

FMI Services Group merges with St. Moritz

Don Pottieger, President of Southland Landscape Corporation, announced the merger of FMI Services Group (the janitorial division of Southland) with St. Moritz Building Services, Inc. an entity of the St. Moritz Group. The July 1st merger completes the second and final phase of a planned one-year merger between the two company's operations.

FMI shareholders will now shift their focus to Southland Landscape Corporation, formerly a division of FMI. All FMI/ Southland staff will remain in the same capacity they were prior to the merger.

"This merger will give controlling interest of our janitorial operations to St. Moritz and will allow our senior staff to work exclusively on enhancing Southland's offerings and help facilitate its growth," said Pottieger.

Rich Reagan, Vice President and General Manager will continue to lead FMI. All FMI staff will remain intact and continue serving their local markets that they have served over the years. New to the management picture will be Mark Moninger, President of St. Moritz, and Phil St. Moritz, founder and Chief Executive Officer of St. Moritz. Pottieger will join St. Moritz as a consultant.

The St. Moritz Group is headquartered in Pittsburgh, Pa. with operations throughout the United States, Canada and Mexico. St. Moritz's financial resources and experienced management staff will help ensure that FMI's loyal customers receive the same prompt and professional service they are accustomed to.

St. Moritz Building Services, Inc.



Southland acquires Twin Rivers Lawncare and Landscape, Inc.

Southland Landscape Corporation announced the acquisition of Twin Rivers Lawncare and Landscaping, Inc. of Columbia, SC. Twin Rivers is a successful maintenance and installation firm and will be joining Southland's Western South Carolina Operations headed by Steve Farmer, Vice President and General Manager.

Founded in 1983, Twin Rivers has been providing quality landscape maintenance and construction services throughout the Midlands while building a great relationship with their clients through professionalism and exceptional service. Twin Rivers currently services properties for 125 clients in the Columbia area.

Twin Rivers President Harold Wiggins, Jr. will join Southland as the Director of Business Development for the Columbia Region. All staff will remain in place with Michael Manning serving as General Manager.

"I am excited about Southland's acquisition of Twin Rivers and look forward to joining Southland's management team. I am impressed with their overall operations, business model and plans for the future," said Wiggins, Jr.

This acquisition is the first for Southland since merging FMI Services Group, Inc. (the janitorial division of Southland) with St. Moritz Building Services, Inc. in July. With the acquisition of Twin Rivers, Southland will now have a centrally located office midway between their current offices in Charleston and Spartanburg, SC.

Eastern SC Property of the Month: White Gables

White Gables, located in Summerville, SC, is a small community reminiscent of beautiful historical downtown Charleston. Homes in the community are composed of Victorian designs, Colonial Revivals and Dilworth Bungalows to help transport you back in time while resting on the edge of historic Summerville. Upon completion the neighborhood will consist of 808 units situated on 201 acres.

The neighborhood features several ponds, with ducks and geese claiming it as their home, a beautiful clubhouse for social gatherings, public squares with gazebos, and a quaint charming streetscape with courtyards and open fields. Also included in the community are miles of paved trails for walking, jogging and biking that run the perimeter of the community.



Photo by: Juan Blas/Vistaphotography.net

You can find **Southland** at White Gables every Monday and Tuesday maintaining the 62 row homes as well as all common areas. Southland is responsible for mowing, edging, blowing, pruning and laying pinestraw.

Rick Ingram, Operations Manager, is in charge of this property and is assisted by **Danny Castro, Jr.**, Crew Maintenance Foreman.

Western SC Property of the Month: Denny's



Photo by: Juan Blas/Vistaphotography.net

Denny's Corporate Headquarters is located in downtown Spartanburg, SC on East Main Street. Denny's Plaza is a central gathering point for many events throughout the year. During the summer "Music on Main" takes place every Thursday evening at the plaza. With the property being a focal point in town, landscape maintenance is of the utmost importance.

Every Monday morning throughout the year you can find a **Southland** crew on the property performing maintenance to give it a neat, manicured look throughout the week. The plaza contains a formal area with 2,200sqft. of annuals that are changed twice each year, boxwood hedges and a 50ft. canopy covered with wisteria. The irrigation system is complex in that it has various spray heads that are required to cover all plant material and not spray the public walking by.

Chip Key, Operations Manager, is in charge of this property and is assisted by **Jeronimo Hernandez**, Crew Maintenance Foreman and **Joel Martinez**, Crew Maintenance Tech.

Georgia Property of the Month: Houston Springs

Houston Springs is a luxurious resort community located in Perry, GA for active seniors 55 and over and has been named a "Where to Retire" magazine Discovery.

