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Northwest Landscape Professional

The NWLP – Northwest Landscape Professional – is the official publication of the Washington Association of Landscape Professionals and is published and distributed quarterly to WALP members and extended gratis to select courtesy subscribers.

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The Washington Association of Landscape Professionals is monitoring the ongoing COVID-19 concerns on public safety.

WALP has developed a resource page on our website to give members and affiliates in the landscape industry up to date information on how this crisis affects landscape professionals. WALP leadership continues to work on your behalf to get answers from the government on key issues that impact our staff, customers, and our businesses.

Please visit www.walp.org/covid-19-resources for the most up to date information. We wish you all good health during this challenging time.

For information regarding advertising opportunities, please call us at (360) 350-4464 or email at info@walp.org.



Summertime! Summertime!

*Ella Vogelpohl
Ragen & Associates
2021 WALP State President*

Wow! What a year, so far!

With Washington State opening back up, I know all of you are very busy and booking new work into the future. Finding staff and materials have been a challenge, but you can all handle it.

The chapter presidents are busy planning in-person meetings and trainings, and we will continue offering virtual trainings too. We have welcomed 1 new member since March. There are a few social events in the works for this year – the Annual Golf Tournament, an “Old Fashioned Company Picnic – WALP Style”, a 9-Pin, No-Tap Bowling Tournament, and hopefully holiday parties.

The WALP committees are also working on events for 2022, including a field day and conference. There will be some trainings offered, like first aid and hopefully getting closer to a certification program.

I look forward to seeing everyone soon at WALP’s meetings and events this year and hope everyone stays safe and healthy! 🌿

The Washington Association of Landscape Professionals was founded in 1984 by a group of landscape professionals who wanted to define professionalism, develop educational programs, and evoke legislative representation on the issues pertinent to the Landscape Industry.

The Washington Association of Landscape Professionals (WALP) is a non-profit organization of landscape professionals dedicated to providing opportunities that promote professionalism, integrity, and education within the Landscape Industry through the members it serves.

Cover photo: Pacific Earth Works WBE, 2020 Grand Award winner for Commercial Construction. Project: REI Spring District Corporate Headquarters.

Mission Statement For The Washington Association Of Landscape Professionals

To promote professionalism, integrity, and education to a thriving membership within the Green Industry and the communities served.

Vision Statement For The Washington Association Of Landscape Professionals

- The Washington Association of Landscape Professionals is a publicly recognized and unified industry of landscape professionals who embody business and technical excellence.
- The Washington Association of Landscape Professionals provides and promotes the opportunity to mentor and support its members.
- The Washington Association of Landscape Professionals’ members receive value and benefit by sharing knowledge, resources, and experience.
- The Washington Association of Landscape Professionals is the networking place and referral resource for “Green Industry” professionals.

“Defining Professionalism In The Green Industry”

WALP Office

120 State Ave NE #303
Olympia, WA 98502
(360) 350-4464
email: info@walp.org
website: www.walp.org

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2021 Committees

Awards Committee

Lloyd Glasscock
Northwest Flower & Garden Festival

Certification Committee

John Murphy
JM Landscaping and Irrigation
Michael Murphy
Sunrise Landscape Design, Inc

Conference Committee

Will Anstey
Devonshire Landscapes, Inc.
Ella Vogelpohl
Ragen & Associates

Education Committee

Open

Events Committee

Open

Golf Tournament Committee

Ken Yorozu
T. Yorozu Gardening Company, Inc.

Legislative Committee

Will Anstey
Devonshire Landscapes
Rick Longnecker
Buds & Blades Landscape Company
Zack Zobrist
Puget Sound Plants

Marketing Committee

Open

Membership Committee

Tim Buiten
Tim's Complete
Landscape Management



Executive Director's Message

Peter Dervin
Executive Director
VPC Sales

Annual Membership Dues coming August 1st

In July, WALP Membership will be seeing their Annual Membership Dues renewals coming in the mail as August 1st is the date for our calendar year. Last year as a result of COVID-19, the WALP Board of Directors changed our dues timeline from an anniversary date to an annual date.

When this change was made, members were sent prorated invoices to bring everyone in good standing through July 31st. This didn't work too well as many members were confused and did not bring their status up to date. As a result, we have a huge disparity in current members and those that dropped off.

I would like to encourage current and past members to please renew your membership in WALP. The WALP Membership Committee has been reviewing our dues structure, looking at ideas to streamline the membership dues rates and payment options. If you have any ideas or comments on membership issues, please contact Membership Committee Chair Tim Buiten, he'd love to hear from you.

What's up next?

As we begin to open back up from COVID-19 restrictions, our chapters and committees are restarting with their meetings and activities.

