

**GENERIC HERBICIDES ARE FINE  
IF YOU RUN A GENERIC BUSINESS.**

Dimension® specialty herbicide isn't the No. 1 brand in the lawn and landscape markets just because it offers outstanding preemergence and early postemergence for crabgrass control.<sup>1</sup> Or because it also controls more than 45 other grassy and broadleaf weeds. It's No. 1 because it's a proven product from a proven company. Unlike generic manufacturers, Dow AgroSciences provides innovative products, expertise and field support that helps retain and grow business. It's what sets Dimension apart from the competition. And when you use it, it can do the same for you. To learn more, visit [www.DowProvesIt.com](http://www.DowProvesIt.com).

<sup>1</sup>2010 Specialty Product Consultants.

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



GOLF



LAWN



NURSERY



ORNAMENTAL



# LM REPORTS

YOUR GUIDE TO PRODUCT RESEARCH

## MAINTENANCE: TREE PROTECTION



### Growth Products, Ltd.

BioNutrients Total-Pak Injectable provides a complete micronutrient package, along with a mix of beneficial microbes, symbiotic mycorrhizal fungi and

other plant boosters. This easy-to-use solution promotes better establishment of transplants and improves the health and growth of both deciduous and evergreen trees. It includes 11 strains of endo- and ecto-mycorrhizal fungi, which colonize soil and improve a plant's nutrient uptake, mineral uptake and water absorption. The wide range of both endo- and ecto-mycorrhizae ensures that the correct type of fungi is present for all types of trees and climates. Total-Pak also contains yeast and multiple beneficial bacteria to promote soil health and plant vigor. In addition, this dry soluble includes biologically active soil conditioners, a natural wetting agent, humic acid, kelp extracts and seven micronutrients (boron, copper, iron, manganese, magnesium, molybdenum and zinc). [GrowthProducts.com](http://GrowthProducts.com)



### Nu-Arbor

The new, versatile 1-Two Root Injector accurately delivers liquid Nu-Arbor Root Fertilizers and can be used to inject soil-applied insecticides such as imidicloprid. Demand for this tool is strong, since production of the Kioritz Soil Injector ceased. The Nu-Arbor 1-Two Root Injector includes a large 4-gal. backpack tank and offers improved strength, length and durability.

[Nu-Arbor.com](http://Nu-Arbor.com)



### Netafim USA

Techline CV is widely used to irrigate turf, trees, shrubs and bedding areas in residential and commercial installations. It can be installed either subsurface or above ground and delivers water directly to root zones in precise, measured droplets (0.26 to 0.9 GPH). Physical root barriers in its micro-emitters protect the tubing from plant and tree root intrusion. The integral barriers deflect root growth without reliance on chemical applications and help ensure longer dripline performance life and low maintenance. [NetafimUSA.com](http://NetafimUSA.com)



### FMC Professional Solutions

Bark beetles and borers, such as emerald ash borers (EAB), are some of the most devastating and difficult-to-manage pests. Protect the health of your trees and your business relationships with Onyx insecticide. Onyx is a preventive treatment for reliable, long-term protection against

beetles and borers. While several organophosphates traditionally used to control these pests have been removed from the market, Onyx insecticide continues to be a viable, effective solution for the prevention of beetle and borer damage. To ensure your trees are protected, apply Onyx insecticide one to two months prior to expected adult beetle flight. Using a hydraulic sprayer, spray the tree as directed on the label for consistent, dependable control of these target pests. [FMC-Prosolutions.com/LawnCare/Products/Insecticides/OnyxInsecticide.aspx](http://FMC-Prosolutions.com/LawnCare/Products/Insecticides/OnyxInsecticide.aspx)

### BugBarrier

The BugBarrier Tree Band is a pesticide-free, adhesive banding system. Its dense, flexible, fiber barrier is first wrapped around the trunk to fill bark crevices. The adhesive film barrier is then installed over the fiber, with the adhesive side facing the tree. This exclusive design eliminates unsightly debris and keeps insect carcasses out of sight. Best of all, it can be installed in less than five minutes. It is so effective, the company says, that it was registered by the U.S. Environmental Protection Agency as a "mechanical pesticide." [TreeBands.com](http://TreeBands.com)