The retirement community features 494 acres of rolling hills in Middle Georgia. Upon completion the community will contain approximately 1,200 homes, an 18 hole golf course, clubhouse, Golf Club Pro Shop and the community has a proposed Town Square with shops and restaurants.



You can find **Southland** at Houston Springs every Wednesday and Thursday maintaining 193 homes and all common areas. Southland is responsible for mowing, edging, pruning, planting and maintaining all annuals, blowing and laying mulch.

Chad Ragan, Operations Manager, is in charge of this property and is assisted by four crews. The following Crew Maintenance Foremen oversee the property: **Daniel Carney, Shawn Tripp, Joseph Dionne and Trey Parkerson**. Also working on the new driving range are Construction Managers **Raul Castro and Reggie Evans**.

Where do all of the Dandelion's come from?

Dandelions. Who doesn't love picking them out of their lawn and watching them blow away in the wind? Now to the new homeowner you might think flower? or weed? To that we are sad to inform you that Dandelions are actually weeds that can root themselves as deep as 10" into the ground.

So how do we get rid of these weeds? You can try to pull them out with your bare hands but be reminded that they can be rooted as deep as 10". If you were to try this route it is recommended that you water the lawn first, as it is much easier to extract the weeds from wet soil.

A second option would be to pour vinegar on the weeds or spray them with a weed killer. These are herbicides and their job is to get down into the root of the weed to kill it. If the root of the weed is not killed the Dandelion's will continuously grow back.

The best solution to your weed problems is to call Southland and have one of our trained specialist come out to examine your lawn and come up with the best solution.



Southland wins Yard of the Month in Lizella, Ga.

We would like to congratulate our Georgia Operations office located in Macon, GA for their hard work in helping Dr. Mike Burnett and his wife Donna win the Yard of the Month by the Bibb Keep Macon Beautiful Commission.

The property is managed by **Terry McNair**, Director of Business Development along with **Jorge Sarmiento**, **Timothy Martin**, **Thomas Rosas**, Crew Foreman and **Jose Garcia Zavala**, Account Manager.

Southland is responsible for all lawn maintenance at this property which includes: mowing, edging, blowing, pruning, etc.



Pictured: Donna Burnett (Home Owner), Jorge Sarmiento, Timothy Martin and Thomas Rosas. Not picture: Terry McNair and Jose Garcia Zavala.

Landscaping Tips of the Month

Lawn Care

- Have turf, trees and shrubs inspected for insects and disease.
- Continue to use post-emergent weed control on shrub beds and lawns as needed
- Have lawn mowed and edges trimmed as needed
- Warm season Bermuda & Zoysia turfs will do well with another round of slow release turf fertilizer



Flower Care

- Have shrubs pruned as needed
- Have azaleas pruned early in the month after blooming
- Maintain flowers with fertilization as needed and dead-heading and weeding.

Check out Southland's
new web site at
www.southlandusa.com

Keep up with what's
going on at
Southland!



Send your e-mail address to
cbarnes@southlandusa.com to receive all of
the latest news about Southland and to get our
monthly newsletter.

Catch 22: The New Immigration Bill

Will there ever be a solution to the current immigration problem in the United States? The answer is a definite yes, but at what cost and measures will it come? The country is torn between the desire to allow illegal immigrants amnesty or to help the ones who have tried to come to the US legally.

In the world of landscaping, immigrant workers are heavily relied upon. They provide us with skilled labor in the horticulture field. Under the new bill currently awaiting approval in the Senate, the number of temporary workers will be capped at 100,000 each year. This presents a large problem in an industry so heavily dependent on immigrants. On average this would make 2,000 temporary workers available in each state throughout the United States.

Just what is the bill going to do?

On top of allowing 100,000 temporary workers each year (with the ability to expand to 200,000) the bill will allow immigrants to earn points towards receiving a green card and will also offer legal status to some undocumented workers. This is where the bill strikes a nerve with some people. There are many hopeful immigrants in Mexico that are doing their best to come to America via the legal way with proper documentation. With all this being said its hard to say if the bill will ever have a chance at pleasing the majority of the people.

Immigration and Southland

Southland supplements its permanent workforce with seasonal workers via the H-2B Visa program. This type of visa allows 66,000 temporary workers to enter the United States each year and work in skilled and unskilled labor for up to one year. Southland currently sponsors the H-2B Visas for a nine-month period, hiring an estimated 50 guest workers each year. We hire guest workers based on projected work loads and business goals.

Quick facts about the H-2B Program:

How long is the work visa good for?

This is determined by the length of employment but is good for up to one year. The visa can be extended in one year increments for up to three years of total employment.

Who is eligible for a visa?