The WALP Golf Committee is planning for the 2021 WALP Golf Tournament which will be taking place at Legion Memorial Golf Course in Everett. Save the date for September 10th. Sponsorships are now available, contact Ken Yorozu or Dale Gellner for more information.

Registrations are now open!!! Go to the WALP webpage under the Events dropdown for more information. This event is always fun and a great time to reconnect with friends and colleagues.

The WALP Conference Committee has started to plan for a One-Day Conference and Field Day. We are looking to make this event a Summer activity instead of the Winter. The feedback we received indicated that more technical sessions were important and the field day which includes equipment demonstrations would be a nice addition. The Committee is looking at a June 2022 event on a Friday. They are working to secure a date and location, hopefully in Bremerton. Stay tuned!!!

You may have noticed that we have not yet issued a WALP Membership Directory in 2021. This was due in part to the changes made with going to an annual renewal date. Additionally, the WALP Membership Directory is becoming a stand-alone publication. In order to ensure that your company is listed in the 2021-2022 WALP Membership Directory, your membership dues need to be in no later than November 30th, that will be the cutoff date for inclusion. We are planning to print the publication in December for a January 2022 release date.

If you ever need to ask about anything WALP related, please contact the WALP office at 360-350-4464 or info@walp.org. Thank you for your continued support of WALP and our programs. 🌱



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Membership Application

*****NEW – ANNUAL DUES NOW DUE AUGUST 1ST*****

Please Initial Your Category Selection	Category	Annual Gross Sales In Washington State <i>Please pay at highest applicable rate</i>	Dues Payment
	Contractor C-1	Up to \$250,000	\$350
	Contractor C-2	\$250,001 to \$500,000	\$550
	Contractor C-3	Over \$500,001	\$825
	Supplier S-1	Supplier	\$370
	Supplier S-2	Supplier with Branches	\$500
	Affiliate A-1	Municipalities, Parks, Govt. Agencies, Landscape Architects, Designers, Consultants, Educators	\$300
	Affiliate A-2	Professional Individual Non-Affiliated (State Board Approval Only) Non-Owner Landscape or Related Industry Certified Professionals.	\$125
	Affiliate A-3	Student – w/ proof of current enrollment	\$50
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 Company

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 E-Mail Phone

 WA State Contractors License Number

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 Referred By (if applicable)

When you join WALP, you automatically become a member of the Local Chapter in your area. Check one of the below listed WALP Local Chapters.

- _____ **King County:** Representing members throughout greater Seattle/Bellevue
- _____ **Snohomish County:** Representing members throughout Snohomish County
- _____ **South Sound:** Representing members throughout the greater South Sound area encompassing Tacoma, Puyallup, Olympia, and surrounding communities
- _____ **Southwest:** Representing members in Vancouver and the Southwest Washington region
- _____ **None**

Membership Dues Investment Summary

WALP Annual Membership Dues Investment

12 Month Dues Investment \$ _____
(Check & credit card payment accepted)

WALP Education Foundation Donation

(Tax Deductible) \$ _____

TOTAL PAYMENT AMOUNT \$ _____

Method of Payment & Payment Options

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Washington Association of Landscape Professionals

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THANK YOU!



WALP Chapter Updates

King County Chapter

Dave Haizlip

King County Chapter Director

What a year it has been. I hope everyone is having a wonderful year with homeowners staying home and wanting to spend more time in their yards. We are exceptionally busy and I am personally keeping extra busy as we welcomed baby boy, Luckee, March 20th. We have missed seeing everyone in person at our monthly meetings. Keep an eye out in the WALP Wednesdays and an Evite email for upcoming meetings. We love to hear from our members so please email or call with an suggestions or meeting topics you would like to see. Have a wonderful summer and I look forward to interacting with you all in person soon.

.....

Snohomish County Chapter

Brandon Cook

Snohomish County Chapter Director

Snohomish County WALP has several awesome IN PERSON!!! meetings scheduled for the months ahead:

- **July 14th:** Meeting hosted at Pacific Stone Company
- **August 11th:** Meeting hosted at Puget Sound Plants
- **September 24th:** Mike Bailey Memorial Tournament @ Cedar Crest
- **Late October:** Glow Golf at Battle Creek hosted by Mutual Materials

We will also be assisting the Evergreen Arboretum with their Small Tree Walk this fall, follow our social media for more details as they become available. 🌿

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Northwest Premier Landscape Awards Program

Lloyd Glasscock, Northwest Flower & Garden Festival, Awards Committee Chair

Summer is finally here (or at least what passes for summer in the PNW), covid appears to be on the wane (for now at least) and many landscape professionals are busy as can be. Other than our chronic labor challenge, which is going into its umpteenth year now, things are for the most part looking up. While the sun is shining and we're upbeat it's a great time to consider an entry or two in WALP's Premier Landscape Awards Program!

