicide program should be used where sandbur is a known problem. Many pre-emergence herbicides used for crabgrass or goosegrass control also will control sandbur. Check the label.
- ▶ Sequential applications, 60 days apart, of a pre-emergence graminicide will ensure early- and late-germinating control of sandbur. Be sure to get your first application down prior to crabgrass germination.

* State restrictions on the sale and use of Dimension specialty herbicide products apply.



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PENNSYLVANIA SMARTWEED

Polygonum pensylvanicum

IDENTIFICATION TIPS

- ▶ As a member of the buckwheat family, this summer annual can grow up to 4 ft. tall, with multiple branching.
- ▶ Its stems are smooth and reddish purple with swollen nodes.
- ▶ The leaves alternate and are lance-shaped with a red watermark. Bristleless sheaths wrap around the stem at the base of the petioles.
- ▶ Small, bright pink flowers form dense, spike-like clusters on the stems from July through October.

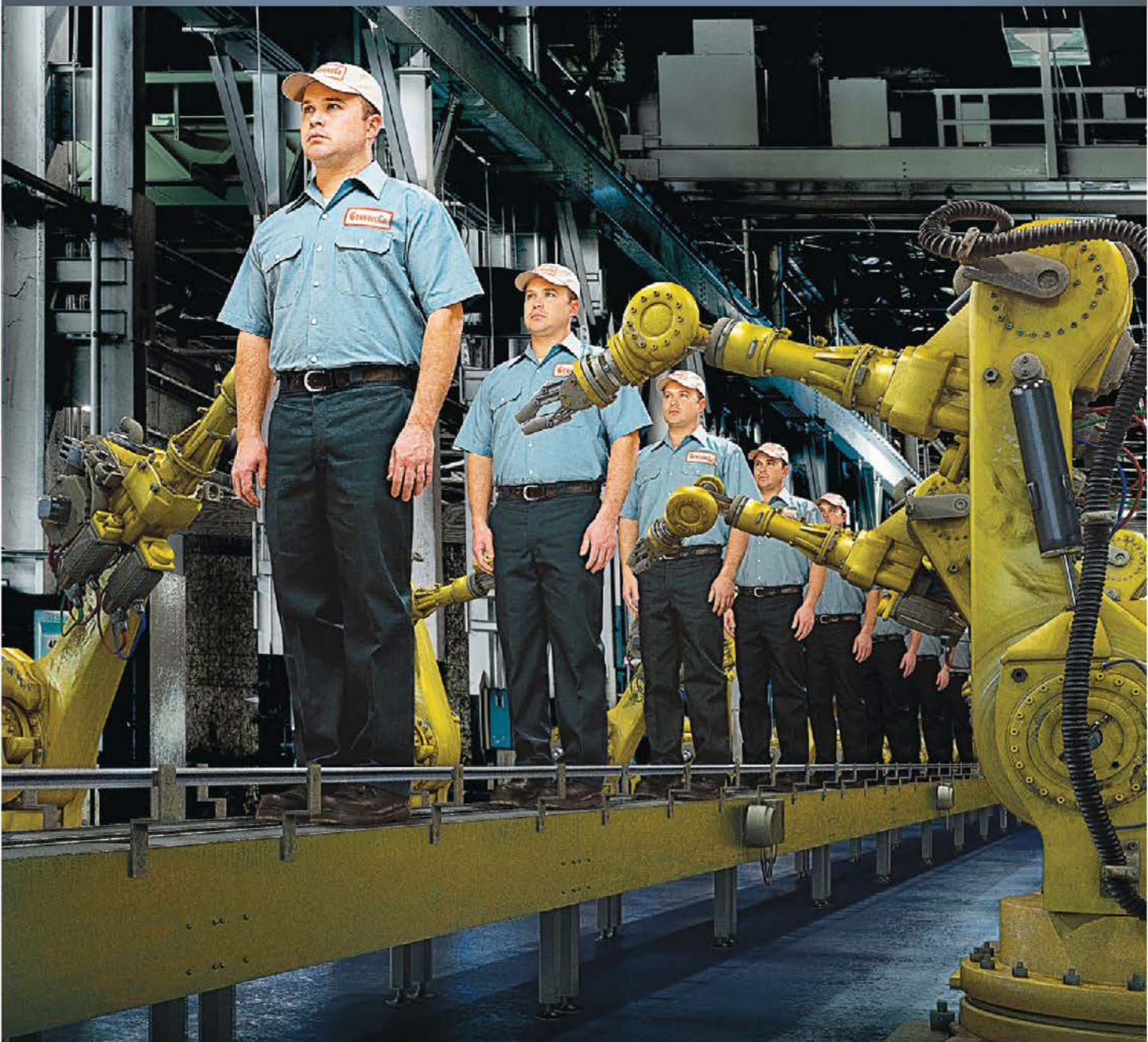
- ▶ Its seeds are encased in glossy black achenes.