Skilled and unskilled workers may apply for a H-2B visa. This visa is most popular among entertainers and athletes who enter the country for short seasons of work. This makes it hard on the landscaping industry due to competition to an extent for the available visas.

How many people can currently enter the country under the present law?

Currently up to 66,000 H-2B's are granted each year. Half of these are reserved for jobs with start dates in the first half of the government fiscal year. If a worker returns to work a second year under their H-2B visa they do not count against the cap.

Western SC Operations win big at Chamber awards

Southland won big at the 2007 Spartanburg Chamber's Annual Landscape Evaluation Awards. Out of eight first place awards Southland's Western South Carolina Operations office in Spartanburg, SC won four.

The winners for each category are as follows:

Commercial A: Denny's (Corporate Headquarters)

Small: Spartanburg County Library - Landrum

Apartments/Hotels/Motels: Holiday Inn Express and Hampton Inn & Suites

Southland would like to send out a special thanks to the following crew members for their work on each of the award winning properties.

Denny's Corporate Headquarters: Jeronimo Hernandez – Foreman, Joel Martinez

Spartanburg County Library – Landrum Branch: Nick Lawter - Foreman, Mark Lawter, Fredy Sanchez

Hampton Inn & Suites: Israel Sanchez - Foreman, Ruben Gonzalez, Marcial Cano-Lagos

Holiday Inn Express: Israel Sanchez - Foreman, Ruben Gonzalez, Marcial Cano-Lagos

Vice President/GM: Steve Farmer **Operations Manager:** Chip Key



Jeronimo Hernandez and Joel Martinez take care of Denny's Corporate headquarters.

Regional/Branch Offices Contact Information

For any questions about your service please contact your local manager for direct assistance.

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General Manager:

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Director of Business Development:

Harold Wiggins, Jr.
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What's Going On Around SOUTHLAND[®]

Employee Benefits

By David Willis, Chief Financial Officer

We would like to remind everyone of 2 benefits available to all employees, both full-time and part-time:

Insurance

Southland offers AFLAC supplemental policies, such as Accident, Cancer, Dental, Personal Recovery, Personal Sickness Indemnity and Voluntary Indemnity Policies. These policies are available to everyone after completing 30 days of employment. However, you must enroll within 30 days of your eligibility. The premiums for AFLAC are payroll deducted on a pre-tax basis. An AFLAC representative will contact you upon your completion of 30 days of service. For more information please notify your branch's Operations Administrator.



401k

Southland's 401k plan is now available to all employees after completing 90 days and 520 hours of service. Contributions to the plan are on a pre-tax basis and you choose how your money is invested. If you are interested in participating, please contact David Willis, toll-free at 1-866-469-6899 ext. 214.



Happy Birthday Feliz Cumpleaños

Danny Castro Jr 8/3 - Charleston, SC

Adrian Santiago 8/3 - Charleston, SC

Larry Cox 8/4 - Macon, GA

Calvin Branton 8/5 - Charleston, SC

Humberto Pacheco 8/5 - Charleston, SC

Yamil Josue Roman 8/11 - Columbia, SC

Jose D. Garcia 8/16 - Macon, GA

Luis Tacubeno 8/19 - Macon, GA

Jose Sarimento 8/22 - Macon, GA

Gerardo Carrillo Morales 8/28 - Macon, GA

Hector Suarez 8/30 Charleston, SC

Alberto Medina 8/26 Charleston, SC

Augustin Merida 8/28 Charleston, SC

Thanks for Your Loyalty Gracias Por Su Lealtad

Raul Castro - 9 Years Macon, GA

Cutberto Gonzalez - 9 Years Spartanburg, SC

Jose Garcia Zavala - 9 Years Macon, GA

Calvin Branton - 8 Years Charleston, SC

Jeff Shaw - 8 Years Macon, GA

Ben Vidal - 7 Years Charleston, SC

Terry McNair - 7 Years Macon, GA

Reggie Evans - 6 Years Macon, GA

Joel Coyotzi Nava Macon, GA

Apolinar Regis - 5 Years Macon, GA

Customer Service

Branch Support Center

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New Macon office nears completion



Southland is proud to announce that the newly constructed Regional office in Byron, Ga. is nearing completion and opened in July.

The new office will enable Macon area operations to consolidate offices by moving the Warner Robins, Bonair and Macon operations centers all into the same building. This new facility is located in the Peach County Industrial Park which is adjacent to I-75 and midway between Macon and Warner Robins. The office is approximately 8,000 sq. ft. and includes a training room with seating for 50 people, enabling Southland to continue training its employees on the latest safety measures and newest trends in the landscaping industry.

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