The purpose of the program is to recognize outstanding performance by member firms; foster pride in superior workmanship; publicize the Association and Industry and encourage future business for WALP members. Benefits can include pride in team accomplishment when earning an award and a ready-made method for updating websites and other social

media thru images taken for entry forms. 'Bragging up' awards received is a good way to market a company to the public thru a website, blog post or press release.

Entering the program is fairly straightforward; it's a matter of taking images (even with a cell phone) and assembling the information on the entry form. It would likely take the average member 15 minutes per entry. The challenge would be sorting thru all the terrific projects completed to choose which ones to enter!

All sizes of projects can be entered, even sections of a project. Supplier members are also eligible to enter in the 'Owner's Project' or 'Unique' category. Categories include; Design/Build, Residential Maintenance, Commercial Maintenance, Color, Container Gardening, Public Works,

Lighting, and many others. An interesting category is 'Hardscaping' which often features entries with patios, gazebos and outdoor living areas with a minimum of planting. Sometimes the planting has been done by the homeowner, which is noted on the entry form, still making it a challenge for judging sometimes.

The program has three award levels. An **Award of Merit** means the project meets industry standards. Program Judges are landscape professionals as well as WALP members and this standard is taken seriously, indeed it sometimes appears to be a high bar. An **Award of Distinction** means the project is exceptional, but still with room for improvement somewhere. A **Grand Award** generally means the project is exceptional but with no obvious room for improvement.

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Usually there is some 'wow' factor considered for a Grand Award, even in small projects. In all categories the degree of difficulty, be it access or site conditions or some other factor is taken into account.

Cost to enter the program is \$155 per entry with each additional entry at \$125. Look for the entry form and other information in your e-mail box soon. In the meantime, keep taking digital images of your projects. Have

questions about whether a project is 'award worthy' or what category to enter it in? Feel free to reach out to Lloyd Glasscock at kaibab66@gmail.com or phone 425.422.3336 with questions. 🌿



Green Spaces Landscaping earned a Grand Award in the 2020 Program in the Hardscaping Category for the Joffe Project (*left*).

Pacific Earth Works WBE earned a Grand Award for Commercial Construction in the 2020 Program for the REI Spring District HQ (*above*).

Two grand awards but two completely different projects in size, scope and category entered.

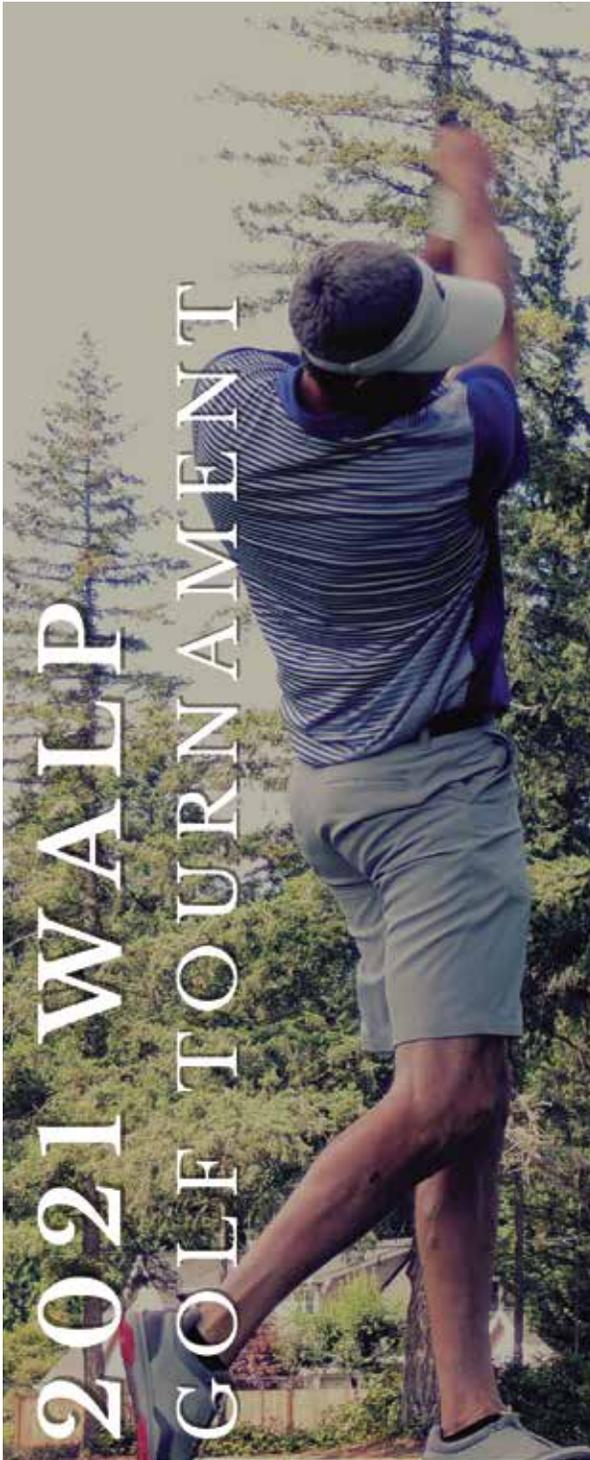


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2021 WALP Golf Tournament

SEPTEMBER 10, 2021

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Tournament Schedule:

8:00 a.m. Registration
9:00 a.m. Shotgun Start
2:00 p.m. Banquet & Awards

Registration Starts At:

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\$440 Non-Member Team

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We are so excited to see you at the WALP Golf Tournament this year!
Please join as a sponsor, player, or both!

■ PART 2 – The H-2B Program: What Employers Need to Know



Summary

Back in March, we provided an overview of the H-2B program and how employers could use that program to hire foreign workers for their busiest time of year. In this article, we explore some of the more specific requirements and considerations of the H-2B program for employers interested in learning more.

Recruitment

- Employers must agree to hire any able, willing, and qualified U.S. worker from the date they submit their H-2B application, up to 21 days before the start of their H-2B contract.
- Employers must advertise their H-2B position internally and through online job postings to attract U.S. applicants.
- Employers may choose the foreign workers they bring or can rely on a foreign recruiter to find qualified workers.

Transportation and Visa Reimbursements

- Employers must reimburse H-2B workers for their travel expenses from their home country, and if they complete the contract or are terminated during the contract, transportation back to their home country. This also applies to U.S. workers who travel to the job from outside a normal commuting distance.

- Employers must reimburse the costs for the H-2B workers' visa, border crossing fee, and other miscellaneous expenses incurred during the process of obtaining their visas.

Housing and Transportation

- Employers are not required to provide housing or transportation for H-2B workers. However, employers are generally expected to help arrange housing and transportation to work for H-2B workers. Workers are allowed to pay for housing or transportation arranged by the employer, so long

as the employer is not making a profit from those arrangements.

Taxes and Wages

- H-2B workers are subject to the same taxes as U.S. employees, except for unemployment taxes in most states, including Washington.
- The wage that must be paid to H-2B workers is determined by the U.S. Department of Labor, and this wage must be paid to the H-2B workers and U.S. workers similarly employed by the employer.

continued on page 12

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Other Important Requirements

- Employers may not provide preferential treatment in any form to foreign workers over U.S. workers, specifically concerning wages and benefits of employment.
- Employers must guarantee $\frac{3}{4}$ of the hours listed in the H-2B contract to H-2B workers and U.S. workers similarly employed.
- H-2B workers may only work for the employer who sponsored them for their visa.
- Employers must be able to demonstrate that their need for the H-2B workers is seasonal or temporary in nature, not to exceed 9-months out of the year.

If you are interested in learning more, please schedule a consult with us at <http://wafla.org/guestworkers> or call (360) 455-8064 x 110. Also be on the lookout for a final article later this year with special offers for WALP members and H-2B application timelines for 2022. 🌿