## ArborSystems

There's a new, rugged, high-impact plastic carrying case now available for the Wedgle Direct-Inject Tree Treatment System. It's included at no extra charge with every Wedgle Direct-Inject System new purchase. The all-in-one case holds the injection unit, all tools and up to four 120-ml chemical packs. The deluxe version includes 12 Portle injection tips and a tip setter for treating conifers. [ArborSystems.com](http://ArborSystems.com)



## Arborjet

ACE-jet is a micro-injectable, broad-spectrum "fast-acting" insecticide used for the management of insects that ravage forests, trees, landscape ornamentals and interior plantscapes. It eliminates leaf-chewing insects such as caterpillars, winter moth, gypsy moth and webworm; piercing-sucking insects such as whiteflies, adelgids, aphids, spider mites, scale, thrips and mealybugs; and mining insects such as leafminers

and sawflies. Beneficial insects, including wasps, soldier beetles and assassin bugs, are not affected by ACE-jet since it is injected directly into a tree's trunk and only impacts insects that are feeding directly on the tree. [Arborjet.com](http://Arborjet.com)

## DESIGN BUILD: TREE CARE & DEBRIS MAINTENANCE

### Paladin Construction Group

The FFC Tree Spade provides a quick and efficient way to accomplish your tree and debris digging, carrying and placing needs while maintaining visibility. It has no moving parts, requires virtually no maintenance, has a low original purchase cost and is easy to operate. The FFC Tree Spade is available in 36-, 40-, 44- and 48-in. ball sizes and easily attaches to skid steer loaders, utility tractor loaders and backhoe loaders. The round configuration digs a hole for planting the tree, easily digs up the tree ball, carries the tree to the new location and places the tree in position. The 3/8-in. plate construction with sharp tapered edge digs effortlessly. The spade is also good for lifting and moving balled trees, carrying and placing large boulders and digging up old tree stumps and bushes. [PaladinConstruction-Group.com](http://PaladinConstruction-Group.com)



## Helping Landscapers save money, no matter what they drive.

No matter what kind of vehicle you use for your business, you could save with Progressive Insurance. To learn more about Progressive, and see why we are the #1 Truck Insurer in America, please visit [ProgressiveCommercial.com](http://ProgressiveCommercial.com).



Call for a Free Quote 1-888-375-7908 | Find an Agent [ProgressiveCommercial.com](http://ProgressiveCommercial.com)

**PROGRESSIVE**  
COMMERCIAL

United Financial Casualty Company and its affiliates, Mayfield Village, Ohio. Available in most states. No. 1 truck from Highline Data's 2007 written premium data. 09P00560.BA (12/09)



## Loftness

As part of its VMLogix line of products, Loftness introduces the Carbide Cutter G3 high-performance mulching head attachment for skid steers. This new-generation product incorporates the latest cutting-tooth technologies and power drive systems while maintaining the rugged reliability expected of Loftness equipment. The Carbide Cutter G3 is available with 51-, 61- and 71-in. cutting widths. All models are offered with a variety of carbide-tipped and heat-treated steel teeth to match any job application. The precisely engineered spiral tooth pattern on the rotor ensures continuous tooth contact with the material being cut. An optional primary-stage shear bar is also available for ultra-fine mulching. [VM-Logix.com](http://VM-Logix.com)

## Gravely

Gravely introduces a line of Hurricane Plus walk-behind blowers for easy debris cleanup without the hassle of back or arm strain. The durable, productive blowers are available with 169cc, 265cc and 404cc Subaru engines. Each Subaru overhead cam engine provides power with less noise and convenient one-pull starting. Featuring all-steel construction, all three blowers feature remote throttle control with an optional remote locking caster. The remote throttle control is located conveniently on the handle near the operator for easy access. Pneumatic tires maneuver smoothly even on rough terrain. Direction and dispersion of the debris can be controlled by the front and side discharge on the blower as well. The blowers are covered by Gravely's one-year limited warranty. [Ariens.com](http://Ariens.com)



