



3



4



5



6

THE WORK

1 | Curb appeal. The shopping center sign is surrounded by 27 flower beds. The hedge rose and shrubbery are hand pruned for lighting quality and a formal look.

2 | A pleasant stroll. All shrubs are hand pruned so shoppers may enjoy the sitting areas. The hardscapes are checked each season and leveled to prevent tripping hazards.

3 | To everything, there's a season. There are 47 containers and more than two dozen flower beds throughout the property that are changed seasonally.

4 | Scenic drive. The parking lot is also decorated with lots of color, trees and plants. The concrete parking lot containers are hand watered during a drought to prevent foliage from burning.

5 | Water play. Four fountains are placed in the pond each year to prevent stagnant water.

6 | Clean slate. The walking paths are made from slate chips and raked weekly for a leveled ground.

Landscape Concepts Management, based in Grayslake, Ill., serves Midwestern commercial sites, retail and mixed-use properties, homeowners' associations, multiunit rentals, educational and healthcare facilities and government agencies. Learn more at LandscapeConcepts.com.



Far East design

Offering Japanese gardens has been both profitable and fun for this Wyoming landscape company.

WHEN AARON RODOLPH, president of Rodolph Brothers, based in Casper, Wyo., first started reading about Japanese garden design, he was amazed how much of the elements he'd already been incorporating into his projects. It's all about natural flow and placing boulders in just the right way—design elements that Rodolph realized he was already trying to achieve. Since learning more about Japanese gardens, which typically include water, rocks, architectural elements and trees and shrubs, Rodolph has gone on to offer them specifically as a service.

Regardless of whether or not a client asks for a Japanese garden, Rodolph instinctively incorporates similar design elements into his projects, such as natural flow, simplicity and asymmetry, to make the project look more natural.

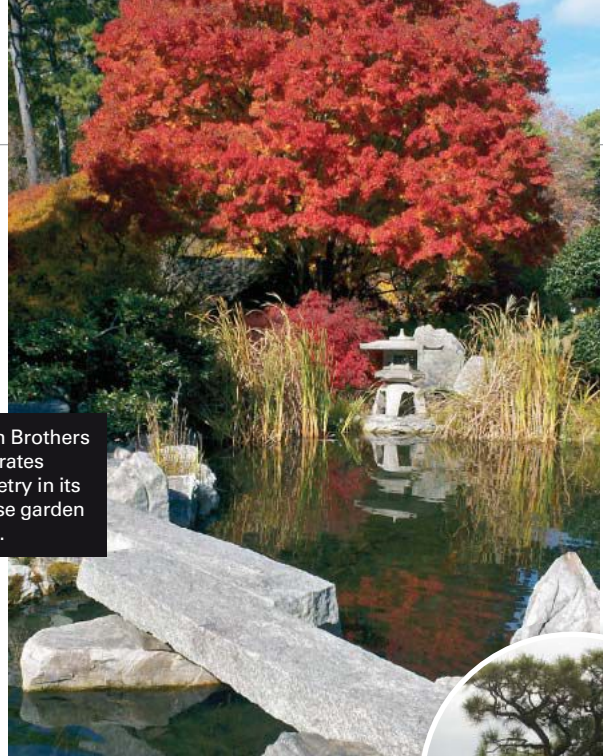
"I always find that clients end up being struck by the design and saying, 'Those boulders look amazing,'" says Rodolph. "They don't realize our eyes are drawn to having things laid out in order and in specific numbers. So we'll continue to use some of these design principles—such as boulder placement and plantings—regardless of whether it's a dedicated Japanese design or not."

But customers who know that Rodolph has studied Japanese gardens specifically ask for them on their landscapes. In those cases, Rodolph strictly adheres to all of the design principles of the art. "I want to ensure that I'm being true to the culture with the design," he says.

Rodolph acknowledges that Japanese gardens are very specific and may not have broad appeal. He doesn't promote the service by itself much.

"I'll bring it up in a design meeting and show some examples of what I've done, but if the client doesn't gravitate that way, it's not something I push," he says.

Rodolph Brothers incorporates asymmetry in its Japanese garden designs.



"Doing the whole nine yards with the bonsai trees and everything is certainly not for everyone."

Still, offering Japanese gardens has been a profitable service for Rodolph. It's been an interesting offering that separates him from his competitors. And the clients who want a true Japanese garden appreciate the intense studying he's done.