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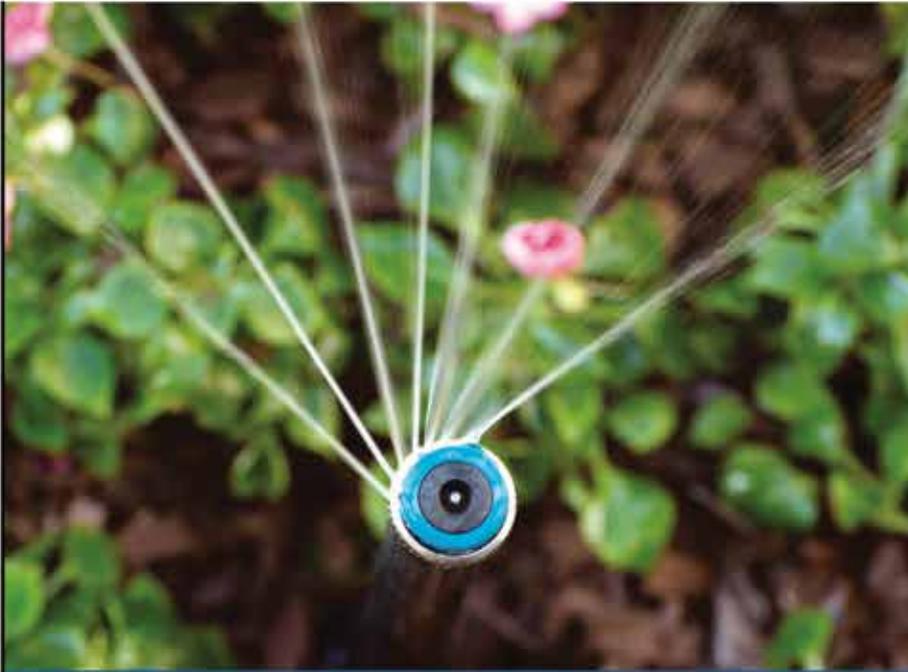
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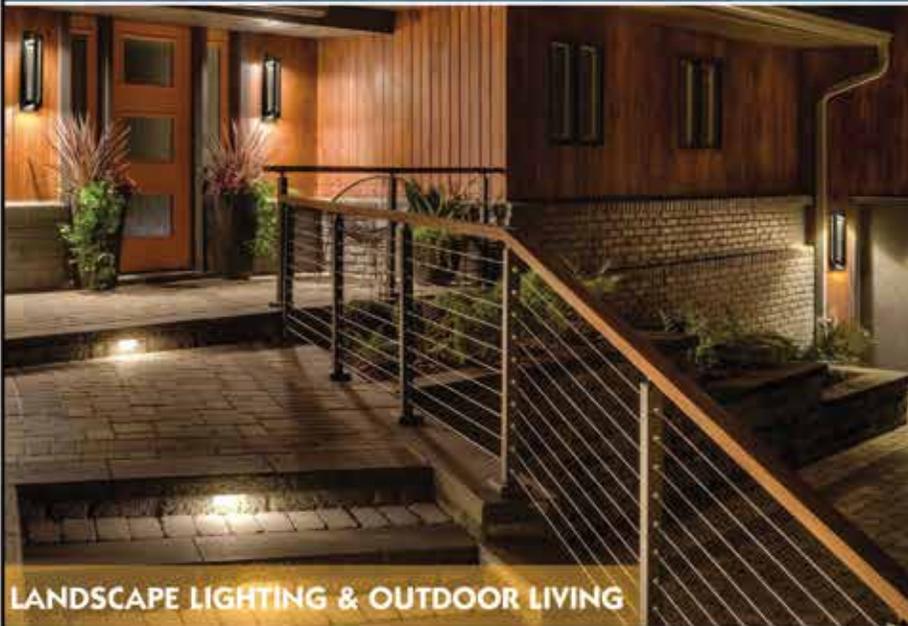
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*Marine shoreline properties that balance views and vegetation benefit from root strength and bluff stabilization.
(Image: QWG Applied Geology, Mason Conservation District)*

Puget Sound waterfront homeowners need help landscaping properties, limiting risk

Mary Krauszer, Shore Friendly Pierce, Pierce Conservation District



Conservation organizations throughout the Puget Sound region are engaging waterfront homeowners on best practices for developing and maintaining their shoreline properties. With an emphasis on protecting properties and the health of the Sound, these landowners are looking for professionals to help implement their vision.

Working on the marine shoreline, however, requires some special considerations. Most marine shorelines experience the ongoing natural process of erosion. Shorelines may appear unchanging and stable, but in fact Puget Sound bluffs naturally erode over time, losing sediment and vegetation

while feeding the beaches and marine environment below.

Landslides, sediment sloughs, and coastal flooding are a natural part of shoreline processes but can be exacerbated by development and landscaping decisions. As a landscape professional working on marine shorelines, it is critical to understand the processes at work to help your clients reduce the risk of triggering slides or other stability issues on their property.

An important concept is to respect the relationship between water, vegetation, and geology. Coastal landforms often include layers of different sediments. There may be permeable sediments like sand and gravel located above impermeable layers of clay, silt, or rock. Rainwater or groundwater drains through the

permeable layers until it hits clay or an impervious hardpan layer and is forced to travel out towards the face of the bluff. This weakens the sediment above and can accelerate erosion or contribute to landslides.

Trees and shrubs play a critical role by helping to intercept water and to stabilize slopes with their roots. Waterfront property management activities related to water and vegetation are directly connected to slope stability. These should be a priority, so you don't unintentionally contribute to shoreline instability.

Properties on the shoreline are often second homes or retirement properties, owned by older folks who want help stewarding their land and limiting risk. These clients are committed to eco-friendly solutions to the complex challenges of the shoreline