CONTROL TIPS

- ▶ Smartweed prefers disturbed areas, and tends to grow in moist soil. Ensure good drainage. Correct mowing height and fertility also can help prevent smartweed establishment.
- ▶ Apply a pre-emergence herbicide in early spring, prior to germination of summer annuals.

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

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BEST PRACTICES

BRUCE WILSON

The author, of the Wilson-Oyler Group, is a 30-year industry veteran. Reach him at editor@northcoastmedia.net.

It's good if your head's in the clouds

You cannot do today's business with yesterday's tools or yesterday's thinking.

If the last few years have not convinced you that landscape maintenance services are a commodity and differentiated primarily by price, you are in the minority. If, in that same period of time, you have not reconsidered the tools you use to do business, you also are in the minority and it's time to catch up.

One way the business of our industry can reinvent itself is to embrace new technologies that are changing the way we work.

As mobile computing and Internet-based technology knock down walls, the cloud has replaced the cubicle. The dynamics of working, meeting, selling and interacting online have created new behaviors and job descriptions as well as new business models and expectations for performance and success.

The problem is there is a staggering amount of new tools, gadgets, applications, programs and downloadable must-haves available every day; trying to figure out which ones are best and how they work in unison can be overwhelming.

Do not do it yourself. Bring in the skill to make it happen. Even if you are cutting overhead, hire a professional who can tie it together and assist you and your team with identifying and integrating the right technologies to run your business and ensure they work together seamlessly.

In my consulting practice, I see some companies making up rules as they go along. They are experimenting with various applications for paperless time entry, property measurement, real-time proposals, plant ID, remote-controlled irrigation, vehicle tracking, and, in general, adopting and testing different solutions to see which ones fit.

This ad hoc effort — combined with strategies for interactive marketing and communication platforms, virtual meeting and conferencing programs, and asset management solutions — sets in motion a frustrating end-user dynamic where it often seems

as if nothing is working the way it should.

A recent study by IBM reported that over the next three years, the number of businesses that will adopt cloud technologies is expected to more than double as business leaders look to capitalize on the rapid availability of data and the growing popularity of social media. The study's co-author said the cloud "isn't just about gaining efficiencies and cost savings; it's about driving and providing lasting market advantage."

I agree. The ability to identify and leverage technology resources is becoming critical to running a business. Here are five best practices to leverage technology to drive your business value:

1. Invest: Make technology management a critical component of your operational infrastructure and planning process. Consider hiring an on-site/in-house integration specialist or other tech specialist(s) who can provide expertise, security and troubleshooting and collaborate with staff to ensure best practices are applied.

2. Learn: Become informed. What are your competitors, customers and vendors doing today to improve their operational efficiency and services? Get insight from peer groups and growth-minded organizations.

3. Train: Increase the challenge level and get employees involved in learning. Offer regular technology training as part of your commitment to professional development. Require skill in using specific technologies as a measurable performance review metric.

4. Budget: Fund technology training, upgrades and relevant support every year. The more adept your team is at understanding and adopting new technologies, and the more nimble your systems, the faster you will increase the speed and agility of doing business.

5. Integrate: Have the right technology for the right task and ensure they work together. Introduce technology into all of your business operations to gain productivity and make doing business easier.

TRIALS

by Fire

PROVING PLANTS CAN TAKE THE HEAT

BY JAMIE J. GOOCH

Senorita Rosalita cleome was selected as a Louisiana Super Plant because it can take summer's heat beautifully and is drought tolerant.

JUST LIKE THE top auto manufacturers test their cars in extreme conditions to see how much heat they can take, so too do plant breeders. If you want to know how much sun a plant can stand, you have to head South. From the dry heat of Texas to the muggy dog days of Georgia, plant trials separate the stalwarts from the wilters.