"People definitely see value in our ability to create these gardens," says Rodolph. "They're also willing to pay for our time in finding the unique materials that go into them."

"They understand how much work is involved in finding the plants and ensuring the design adheres to certain principles," he continues. "I've found the clients who want them are willing to pay for design fees on top of all the work."

Though Rodolph says it's a lot of work, it's also something he enjoys. "It may require searching from nursery to nursery to find the exact materials but that's enjoyable and not something I usually get to do," he says.

He adds that while the company has offered a comprehensive lineup of services over the last 15 years, "it's design that's really my passion. Doing these special gardens is very fulfilling for me and ultimately for the client who gets to enjoy it."

Payton is a freelance writer with eight years of experience writing about the landscape industry.

>> SERVICE SNAPSHOT

WHY JAPANESE GARDENS?

"When I started reading about Japanese gardens I realized I was already using many of the principles," says Aaron Rodolph, president of Rodolph Brothers.

INVESTMENT? Because Rodolph's firm already did design/build work, adding this focus didn't require adding equipment. The biggest investment was the time involved in studying the design principles. "Plus, it's getting the crews and foreman to buy into the design," he says. "For us that wasn't hard. They were amazed they'd already been incorporating a lot of the elements."

BEST TIP? "Don't get so hung up on the look of it—like whether you're using lanterns or not," says Rodolph. "Go back to the design principles. It's more about how many plantings or boulders you choose and how you lay them out. In the end, it's about creating a sanctuary."

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Joseph C. Neal, Ph.D.

*Professor of Weed Science
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Neal is a professor of weed science at North Carolina State University. He has extension and research responsibilities for weed management in landscape

plantings, nursery crops and Christmas tree production.

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Phil Fogarty

*Owner
Weed Man/Lake County*

Fogarty is owner of Weed Man of Lake County and Crowley's Vegetation Management in Euclid, Ohio. He's an active member of the Professional

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LM REPORTS

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PBI-Gordon Corp. // WeedAlert.com



Echelon

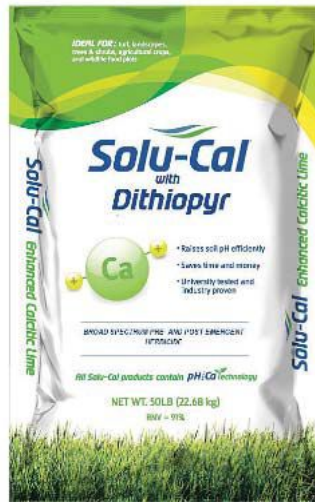
Featuring a dual mode of action, Echelon herbicide controls sedges and other weeds from the foliage down and from the root up, with residual for preemergent crabgrass and *Poa* control. It controls pre-emergent and early postemergent goosegrass and is available as a sprayable or dry application on fertilizer for most cool- and warm-season grasses.

FMC // FMCProSolutions.com

Escalade 2

Escalade 2 combines the power of three herbicides in one pre-mixed formulation for broad-spectrum broadleaf weed control under any environmental condition. It provides control of more than 240 broadleaf weeds, including clover, dandelion, plantain, oxalis, chickweed and other hard-to-control species.

Nufarm // Nufarm.com/USTO/Escalader2



Solu-Cal with 0.13 percent Dithiopyr

Solu-Cal with 0.13 percent dithiopyr is a broad-spectrum herbicide for early post-emergent control of crabgrass and pre-emergent control of more than 40 grassy and broadleaf weeds. The non-staining, low-odor formulation delivers Solu-Cal Enhanced Calciatic Lime and herbicide in a one-pass application and offers season-long control of other grasses and broadleaf weeds.

Solu-Cal USA // Solu-Cal.com

Spread it & Forget It with herbicide

New Spread it & Forget It controlled-release fertilizer, available with Barricade preemergent herbicide or Dimension specialty herbicide, has been added to Agrium's line of slow- and controlled-release fertilizer technologies. With a choice of Barricade or Dimension impregnated into the granule, users fertilize once up to every six months, while getting preemergent crabgrass control.

Agrium Advanced Technologies // SpreadItAndForgetIt.com



Negate 37WG

New Negate herbicide works by inhibiting the growth enzyme aceto-lactate synthase (ALS). It controls more than 35 grasses and broadleaf weeds in bermudagrass and zoysiagrass, including *Poa*, ryegrass, clover, dandelion, henbit, chickweed and prostrate spurge. The wettable granule formulation is available in a 1.5-oz. pack, which treats one acre.