Quick tips for marine shorelines

- **Maintain and enhance native vegetation around slopes,** and carefully replace invasive weeds with deep-rooted native plants that will help to stabilize your slope. Trees and shrubs provide a critical service by decreasing erosion while slowing, intercepting, and using rainwater. Without vegetation, slopes are significantly more vulnerable to erosion. Before removing trees, consult a professional arborist for options on how to prune trees for attractive views. If you believe you have a hazard tree, employ a certified arborist to evaluate and seek permits for addressing the hazard. Check your County regulations before removing any trees or clearing a large area of other plants within 200 feet of the shoreline.
- **Make stormwater management a priority.** Retain as much vegetation on your property as possible (trees and shrubs, not lawns), as it remains the cheapest and most effective form of stormwater management available. Next, keep uncontrolled runoff away from steep slopes by managing runoff with a professionally designed drainage system. Use a tight-line to carry water down slopes (select a strong, closed pipe if you can't monitor it easily; thin, corrugated drainage pipe is prone to leaks). If the pipe outlets at the beach, a Hydraulic Project Approval (HPA) permit from WDFW may be required. Use an energy diffuser at the pipe outlet to decrease the erosive energy of the water.
- **Avoid irrigating landscapes on bluffs** (temporary and very limited watering of new landscapes during the peak of summer can be done with caution). The basic goal: minimize the amount of water you add into the soil between your home and the edge of a bluff.
- **Never dump debris, yard waste, grass clip-pings, or fill material on a slope.** These materials can soak up water and contribute to landslides.
- **Avoid cutting into or altering the shape of a marine bluff.** Avoid disturbing sediment near the bluff crest, toe, or on the slope as much as possible. Sediment disturbance can contribute to landslides.
- **Control invasive plants, particularly vines (like English ivy and non-native blackberries) on slopes,** where they can obscure signs of instability in a bluff face and add weight to a slope.
- **Replant cleared areas with native plants** and use biodegradable erosion control fabric where appropriate.

environment. There is a market gap for process-based vegetation and drainage services to protect property and protect Puget Sound. The Shore Friendly program hopes to foster connections with WALP and this customer base.

In coming NWLP issues, we will highlight best practices and special considerations for landscaping on marine shorelines.

In the meantime, we encourage you to connect with your local Shore Friendly program at shorefriendly.org/ resources to learn more about best practices for marine shorelines and upcoming workshops for landscape professionals. Professionals who complete a workshop can be added to a provider list offered to waterfront homeowners. 🌿



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2020 Awards Feature

A Fireside Retreat

'A Fireside Retreat' entered by Avid Landscape Design & Development LLC earned an Award of Distinction in this year's Awards program. This Design/Build project features a destination firepit for the whole family within the landscape below a terraced wall. Large wildlife populations limited the scope of plantings but still resulted in a wonderful palette. Dramatic changes in elevation and the need to incorporate amended soils throughout the whole landscape made the project especially challenging.



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■ LANDSCAPES 2021 Registration Now Open

The LANDSCAPES conference will share cutting edge business strategies October 19-22 in Louisville



FAIRFAX, Va., June 15, 2021 – The National Association of Landscape Professionals has opened registration for LANDSCAPES 2021, the nation's largest education and networking event for landscape and lawn care contractors. The event takes place October 19-22, 2021, at the Omni Louisville Hotel and Kentucky Expo Center in Louisville, Kentucky, and is held in conjunction with GIE+EXPO.

The education lineup (including nearly 30 sessions) provides valuable take-aways from industry experts that help remove the guesswork from running a successful landscape maintenance, design-build, lawn care, or irrigation business.

Sessions delivered by industry experts and company owners share real-world examples and strategies around the latest sales and marketing tactics, maximizing company growth, recruiting, team development, measuring ROI, management and leadership strategies, growing your client base, new technologies, and more.

The conference enables peer learning during specialty-focused roundtables, the ever-popular Breakfast with Champions, and multiple networking events.

LANDSCAPES 2021 brings back its popular invitation-only CEO Forum to connect CEO and decision-makers and springboard innovation.

“LANDSCAPES 2021 provides the essential education that landscape and lawn care CEOs, decision-makers, and key team members need to improve their sales, operations, and ultimately the bottom line,” said Britt Wood, NALP CEO.

The education sessions are approved for Landscape Industry Certified CEU's at 1 per hour of instruction attended.

LANDSCAPES 2021 lead partners include JOHN DEERE (Platinum Partner), Caterpillar (Gold Partner), and Bayer (Silver Partner).

Registration for LANDSCAPES includes approximately 30 education sessions plus specialty roundtables, networking receptions, and admission

continued on page 20

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NATIONAL ASSOCIATION OF LANDSCAPE PROFESSIONALS



to GIE+EXPO. Attendees will receive information to book hotel rooms at the Omni Louisville Hotel or Fairfield Inn & Suites Hotel after registering for the conference.

For more information, please contact the events team at NALP Events or call 240-547-2190.



About NALP

The National Association of Landscape Professionals represents an industry of approximately 1 million landscape, lawn care, irrigation, and tree care

experts who create and maintain green spaces for the benefit of society and the environment. The association works with law makers and the public to protect and grow the industry and offers education, networking, training and certification programs that increase the professionalism in the industry and inspire its members to excellence. For more information, visit www.landscapeprofessionals.org.

