Porter Brothers, Toro Pacific Enjoy Market Growth

Scotts Lays Off 170 . . Diamond, Showa Denko Launch SDS

Annual Mulching Causes Decline of Trees, Shrubs

1984 BUYER'S GUIDE
Make sure your lawn care jobs don't come back to haunt you.

With labor and gasoline what they are today, the cost of a call-back is frightening. Add in the hidden costs of unhappy customers, and it's enough to scare you to death.

That's why you need DURSBAN* insecticide in at least two of your yearly applications. You see, in most parts of the country, insects are a problem in both the Spring and later on in the Summer. If they don't get you the first time, they just might get you the second.

And that can mean costly call-backs.

So think twice before you decide to skimp on DURSBAN. And think about how little it costs—as little as $3.50 for a 10,000 sq. ft. lawn. Which is a lot less than the cost of a call-back.

DURSBAN insecticide gives you results you can count on, too. It gets all your major problem bugs. And it controls them for up to eight weeks instead of the more common four to six.

DURSBAN. Makes sure all your returns are happy returns. Available in 2E and double-strength 4E liquid formulations. Plus, new 50W wettable powder.

See your Dow distributor. Also ask him about our new "DURSBAN delivers the goods" incentive program. Be sure to read and follow all label directions and precautions. Agricultural Products Department, Midland, Michigan 48640.

DURSBAN
Call-backs haven't a ghost of a chance.

Dow Chemical U.S.A.
*Trademark of The Dow Chemical Company.
Distributors Say Orders, 
and Competition Up

A survey of 50 landscape and 
turf product distributors in the 
U.S. reveals a definite upturn in 
buying by their customers. 

Competition for the business is 
keen with reports of price 
cutting.

Toro Pacific Draws 
A Pair of Aces

Twice, this young Los Angeles 
area distributor has benefitted 
from manufacturers selling 
company-owned stores. First 
Toro and now Cushman/Ryan. 

Meet the players in this success 
story.

Porter Bros. Grows 
By Keeping in Touch

Joe Porter travels once a week, 
50 weeks a year to “get a pulse” 
on his customers. Porter Bros, 
started in 1949 with one product, 
McCulloch Chain Saws. Today, 
they sell a wide range of turf and 
tree equipment as one of the 
largest distributors in the 
country.

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Mulch gets too deep when piled on 
year after year, see page 22.

Over-mulching: 
A National Plague

Dr. Francis Gouin of the 
University of Maryland criticizes 
an industry habit, annual 
mulching of plant beds to the 
point of root suffocation.

1984 
Buyer’s 
Guide

Just the reference you need to 
locate sources of new and 
existing products to purchase for 
the 1984 season. Use the Guide 
to contact manufacturers regarding 
their products and distributors in 
your area. Get a head start on 
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For the landscape, irrigation, turf, gardening, and horticulture markets . . . . . .

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Circle No. 142 on Reader Inquiry Card
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EQUIPMENT SO TOUGH, SO VERSATILE, IT COULD ONLY BE CUSHMAN.

GREENSAVER
The Greensaver aerator gives precise aeration over fine turf areas.

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The Sprayer attachment sprays chemicals through an optional 15' reeplex boom or optional handgun.

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The Flatbed Box and Short Box attachments haul and dump 1500 pounds of sand or salt with optional live hydraulics.
If you've never owned a Turf-Truckster®, then you're about to find out why we call our turf-care system the Working System.

Each Turf-Truckster comes equipped with a dependable 18-hp air cooled OMC engine, auxiliary transmission and heavy-duty differential.

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Cushman lets you transform a single Turf-Truckster into all the turf-care machines you need to get your jobs done. And done fast. Only Cushman offers such a wide selection of fully interchangeable work accessories specifically designed for our own turf vehicles. There's no jerry-rigging or making things fit.

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And finally, only Cushman offers the labor saving pin-disconnect system, a system that allows all Cushman accessories to be placed on a Turf-Truckster or removed in minutes. No bolting. No hitching. No tools. Just snap in two or three pull pins and you're ready to hit the turf.

For all these reasons and more, we call Cushman's turf-care line the Working System. But to hundreds of turf pros, it's the only system.