Quali-Pro, a division of Control Solutions // Quali-Pro.com/negate



Xonerate

Xonerate is available in a water-dispersible granule formulation and offers selective removal of *Poa annua* in warm-season turfgrasses, including seashore paspalum and bermudagrass. Xonerate works as it's absorbed by plant leaves and roots. It inhibits photosynthesis in sensitive plants; with *Poa annua*, the weed turns brown.

Arysta LifeScience North America // ArystaLifeScience.us

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Bayer Specticle G

New Specticle G preemergent herbicide provides up to six months of broad-spectrum weed control for use in landscapes, including mulched areas and around ornamentals, and in warm-season turf. It protects against a broad spectrum of more than 80 grassy and broadleaf weeds, as well as annual sedges.

Bayer // BackedByBayer.com

A.D.I.O.S.

A.D.I.O.S. is an odorless, foliar systemic herbicide. It's a selective postemergent for broadleaf weed and crabgrass control and is labeled as a minimum-risk pesticide. No buffer zone is required next to drinkable wells.

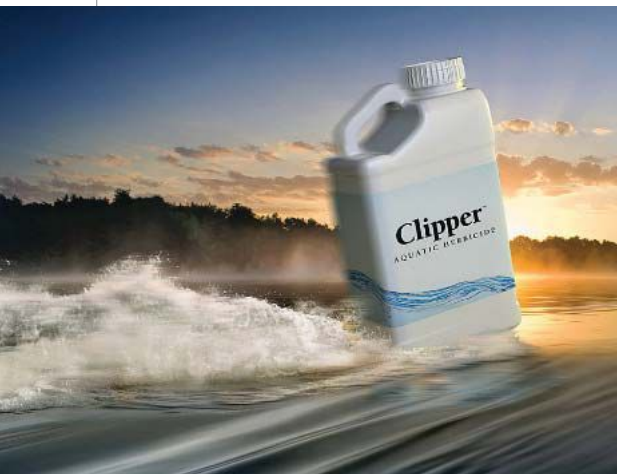
Tech Terra Environmental // TechTerraEnvironmental.com



Monument 75WG

A broad-spectrum, selective, postemergent herbicide, Monument 75WG controls all major sedges and more than 40 other weeds. It's available in new individual 0.5 gram premeasured packets to add to 2 gal. of water in a backpack or hand-held sprayer. It's effective on dandelion, crabgrass (suppression), nutsedge, clover and spurge, among others.

Syngenta // GreenCastOnline.com



Clipper

Clipper aquatic herbicide controls many tough aquatic plants—including duckweed and water-meal—and has activity on some algae. Available in a new 1-lb. package, Clipper dissipates quickly from the water column and does not accumulate in the sediment. It has minimal irrigation restrictions and does not require perfect coverage for results.

Valent Professional Products // ValentPro.com/clipper

Defendor

New postemergent Defendor specialty herbicide is designed to be applied when it's too cold for other broadleaf herbicides to be effective. It provides early-season control of dandelions, clover and other winter annual and perennial broadleaf weeds, on both cool- and warm-season turf. It also provides activity at low use rates (0.013 lb. a.i./A).

Dow AgroSciences // DowProvestt.com



ANNUALS AND PERENNIALS



Zinnia 'Profusion Double Hot Cherry'

'Double Hot Cherry,' a 2013 All-America Selections Bedding Plant Award winner, offers an abundance of deep-rose double flowers. Plants mature to between 8 and 14 in. tall and feature disease resistance to Alternaria and powdery mildew.

Sakata Seed Corp. // SakataOrnamentals.com



Polygonatum odoratum 'Variegatum'

The Perennial Plant Association named Polygonatum odoratum 'Variegatum' its 2013 Perennial Plant of the Year. Commonly known as Variegated Solomon's

Seal, this all-season plant has greenish-white flowers in late spring. Hardy in USDA Zones 4 to 8, its variegated foliage turns yellow in the fall and grows well in moist soil in partial to full shade.