Landscapers who want to know how annuals will withstand the heat should

explore the trial sites below. If annuals can make it in the southern heat, they're more likely to perform well this summer in your clients' landscapes.

Georgia heat

The Trial Gardens at the University of Georgia has been putting cultivars to the test in Athens, GA, for 30 years. It trials plants that come from breeding companies around the world and from perennial

plant nurseries, growers and gardeners.

Each cultivar is evaluated semi-monthly for number of flowers; leaf color; uniformity of habit and flower; resistance to insects and diseases; and overall appearance. The regular evaluation is useful for tracking the plant through its lifecycle.

The data is combined into a performance rating, based on a scale of 1-5, with 5 being exceptional and 1 being nearly dead, according to the Trial

EMERALD COAST GROWERS VARIETY FOCUS: *STOKESIA LAEVIS* 'DIVINITY'

An exclusive introduction from Emerald Coast Growers, *Stokesia laevis* 'Divinity' features large flowers that open with a coy hint of yellow in the center, then mature to pure, celestial, long-lasting white. Blooms stand serenely over neat mounds of broad, rich green, strap-like leaves. 'Divinity' prefers sun to part shade and grows just 12 to 14 inches tall. It is hardy to Zones 5 to 9. 'Divinity' is available in 50-plant trays.



Gardens at UGA. The performance is graphed over time via updates after each evaluation, which is posted online. That allows landscapers to view performance in real time to see how plants perform over the growing season.

The graphs can be found at <http://goo.gl/blpl3>.

To make it easy to discover the best performers, the trial gardens name "The Best of the Bunch" for annuals, as well as the best cultivars for each color in each type of annual. They are listed as "Best of the Best" at <http://goo.gl/6C6bc>.

In addition to its useful online databases, the Trial Gardens at UGA also are open to the public.

Even the sun's bigger in Texas

The Lone Star State sets itself apart in many ways, not the least of which is by its weather. Summer droughts and extreme temperatures are the norm, which makes growing plants in Texas a challenge. Several trial gardens have taken on

the task of finding plants that can thrive in the state's heat.

The Dallas Arboretum Trial Gardens, for instance, collects weekly data on more than 3,000 entries each year. It then makes that data available via an Excel spreadsheet for download at dallasplanttrials.org. The arboretum also hosts an annual field day for growers, landscapers and breeders.

The arboretum usually gets more than 60 days of 100-degree temperatures annually. It bestows "FlameProof" awards to plants that have been proven to excel in such conditions.

The Dallas Arboretum works with Texas A&M University (TAMU) to help grow and evaluate its Texas Superstar and North Texas Winner's Circle plants. TAMU also maintains trial gardens at the Texas AgriLife Research Center at Overton, TX.

The Texas Superstar marketing program (texassuperstar.com) includes top-performing bedding plants that are well suited to the state's conditions. The North



Fireworks gomphrena is tall and works well toward the back of the border. Here, it is complemented by the spiky blue blooms of Velocity salvia and the lime green leaves of ornamental sweet potato.



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Texas Winners Circle awards showcase the trials' top performers each year at flowers.tamu.edu.

States of sunshine

The University of Florida (UF) Fort Lauderdale Research & Education Center Trial Gar-



Echinacea 'Pow Wow Wild Berry' from PanAmerican Seed was named a Plant of Distinction by The Trial Gardens at UGA. It was also a 2010 All-America Selections Flower Award winner.

den site works to provide unbiased evaluations of bedding plant cultivar performance in South Florida via monthly evaluations. The trial garden posts its data and images of each cultivar at <http://goo.gl/WeyJx>.

UF also has conducted trials in Gainesville, FL: one for the cool season from December to May and one for the warm season from April to August. However, due to budget cuts, trials have been discontinued there. You can still see 2008's "Best of Trial" winners here: <http://goo.gl/x9TgB>.

Louisiana also trials color for landscape plantings. It's known for putting caladiums and other sun garden varieties to the test

at the Louisiana State University (LSU) Ag Center in Hammond, LA. (<http://goo.gl/99Fbd>). And every year, it names the best-performing plants to its Louisiana Super Plants marketing program.

Likewise, the Mississippi Nursery & Landscape Association names plants to its Mississippi Medallion Program every year. The plants are chosen for their ability to thrive in the state, but many of them have excellent heat tolerance characteristics that landscapers may want to investigate at <http://goo.gl/ULNgv>.