## Schiller Grounds Care

The Little Wonder hydro brush cutter (Hydro BRC-24) is constructed of 7- and 10-gauge welded steel, with a 28-in. cutter deck that houses a reversible 24-in. cutter blade. It offers height adjustments from 4 to 5.5 in., with the power to cut sapling growth up to 2 in. thick. Other features include a HondaGXV390 (390cc) engine, a Hydro-Gear T2 hydrostatic transaxle, a Noram mechanical blade clutch, solid linkage controls, a speed control dialer, dual 16-in. flat-resistant foam-filled urethane tires and a two-year warranty. [LittleWonder.com](http://LittleWonder.com)



## Stihl

Built tough for storm cleanup, tree felling, and firewood cutting, the MS 271 Stihl Wood Boss chainsaw is designed with improved ergonomics and equipped with a low-emission, fuel-efficient engine. It features an advanced anti-vibration system to help reduce operator fatigue while providing optimum control. A side-access chain tensioner makes for easy chain adjustment, and the pre-separation air filtration system offers greater cleaning efficiency and longer filter life. [StihlUSA.com/chainsaws/MS271.html](http://StihlUSA.com/chainsaws/MS271.html)

## Bearcat Products

The SC3265 chipper/shredder reduces yard debris while helping operators be kind to the environment. The 3-in. chipper/shredder comes with a 265cc Subaru engine; two reversible, heat-treated steel chipper blades to reduce maintenance costs and blade replacement; 12 serrated shredding knives; 1.5-in. screen standard (three other screen options are available); and a double-banded belt drive for an equal transfer of power. [BearcatProducts.com](http://BearcatProducts.com)





## TurfEx

The TLP060 leaf pusher maximizes the capabilities of a zero-turn mower while minimizing the amount of equipment needed to do multiple jobs. At 60 in. wide and 27 in. high, the leaf pusher easily mounts to the top of the Thatch, Groom 'N' Sweep Package. Depending on the application, the leaf



pusher can be used with the brush or tine sections from the attachment package. It also

benefits from Flex Hitch, a system for accommodating the ground contour. To minimize turf damage and eliminate gouging, the hitch allows the attachment to automatically pivot as the ground elevation changes from one end of the unit to the other. A lift kit also is available for raising the attachment off the ground when not in use.

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

## Husqvarna

The T435 chainsaw's lower weight and X-Torq engine translate into 20% less fuel consumption and 60% less emissions than other chainsaws on the market, according to the company. Equipped with two clamping hooks, the double eyelet gives the user the choice to fit the saw in the most suitable way in the harness, while using both hands for other work. Equipped with Smart Start, resistance in the starter cord is reduced by as much as 40%. With the auto-return stop switch, the saw is always ready to be started. The starter handle has a steady four-finger grip. [Husqvarna.com](http://Husqvarna.com)



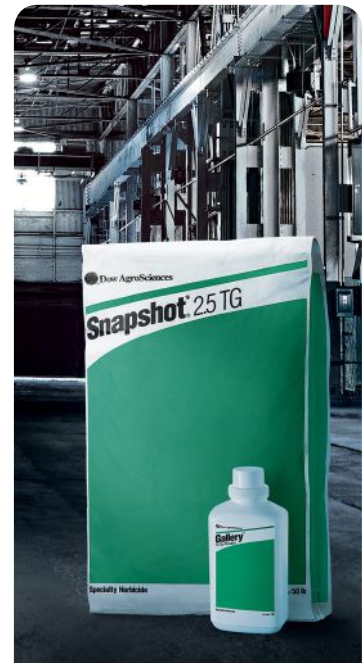
## LAWN CARE: YARD MAINTENANCE



### GreenWorks Tools, Inc.

Lithium-ion batteries are combined with high-efficiency, 2 Ah or high-capacity 4 Ah motors to create a cordless handheld line of yard tools with gas-comparable performance. The GreenWorks family of 40-volt, handheld products is designed to make lawn care easier and more efficient. The trimmer converts to an edger with the push of a button. The hedge trimmers trim at any angle with a rotating handle. Overmold grips and handles offer added cushion and support to reduce fatigue and lessen vibrations. The tools start with the

simple push of a button. An in-line motor head on the pole saw provides the operator with an unobstructed view of the cutting area. The ComfortReach cushioned forearm rest on the string trimmer and pole saw provides a padded armrest while adding leverage and support to help operators access hard-to-reach places. [GreenWorksTools.com](http://GreenWorksTools.com)



**With Gallery® and Snapshot®, you'll stand out even more.**

Nobody offers the portfolio of turf, nursery and lawn care solutions we do. Gallery® specialty herbicide provides up to eight months of control on more than 100 broadleaf weeds without harm on 490 field-grown ornamentals, while Snapshot® specialty herbicide provides excellent plant tolerance and can be applied over the top of 636 field-grown and 487 container-grown ornamentals.