CUSHMAN
THE WORKING SYSTEM
5048 Cushman, P.O. Box 82409
Lincoln, NE 68501

CALL TOLL-FREE
800-228-4444
Association management changes suggest a return to the basics

Five different Green Industry associations have changed their management in the first half of this year. The primary reasons seem to be reevaluation of association goals by association boards, belt tightening in general as members tighten their own belts, and rejection of a 1970s philosophy common to association executives that they know what’s best for their members.

Changing association management from multi-management firms to captive, single management was the reason for switches at the American Sod Producers Association and the Professional Lawn Care Association of America.

Multi-management firms have management systems designed more for the firm than the association. Board-members often find these systems limiting, expensive, and sometimes demeaning.

Some multi-management firms work better than others, especially when the various associations are related; such as the American Association of Nurserymen and its related groups, National Landscape Association, Wholesale Nursery Growers of America, Garden Centers of American, National Association of Plant Patent Owners, and the Horticultural Research Institute. Sharing resources in this case seems to work.

More aggressive board members disagreeing with their association executives were the cause for three other changes in management; James McLoughlin at the Golf Course Superintendents of America, Frank Smith at the National Golf Foundation, and Allen Smith at the Associated Landscape Contractors of America.

Association executives have a built-in problem dealing with board members who constantly change. On the other hand, today’s board member is more interested in member services and balancing the budget than launching image campaigns based upon shows, magazines and fancy headquarters. Today’s board member expects his association to operate under the same principles as his own business. He also realizes the long-term solution to industry image is based more in technical and business competence of the membership than things which divert dollars from the real solution, good training.
WHEN TIME IS MONEY, HOMELITE SAVES YOU TIME.

Whenever a piece of your grounds maintenance equipment is down for repairs, your productivity is down, too. And your costs are up.

Let's face it, time is money.

That's why Homelite makes a full line of portable power equipment that is engineered for long service life and less downtime. From pumps and generators to chain saws, string trimmers and brushcutters, you can count on Homelite's advanced technology to keep them on the job. And out of the shop.

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You don't have to go any farther than your nearest Homelite dealer to find grounds maintenance equipment with a full range of accessories to meet every need.

And whenever you require parts or service, we'll save you time there, too. Your Homelite dealer is part of a nationwide network of distribution and service centers that can get you anything you need—fast.

Talk to your dealer about everything Homelite has to offer. Because any way you look at it, Homelite saves you time.

For more information, contact Bill Grant, Executive Director of Sales, Homelite Division of Textron, P.O. Box 7047, Charlotte, N.C. 28217.

HOMELITE
Homelite Division of Textron Inc.

Circle No. 126 on Reader Inquiry Card
INDUSTRY

Scotts lays off 170 in cutback

A changeover in top management and under budget sales figures combined in June to cause 170 employees of O.M. Scott and Sons, Marysville, OH, to lose their jobs. Hardest hit, according to Paul Devine, manager of public relations, was the marketing and research departments.

Lee Herron, president and chairman of O.M. Scott for the last 18 years, retired in June. Tadd Sietz, a marketing specialist and officer of Burpee Seed Co., acquired last year by O.M. Scott, is the new president. Faced with off budget numbers and marketing ideas of his own, Sietz made an across-the-board, top-down cut in marketing and research personnel.

George Horn, director of marketing for the Pro-Turf Division for the past eight years, was a victim of the cutback. "The 1984 marketing plans are already complete," Horn told Weeds Trees & Turf. "The Pro-Turf Division will feel very little effect from the cutbacks."

"The weather and the economy were mostly to blame for the sales numbers," said Devine. "Supply, distribution, and products will not be impacted by the move. The realignment is centered in the marketing group.

SOD

Sod goes international at summer field days

Ninety-eight percent of the sod in South Africa is kikuyugrass. There is no turf research being done in that country. For Graham Corbett of Lawns for Africa in South Africa, the American Sod Producers Association Convention in Atlantic City in July, offered the opportunity to exchange ideas with American and other foreign sod producers and see first-hand U.S. sod production.

Corbett was only one of 14 international visitors who took part in ASPA's first international convention. The more than 250 convention registrants included representatives from Finland, Austria, England, New Zealand, and Australia.