Wayside Gardens // WaysideGardens.com

'Amethyst' coral berry

The Association of Specialty Cut Flower Growers recently named 'Amethyst' coral berry its 2013 Cut Flower of the Year woody plants winner. Hardy in USDA Zones 3 to 7, the deer-resistant plant features a neat habit and is bred for perennial or cutting gardens. Small white midsummer flowers produce hot pink berries in late summer.

Proven Winners // ProvenWinners.com



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'Feelin' Sunny' deodar cedar

This Monrovia-exclusive dwarf-spreading evergreen has an irregular growth habit. It's been bred to contrast against darker green conifers and deciduous trees, especially in rock and container gardens and other small spaces. It does best in partial to full sun in USDA Zones 7 to 9, and once established, needs only occasional watering.

Monrovia // Monrovia.com



Echinacea 'Secret Affair'

'Secret Affair' is a double-flower that combines tyrian-rose, mauve and lavender colors. Possessing a low-branching habit with foliage to the base of the plant, it's the newest addition to Terra

Nova's Secret Series. Bred for mixed beds and mass landscapes, it performs well in USDA Zones 4 to 9.

Terra Nova Nurseries // TerraNovaNurseries.com

IN OTHER PRODUCT NEWS...

Watering rod

The new Watering Rod is a 3/8-in. steel tube with a bullet tip to water roots without the runoff associated with surface spraying. It's available in 8-, 18- and 36-in. lengths. To use, connect a regular garden hose to the Tri-Con spray gun and insert the rod downward into the soil.

Tri-Con Sprayers // TriConSprayers.com



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George Gaumer

Retired v.p. and general manager of Davey Commercial Grounds Management, Kent, Ohio



Who's your mentor? If I had to pick one, it would be my father. But here at Davey there are a lot of folks who have championed me and helped me along the way.

My dad ran a landscape company in Warren, Ohio. He was a good general landscape professional and taught me a lot about values.

You retired last month after 36 years at Davey.

What's changed the most about the Green Industry during that time? The first thing that comes to mind

is government regulations. They're so much more difficult to adhere to today. Another change is all the litigation has created a tremendous trickle-down effect. Our health care costs have been driven through the roof. It has hit landscape businesses in contract costs: insurance, indemnification and holds harmless contracts and various wage and hour issues. All of us in leadership positions have to make sure all the Ts are crossed and Is are dotted. Some of my compatriots in the industry don't read contracts closely enough and that can expose you to serious risks.

Davey is now 14 times the size it was when you joined it as a \$50 million company.

What's driven the company to such heights? A couple things come to mind: One is employee ownership. We all own a piece and that creates a great deal of motivation. Also, it's very fiscally sound. That's allowed us to take advantage of some growth opportunities, like acquisitions or big contracts. We've been conservative over the years and it's served us really well.

What are you most proud of accomplishing during your career? I'd have to say it's this last phase of my career where we basically started the commercial grounds maintenance division. Around 1996 the commitment was made and we started with a talented team of guys here. We were able to build the systems and the branch network and a whole separate division. And, within our grounds management division we have a division that focuses on just golf course maintenance. We're up to 750 people and I'm really proud of seeing that develop over 16 years. Another thing I'm proud of is having a great team in this succession. They have a tremendous level of experience and energy and they're going to do a great job.

What advice do you have for young landscape professionals who are company execs rather than sole owners? When you look at the role you play in a company, it's important to realize it was there before you got there and it will probably be there after you leave, so realize you're responsible for moving forward the legacy. It's about doing your job and handing it off in better shape. That's always served me well.



OFF THE CLOCK

WHAT DO YOU HAVE PLANNED FOR RETIREMENT? It's a culmination of a long-term plan to live in the Rocky Mountains. We built a house outside of Park City, Utah.



WHO'S YOUR TEAM? We're big-time Buckeye fans. My wife and I met at Ohio State; we're both alumni, and our son is too.

DO YOU HAVE ANY INDULGENCES? I love horsepower and I love wine. But no, not together (laughs). My wife and I love to travel. We've been to 47 states, all but Oregon, Washington and Alaska. After we move we're going to cruise up through Oregon and Washington. And then an Alaskan cruise is on the list. After that, Italy is next.

IF YOU WEREN'T AT DAVEY ALL THESE YEARS, WHAT WOULD YOU HAVE BEEN DOING? My goal was to be an ad exec. I grew up in my father's business, went to Ohio State for marketing and wanted nothing to do with the landscape business. This worked out a whole lot better than Madison Ave. would have.