To learn more, visit [www.DowProvesIt.com](http://www.DowProvesIt.com).

 **Dow AgroSciences**

**PROVEN SOLUTIONS**

®Trademark of Dow AgroSciences LLC. State restrictions on the sale and use of Snapshot apply. Consult the label before purchase or use for full details. Always read and follow label directions.

©2012 Dow AgroSciences LLC

T38-081-001 (03/12) BR 010-60782 DATOTURF1075

## Cub Cadet

Cub Cadet's commercial string trimmer line — ST23, ST26 (pictured) and ST35 — makes trimming around fences, trees and flowerbeds easy. The 4-cycle units have engines that are fuel efficient, have low emissions and run quietly. The bump feed head allows for continuous operation. The Advanced Starting Technology (AST) feature dramatically starts with slow, steady pulls and reduces starting effort. An optional power start is available on select models. [CubCadet.com](http://CubCadet.com)



## Stihl

The Stihl BR 430 Backpack Blower delivers the dependable power professionals need to complete tough jobs. Its advanced engine technology provides cleaner emissions and better fuel economy than a standard 2-stroke engine, reducing environmental impact. Its large fuel tank allows for longer run times. In addition, the BR 430 is ergonomically designed to help minimize user fatigue. An advanced anti-vibration system provides more comfortable operation, and a simplified starting procedure makes it easier to begin the task at hand. Back padding, broad shoulder straps and a rubberized grip provide support during use, and the tube-mounted throttle allows for single-handed operation. [StihlUSA.com](http://StihlUSA.com)



## Core Outdoor Power

The GasLess line of emission-free, hand-held power equipment includes grass trimmers, blowers, hedge trimmers, lawnmowers and backpack blowers. These lightweight products run as long as a tank of gas but eliminate the maintenance and hassles associated with gas-powered engines. They generate little noise and zero emissions without sacrificing power, providing as much torque as professional-grade gas engines. The line features a new motor that uses patented technology known as conductor optimized rotary energy (CORE), which eliminates wire windings and iron laminations and instead uses a printed circuit board stator that cooperates with permanent magnet rotors to optimize generated power. The motors produce a high-torque rotary motion at high efficiency levels, leading to longer run times. [CoreOutdoorPower.com](http://CoreOutdoorPower.com)



## TRANSFORM YOUR WORKDAY AND YOUR BOTTOM LINE.

Through revolutionary design and engineering, the patented and patent-pending **T3000i** will dramatically increase your productivity and profitability.

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. Easily match your spread and spray widths and capacities for unprecedented control. And the best spray in the industry is now driven by a new, longer-lasting pump.

Whether you operate one machine or an entire fleet, the T3000i simplifies route management so you can maximize your profit.

NOW WITH  
**HANDS FREE**  
SPEED CONTROL!



[WWW.TURFCO.COM](http://WWW.TURFCO.COM)

See the T3000i in action—call 800-679-8201 for a demo or DVD.

# INDUSTRY SNAPSHOT

THE GREEN INDUSTRY AT A GLANCE

## PRICE AT THE PUMP

The national average fuel prices compared with one month and one year ago.