By doing a little bit of homework, you can make sure the plants you install for your clients look great all season long. **LM**

Gooch is a freelance writer and editor based in Northeast Ohio.

PHOTO BY: NORMAN WINTER, COURTESY OF THE UNIVERSITY OF MISSISSIPPI (FAR LEFT); ALL-AMERICA SELECTIONS

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Fun in the sun

Bred by **Seeds By Design**, the Ornamental Pepper 'Black Olive' plant is a 2012 All-America Selections winner. Judges said this entry was a standout, especially in southern gardens where heat was a major presence during the 2011 trials. All season long, this plant kept its upright habit with draping leaves and dark purple/black fruit, which appeared in small clusters along the stems. As summer progresses, the fruits mature to red, giving contrast against the dark purple foliage and bright purple flowers. It's great as a 20-in. border plant or a color splash for containers.

SeedsByDesign.com

Stop traffic

'Brakelights Red Yucca' is **Monrovia's** semi-exclusive compact new color selection of *Hesperaloe parviflora*.

With vibrant red flowers and gray-green foliage, this compact grower reaches 2 ft. tall. It's hardy in USDA Zones 6 through 10 and requires good drainage. Because it does not set seed, it offers a longer bloom period. Monrovia.com



Pleasure cruise

The repeat-flowering *Rosa* 'The Endeavour' (Ausdisco) from **David Austin Roses** features approximately 50 petals. With dark green leaves, the upper side of the petals is salmon-tinted, while the reverse is soft yellow. The growth remains compact even in the hotter areas — in fact, this is a variety best suited to the warmer U.S. regions (zones 5 through 9). It reaches 4 by 3.5 ft. as a garden bush or up to 8 ft. as a climber. The flower is named for the

HMS Endeavour, commanded by Lt. James Cook. It carried the famous explorer on his first voyage to the Pacific Ocean, where he discovered and claimed New Zealand (1769), Australia (1770) and a multitude of Pacific islands for the British crown. DavidAustinRoses.com

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Silver lining

Well-suited to cool-season containers and landscapes, **Ball's** new '3D Silver' osteospermum features blooms that stay open all day and night. The mounded African daisy plant grows between 10 and 14 in. tall and 18 to 24 in. wide. Other new varieties in the 3D line include 'Berry White' and 'Coral Sand,' joining the existing pink and purple colorways. BallHort.com



Easy-care evergreen

Giokumo Cryptomeria is a dwarf *Cryptomeria japonica* selection with year-round interest introduced by **Garden Debut** late last year. This compact, densely pyramidal Japanese cedar has a vigorous growth rate. Early growth in the first three to four years is mounding and spreading, but it matures at a height between 8 and 10 ft. and a width of about 6 to 8 ft. after 20 to 30 years. For added interest, Giokumo sports persistent, cinnamon-colored decorative female cones about 3/4-in. long. It has deep green coloration and 3/8-in.-long, spirally arranged, awl-shaped needles that curve inward with a thick, dense habit. Branchlets are eventually deciduous, typically lasting three to four years.

GreenleafNursery.com

Dilly of a dahlia

Taking second place at the American Garden Awards in 2011, **Fides Oro's** 'Dahlinova Hypnotica Lavender' flowers over and over, even in a partial sun environment, according to the company. Other colors in the Hypnotica series include red, orange, yellow, white, pink, light pink and coral; bi-colors in bronze, rose and purple; "Dark Night" and new "Cherish Pink."

Dahlinova.com



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Aquascape Inc.

The new Aquascape smartphone app offers water gardening tips and information, divided into five easy-to-use sections. It features hundreds of high-quality water photos; the latest news on Aquascape pond products and events; how-to videos on pond installation, maintenance, fish and plant care; water gardening articles; and an online store that showcases a variety of pond supplies. The Aquascape App is available for Apple's iPhone and Google Android-based smartphones. To preview and download the app, visit the iTunes Store or Android Market, then search for Aquascape Pond app. Aquascapeinc.com



Cleveland Tubing Inc.

As part of the complete drainage solution system from FLEX-Drain, this new Flexible T/Y fitting recently won the Best New Specialty Product Award at the national Irrigation Show. The new T/Y fitting increases efficiency by eliminating the need for rigid wyes and tees, flexing to become either one. It fits nearly any angle and is compatible with 3- and 4-in. corrugated pipe and 4-in. PVC. FLEX-Drain.com

