



BT60, BT65 and BVT65

BOMAG's new line of vibratory tampers includes the BT60, BT65 and BVT65. The tampers combine low operating weights with compaction performance to optimize productivity and ease of operation in applications such as trench construction and landscaping, among others. These models range in weight from 128 pounds to 150 pounds and in impact force from 3,372 pounds to 3,822. Each model is powered by a 4-cycle Honda engine with recoil starter.

BOMAG // Bomag.com



Mega-Tandem Mass Segmental Retaining Wall

The Mega-Tandem MSRW system provides the natural appearance of chiseled stone and can be used to create curved or straight retaining and freestanding landscape walls. Available in 12-in.-by-24-in. panels weighing 65 lbs. apiece, the system has a running bond configuration so no patterns are required. It's offered in three color blends and 12 different facial textures.

Belgard Hardscapes // BelgardCommercial.com



Bradco Hardscape Grapple

Mount the new Bradco Hardscape Grapple on skid-steer loaders, compact tool carriers and compact tractors to handle materials such as concrete paver sections, small boulders and granite/limestone/concrete steps. As a hydraulically powered alternative to forks, pry bars and brute strength, the attachment's grapple arms and rubber grips adjust automatically to the shape and contour of the material being grasped without additional positioning.

Paladin Attachments // PaladinAttachments.com

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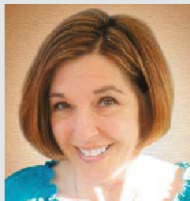
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RESOURCES

AD INDEX

Air-O-Lator.....	43
American Family Insurance.....	39*
Blount International/Oregon.....	11
Bob-cat/Schiller Grounds Care.....	57
Caber Hill Advisors.....	55
Clip Sensible Software.....	61
Dow AgroSciences.....	17
Earthway Products.....	45
Ecolawn.....	54
FMC Professional Solutions.....	3
Ground Logic.....	59
Honda Power Equipment.....	9
Hunter Industries.....	15
John Deere.....	CV2-1
Kohler Engines.....	CV4
Kubota Tractor Corp.....	20-21
Kunz Engineering.....	54
Mercedes-Benz/Sprinter.....	5
Milorganite.....	55
MistAway Systems.....	4
NAFA Fleet Management Association.....	53, 54
Nufarm Americas.....	46
PBI/Gordon.....	10
Perma Green Supreme.....	51
PLANET.....	63
Polaris Industries.....	49
Power Pusher.....	55
PRO Landscape by Drafrix Software.....	27
Progressive Insurance.....	23
Project EverGreen.....	39*
Propane Education & Research Council.....	31
Quali-Pro.....	13, CV3
Rain Bird.....	29
RAM Commercial.....	32-33
STIHL.....	37
The Andersons.....	37
Turfcow.....	25
Valent USA Corp.....	CV 1ip
VERSA LDK Retaining Wall Systems.....	47
Vista Professional Lighting.....	41
VIT Products.....	54

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[Coming in June]

LM150 deadline extended

Entries for the LM150 list has been extended until April 1.

Don't miss your chance to be listed among the Green Industry's largest companies, ranked by annual revenue. The results will be published in the June 2014 issue of *Landscape Management*. Enter at ow.ly/tjR5E or contact Editor Marisa Palmieri at mpalmieri@northcoastmedia.net or 216-706-3764 for more information.