..... 2020 Awards Feature

Quinn Residence

'Quinn Residence' entered by Devonshire Landscapes earned an Award of Merit in this year's Awards program. This Residential Maintenance project features complete maintenance services for the front and back of the residence. Sensitive boundary areas and a homeowner allergic to bees create extra challenges for the project, which has been ongoing since 2018. With a price tag of less than 5k per year for the work the client is more than getting their money's worth. Well done Devonshire Landscapes!



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■ Toro® Horizon360™ Business Software Now Available to Landscape Contractors

All-in-one system will help contractors drive business efficiency and profits



month with a 60-day free trial) pricing categories. No matter which tier landscape contractors choose, Toro guarantees world-class expert onboarding support at no extra charge.

“With more than a century of experience to draw on and several contractors who piloted and provided feedback on the software, we’ve developed Horizon360 to give contractors more data, better data and powerful tools,” said Dave Francis, senior marketing manager at Toro. “We want to help users work smarter, not harder, and with Horizon360 business software, contractors will

have what they need at their fingertips to analyze the effectiveness of their business and increase productivity on all fronts.”

The Horizon360 software streamlines profitability for landscape contractors in several ways, but specifically enables operations to:

- **Track crews:** Horizon360 can efficiently track landscaping crews and monitor the progress of each task to ensure timely completion. Tracking devices are powered by 12-volt batteries and

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BLOOMINGTON, Minn. (January 13, 2021) – The Toro® Horizon360™ business software is now available to landscape contractors looking to drive more profits and increase the efficiency and effectiveness of their businesses. Over 100 contractors tested this powerful all-in-one software suite over the last 18 months, and with their feedback, Toro finetuned the software to meet landscape contractors’ needs. Horizon360 allows landscape contractors to track the productivity of their crews and equipment, automate their billing process, and enhance the time management of their business from the start to finish of every day and every season.

With Horizon360, there are no sign-on fees and no yearly contracts. Landscape contractors can take their business to new heights with the basic tier (\$99/month with a 30-day free trial) or the enhanced tier (\$199/



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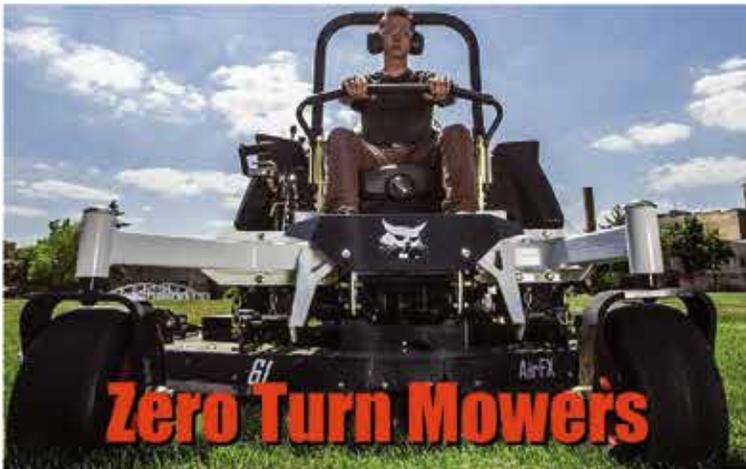


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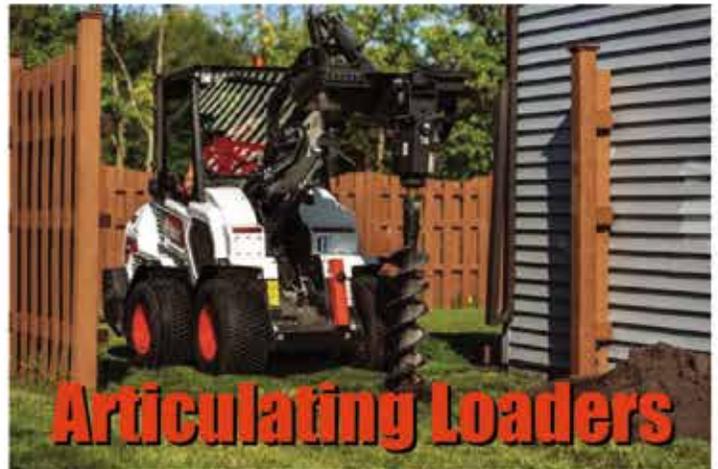
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communicate directly with Horizon360 software once they're installed on a machine.

- **Automate invoices:** With the integration of QuickBooks® online, users can sync employees, equipment and tasks with the software, saving hours when it comes to invoicing.
- **Schedule jobs:** From irrigation to snow removal and lawn maintenance, Horizon360 converts estimations into customers and jobs as soon as the work is ready to schedule. The Horizon360 scheduling tool helps assign work to employees and balance schedules, and it can help manage rain days by simply reassigning and rescheduling the work.