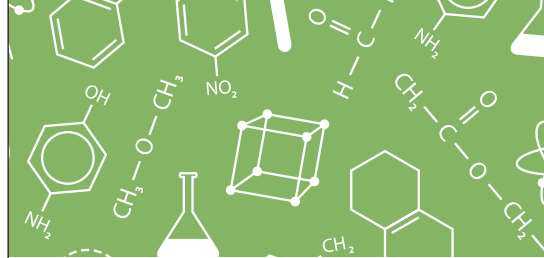
	Regular	Diesel	E85
<b>Current avg.</b>	\$3.816	\$4.089	\$3.287
<b>Month ago avg.</b>	\$3.925	\$4.164	\$3.360
<b>Year ago avg.</b>	\$3.932	\$4.195	\$3.318



**Highest Recorded average price (7/17/2008):**

Regular unleaded **\$4.114** Diesel **\$4.845**

Source: AAA Daily Fuel Gage Report 4/30/12



BROUGHT TO YOU BY

**FMC**

## APPLIED KNOWLEDGE

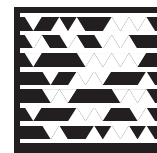
TIPS FOR SMARTER, SAFER CHEMICAL APPLICATIONS

By A.J. Hephner | FMC

Proper product disposal is not only key to finishing a job right, it's critical to protecting our environment. This is especially true when pesticides are involved, and it is important that the professionals who use them are educated on how to correctly dispose of empty containers. **Plastic containers** should be triple rinsed, squeezed and punctured before being taken to the nearest recycling center. Visit the Ag Container Recycling Council website for more information at [www.acrecycle.org](http://www.acrecycle.org). Recycle empty **aerosol containers** and contact your local hazardous waste facility for safe disposal of containers that are not completely empty.




A.J. Hephner is the Market Specialist in North Carolina, South Carolina and Virginia for FMC Professional Solutions.




Scan this tag with the Microsoft Tag Reader app on your smartphone to register for label update notifications from FMC Professional Solutions. Need the mobile app? Get it free at <http://gettag.mobi>

Always read and follow label directions. FMC is a trademark of FMC Corporation. ©2012 FMC Corporation. All rights reserved.


MUST SEE videos



JPM Landscaping's simple before, during and after video on a small paver project:  
<http://tinyurl.com/7nbck3e>



Pacific Outdoor Living shows how good amateur promotional videos can be:  
<http://tinyurl.com/737moha>



5 great tips to help you grow your business:  
<http://tinyurl.com/7fwprwg>

## BY THE NUMBERS

**\$23,740**

2010 median pay per year

**\$11.41**

Median hourly pay

**1,249,700**

No. of jobs

**254,600**

Employment change

**20%**

Job outlook (faster than average)

Source: Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, 2012-13 Edition, Grounds Maintenance Workers, on the Internet at <http://www.bls.gov/ooh/building-and-grounds-cleaning/grounds-maintenance-workers.htm> (visited April 10, 2012).



# Heat Up Sales

## with Warm-Season Grasses

***Miscanthus & Panicum Like It Hot!***

### ***Miscanthus – King of Ornamental Grasses***

- Short & cute: 'Gold Bar', 'Little Kitten', 'Stardust'
- Tall & bold: *M. xgiganteus*, 'Cabaret', 'Cosmopolitan'
- Stripes, solids, & dramatic plumes

### ***Panicum – Prince of the Prairie***

- Formal or natural plantings
- Colorful – blue-green, ruby-red, autumn gold
- Tough, native genus

Plant now for summer/fall, or for bigger containers next season.

**Spark some sizzle.  
Our liners are hot to pot!**

**Call today to  
place your order!**

Toll Free: 1.877.804.7277  
[www.ECGrowers.com](http://www.ECGrowers.com)  
[sales@ecgrowers.com](mailto:sales@ecgrowers.com)



Scan to access our  
mobile web site





# PROSPER WITH **perennials**

**Even clients who want low-maintenance plantings can benefit from a perennial service plan.**

BY JAMIE J. GOOCH

**P**ERENNIALS HAVE long been the middle child of lawncare. Stuck between attention-hungry turf and the boastful blooms of annuals, perennials have dutifully emerged, year after year. That low-maintenance dependability is a trait that many homeowners seek in a landscape, and because breeders have been busy adding showiness, perennials are becoming more and more popular. Landscape contractors can offer perennial services that will help make the plants attractive from a business perspective as well as an aesthetic one.

"It's a really nice niche to pursue," says Ellen Vincent, an environmental landscape specialist in Clemson University's Horticulture Department. "Annuals are easy. They're kind of no brainers. It's the plant connoisseur who will learn about perennials."