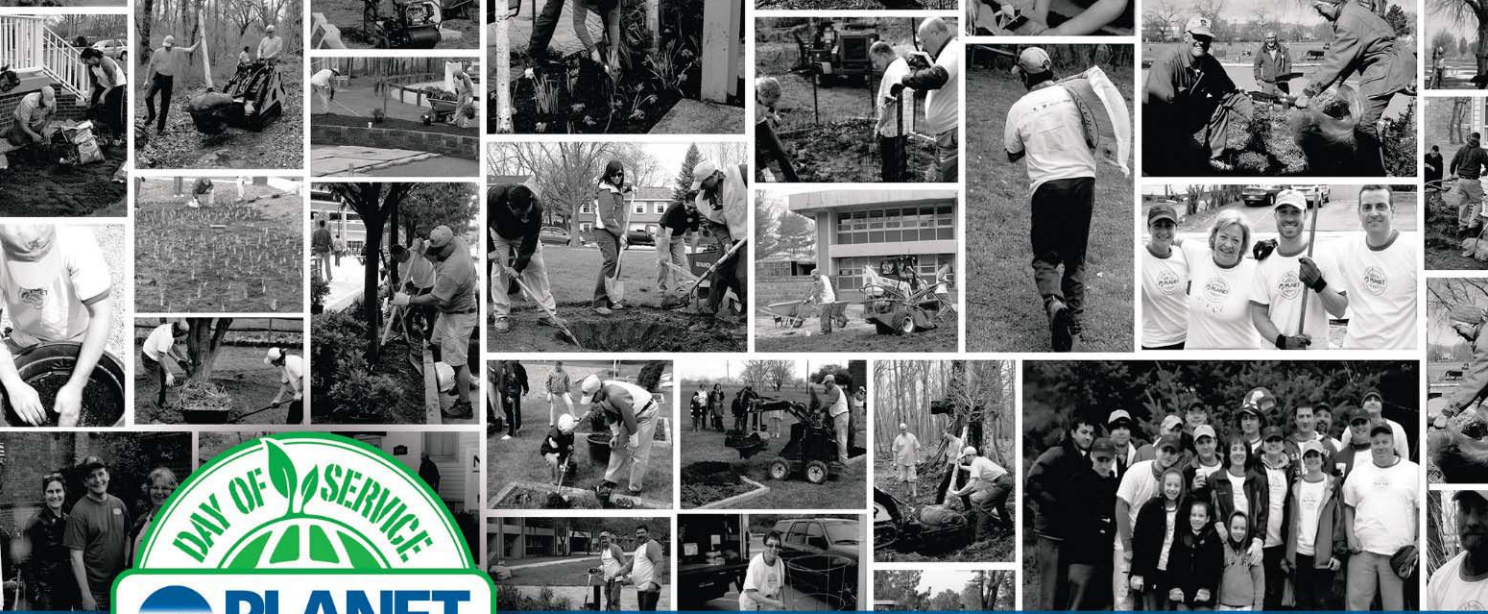
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Gary LaScalea,

president of GroGreen, Plano, Texas



Who's your mentor? I've been in the industry for 40-some years, so I've had several. Bob Maddux, he's one of the guys that inspired me back in my early days when I worked at a garden center (Delhi Flower & Garden Centers) in Cincinnati, Ohio. He was the guy that worked you very hard, but you respected and learned from that. Thomas Smith was another. He was one of my professors at University of Cincinnati. I worked under him at Spring Grove Cemetery in kind of an internship.

My wife, Sallie, also has been a real mentor. It's that marriage team. Your spouse has to get you inspired when you get out of work or in those times you're frustrated. Without my wife, I probably wouldn't be successful.

Your business has a pest control component. Any tips for business owners considering implementing that service? We always look at how we use that word "pest control." It's more pest prevention, looking at issues on the outside to see what homeowners can do to prevent them from coming inside. It's a better integrated pest management outlook that requires a lot of perimeter treatments to prevent inside invasions. There was a time when everyone went inside the home and treated all the baseboards, but now you have environmentally conscious people. You always want to look at what that need is.

What in the industry has changed most over your "40-some years" in lawn care? The workforce has changed quite a bit. For one, you don't put an ad in the paper anymore. It's all about networking and having an eye open to try to recruit somebody. In terms of work ethic, people get educated now and I don't think their first focus is to work outside. They like to work behind the computer. You have to make sure they see an opportunity (in the Green Industry) for growth and advancement.

I'd say regulatory issues, too, just in general. The labor board, ordinances and laws about what you can and cannot do sometimes make it hard on a business. You spend a lot of time on those interruptions and there are costs associated.

How do you strike a work/life balance? In our industry it's hard to plan things for your personal life. You have to take advantage of when time opens up for you to do something you enjoy. Do it in the moment. Sallie and I will take a weekend to head to our place in Sarasota, Fla., and we go to Dallas Mavericks games. We've been going to those for, gosh, maybe eight years. Now we have floor seats.

What's the most satisfying part of your job? It's that moment when you go on the lawn, see how good it looks and know you contributed to that beauty. Related to that is when I'm at church or shopping and someone recognizes me for my service because they're my customer. It makes you feel good because you know you've built a reputation. When you try to be a part of the community, people know who you are. Everything in life is about relationships.



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DO YOU OFTEN GET UP IN THE CLOUDS? I'm an old fly boy. I was an avid pilot through my 20s and 30s but not through my 40s and 50s. It all was recreational. I still wear my little pilot wings on my sports coat.

WHAT'S THE BEST PART ABOUT LIVING IN TEXAS? Because of all the sunshine, you're always a little happier. Plus, people have that southern hospitality. You can have conversations in the bathroom.

You know, I could tell you about my favorite band. **OK, WHAT IS IT?** Chicago. I've been following them since high school. I'm in the fan club. I go to their concerts every year. I bet I've seen them in concert 50-plus times. That's a conservative estimate.



HAVE YOU MET ANY BAND MEMBERS? Yeah, we've been in the same clubs and I follow them around. I've talked to them.

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