The Horizon360 business software is available now, and users can sign up here. To learn more about Horizon360, visit Horizon360.toro.com.



About Toro

With roots dating back to 1914, Toro is a leading worldwide provider of innovative solutions for the outdoor environment, including turf and landscape maintenance, snow management, rental and construction equipment, and irrigation solutions.

Through a strong network of distributors, dealers, retailers and rental stores in more than 125 countries, Toro helps customers care for their homes, golf courses, sports fields, public green spaces, commercial properties, construction sites and agricultural operations. Learn more, visit: www.toro.com



..... 2020 Awards Feature

WISC Frontage Right of Way

'WISC Frontage, City of Bellevue Right of Way' entered by Plantscapes earned an Award of Distinction in this year's Awards program. This Public Works project transformed a turf and bare soil area into a pleasant blend of ornamental and native plantings. This 11,000 square foot area was packed with over 3800 plants. An active stream with swale had to be re-directed, then drainage installed to improve and disguise the existing storm water conveyance swale. The project is sited between the street and sidewalk in front of the Wilberton Instructional Service Center so all work was done in the 'public eye'.



■ Expansion at STIHL Northwest Supports Growing Dealer Network

New branch location improves efficiency to expedite dealer orders



VIRGINIA BEACH, Va – STIHL Inc. announced the expansion and relocation of its STIHL Northwest branch operations with the opening of its new location in Centralia, Wash. The new facility boasts a significant increase in warehouse space, as well as technology upgrades that will enhance the company’s ability to serve the 500+ STIHL dealers in Washington, Oregon, Idaho and Alaska.

“We are extremely pleased to celebrate the opening of this new and expanded location,” said STIHL Inc. President Bjoern Fischer. “This 100,000-square-foot facility represents our continued investment in the growth of locally owned STIHL Dealers and our confidence in the U.S. market.”

The new location adds more warehouse space with taller, longer racks and more efficient picking methods to speed up the fulfillment of dealer orders and deliveries. Additionally, separate classroom, workshop and sheltered outdoor training facilities will provide STIHL Northwest the ability to offer their dealers enhanced training and technical service capabilities.

Located approximately 11 miles from the former facility, STIHL Inc. selected the city of Centralia because of its easy access to Interstate 5 and proximity to primary shipping hubs. “The new facility more than doubles our warehouse square footage and gives

us additional space for future growth,” said Casey Kralovetz, director of branch operations at STIHL Northwest. “STIHL dealers are the core of our business and the new location with improved efficiency of our warehouse operations, enables us to deliver products to most of our dealers within 24 to 48 hours.”

STIHL Inc. distributes products across the U.S. through a two-tiered system, selling products through 11 independent distributors and company-owned branches, who then sell products to a network of more than 10,000 authorized local independent

STIHL Dealers nationwide.

For more information on STIHL Inc., visit www.STIHLusa.com.

About STIHL Inc.

STIHL Inc. manufactures the number one selling brand of gasoline-powered handheld outdoor power equipment in America,* as well as the number one selling brand of chain saws in the world. STIHL is also the number one selling brand of gasoline-powered handheld outdoor power equipment among U.S. landscape

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professionals.** STIHL products are sold through a network of more than 10,000 authorized local STIHL Dealers from coast to coast – not big box stores. Located in Virginia Beach, Va., STIHL Inc., the U.S. affiliate of the global STIHL Group, exports to more than 80 countries around the world; and the majority of STIHL products sold in America are also built in America.*** STIHL products sold through U.S. STIHL Dealers are for distribution in the United States only. For more information or for the name of a local STIHL Dealer, call toll free 1-800-GO STIHL (1-800-467-8445) or visit STIHLusa.com.

***"Number one selling brand" is based on syndicated Irwin Broh Research as well as independent consumer research of 2009-2020 U.S. sales and market share data for the gasoline-powered handheld outdoor power equipment*

*category combined sales to consumers and commercial landscapers. ***"Number one selling" claim based on 2007-2020 syndicated Irwin Broh Research of the U.S. professional landscaper market. ***A majority of STIHL gasoline-powered units sold in the United States are built in the United States from domestic and foreign parts and components.*

STIHL Inc. is pleased to support the work of Independent We Stand, the International Society of Arboriculture (ISA), the Tree Care Industry Association (TCIA), National Association of Landscape Professionals, the National Association of State Park Directors, and the North American Hardware and Paint Association.

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2020 Awards Feature

Joffe Backyard Hardscape

'Joffe Backyard Hardscape' entered by Green Spaces Landscaping earned a Grand Award in this year's Awards program. This Hardscape project transformed a dull one-dimensional backyard into an inviting spot for gathering and entertaining. Judges appreciated the clean lines and transitions from the different materials used. The project included lighting, deck building, stone steps and wall work, with plantings by the homeowner.



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