She says landscape contractors who take the time to educate themselves about the perennials in their region will find that the two- to four-week bloom time of perennials of yore has been extended to an entire season in some new varieties. They'll also learn that low-maintenance doesn't mean no maintenance. Many homeowners will be willing to pay for perennial expertise, from installation through to a recurring maintenance schedule.



In warm regions, cyclamen persicum, like this Snowridge Mini Wine from Syngenta Flowers, can be planted as a perennial.

## Perennial planting prep

Ensuring the soil is ready to support plant life is the most important step to installing any bed, and perennials are no exception. Landscape contractors can provide soil testing services, as well as expertise on which plants should be placed where, depending on their soil, sun and water requirements, and their shape, height, color and texture.

"We used to try to change the soil situation to fit our needs, but that's not sustainable," Vincent says. "Now we've learned to work with the site as is, and only change it if absolutely necessary."

PROUD SPONSOR







**Above:** Lantana display a wide variety of growing habits. Bandana Lemon Squeeze, shown here, is one of 28 colors in Syngenta's Kwik Kombos series. **Right:** Angelonia, like this Serenita Mixture from PanAmerican Seed, is known for its upright habit.

One type of soil that may necessitate change is compacted ground. Without oxygen, soil can't hold moisture. If a bed must be planted in compacted ground, the soil should be remediated first and whatever activities caused the compaction need to be avoided.

"Making sure soil does not become compacted in the first place is the No. 1 duty of landscape professionals," says Vincent. Using equipment or even foot traffic on saturated soils can cause compaction.

Beyond soil preparation concerns, landscape contractors should help ensure their clients will receive season-long interest from their perennial plantings — both from blooms and foliage.

"Perennial connoisseurs are all about foliage," says Vincent. "Foliage needs to be talked about as much as bloom. Blooms may not last the whole season, so attractive foliage is a selling point."

### Installation know-how

Once the soil is ready and the right perennials have been chosen for the space, putting them in the ground is just one step of the installation process. Ensuring plants get established is another service landscapers can offer with perennials.

"Making sure that installed plants receive moisture until the roots are established is critical," Vincent says. "Even with plants that are drought tolerant, they still need watered until they're established. That could be three weeks or three months, depending on the part of country you're in."

Mulching helps to retain moisture and may need to be applied more than once per season, depending on the region. That's another opportunity for landscapers to connect with clients. Mulch may also help alleviate the need for fertilization.

Weeding is perhaps the most labor intensive maintenance involved with perennials. Landscapers can offer herbicide treatments, and some clients might be interested in contracting for hand weeding services.

Once perennials are installed and established, landscapers still have an opportunity to provide a service to their clients. By definition, a plant only needs a lifecycle of three years to classify as a perennial. Perennials do need to be replaced. Even

longer-lived varieties should be separated every three years.

"Maintenance firms can use that to their advantage," Vincent says. "You can tell the client, 'In three years, we'll come back and divide the plants for you.' That's long-term, repeat business."

Capitalizing on perennials requires knowing how various plants perform in your region and soil conditions, then communicating their benefits to clients. Becoming a perennial expert takes time, but local botanical gardens, commercial growers and websites such as the Lady Bird Johnson Wildflower Center's ([wildflower.org](http://wildflower.org)) can help.

"If you put together all the info about the area, customers, soils and plants, that enables you to really know your environment," Vincent says. "All that info gets synthesized, and if you think of the ecosystem while you're doing business, then you'll make good decisions." ■■■

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



### EMERALD COAST GROWERS VARIETY FOCUS: FLOWERING GRASSES

Emerald Coast Growers' flowering grasses program is a great companion program for potted annuals. The program launched with six selections in a range of colors, textures and sizes: *Briza maxima*, *Eragrostis tef* Ruby Silk, *Lagurus ovatus*, *Panicum elegans* Frosted Explosion, *Pennisetum villosum* and *Melinis nerviglumis* Savannah. These annuals offer possibilities for mixed containers, patio pots and window boxes. For more information visit [www.ecgrowers.com](http://www.ecgrowers.com).