Besides sod production, the foreign visitors also toured the world's largest blueberry farm and had an elaborate picnic-style dinner complete with country music at the Tuckahoe Turf Farms in Hammonton, NJ.

Opening the three-day convention were: Dr. A.J. Turgeon, formerly of Texas A&M - Dallas and now with Tru Green of East Lansing, MI; Dr. Henry Indyk of Cook College, Rutgers University (convention coordinator), Dr. Richard Hurley of Loftis Seed and presentations from the international guests.

Convention Chairman George Betts hosted a demonstration and tour at his Tuckahoe Turf Farm, with another field day at the Novasack Bros. Turf Farm in South Seaville.

Most of the attendees told WT&T the field days are the most beneficial part of the conventions.

"I enjoy seeing and meeting people and discussing problems," said Ted Tvetene of Terry, MT.

CHEMICALS

Diamond, Showa Denko launch new venture

A joint venture between Diamond Shamrock and Showa Denko of Japan was launched during a signing ceremony near Cleveland in July. The new company, SDS Biotech Corp., will concentrate on agricultural chemicals and animal health products.

SDS Biotech corporate headquarters and research facilities are located in Painesville, OH. 1983 sales will approach $300 million according to Allan Tomlinson, chairman and chief executive officer of SDS Biotech.

Diamond Shamrock, a $3 billion
No one grass seed combines every characteristic for every type of turf. That’s why Northrup King research has developed a complete line of Medalist Turf Products to meet specialized professional needs.

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<th>MEDALIST TURF PRODUCT</th>
<th>MAJOR AREAS OF USE</th>
<th>SPECIAL FEATURES</th>
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<td>Athletic Pro Mix</td>
<td>High maintenance athletic turf</td>
<td>Both are well suited for new seeding or overseeding. Fast establishing, excellent traffic tolerance, and rapid recovery. Provides good footing.</td>
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<tr>
<td>Athletic Pro II Mix</td>
<td>Low to moderate maintenance athletic turf.</td>
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<td>Boulevard Mix</td>
<td>Any area with high pH (roadsides, sidewalks, boulevards, beachfronts, etc.)</td>
<td>Contains both “Fults” <em>Puccinellia distans</em> and Dawson red fescue which thrive on high saline or alkaline soils. Performs at low to high fertility levels.</td>
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<tr>
<td>Landscape Pro Mix</td>
<td>School grounds, cemeteries, golf course roughs, lawns</td>
<td>Fast establishing. Adapts to broad range of conditions and management levels. Low to moderate fertility requirements.</td>
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<tr>
<td>Overseeder II Mix</td>
<td>Fairways, tees, athletic fields</td>
<td>Fast establishing, traffic tolerant, disease resistant, penetrates compacted soil.</td>
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<tr>
<td>Medalist North Mix</td>
<td>Fairways, tees, cart paths, wear areas</td>
<td>Long term quality in high traffic areas. Clean mowing and disease tolerant.</td>
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<tr>
<td>Premium Sod Blend</td>
<td>Commercial sod producers</td>
<td>Fast establishing, exceptional dark green color, shade tolerant, superior disease resistance.</td>
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<tr>
<td>Special Park Mix</td>
<td>Parks, commercial developments, lawns</td>
<td>Low fertility tolerance, shade tolerant, adapts to wide range of soil types.</td>
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Ask your Northrup King distributor about the Medalist Turf Products for your needs. Or write Northrup King Medalist Turf Products, P.O. Box 959, Minneapolis, MN 55440.
Powell resigns GCSAA post

Lewis C. Powell, Jr., Director of Informational Services for the Golf Course Superintendents Association of America, resigned his position in June.

John Schilling, associate executive director of the GCSAA, said, "Mr. Powell's resignation was only accepted by the Executive Committee after a great deal of consideration. He had moved to Lawrence, KS, from Florida last fall and I'm sure that the unlikelihood of GCSAA now moving its headquarters to Orlando, FL, in the near future and a desire to return to closer contact with long-time associates impacted his decision to resign."

Powell's resignation follows on the heels of James McLoughlin's resignation as executive director Sept. 1. He, too, cited delays in relocating the national headquarters as a reason for his resignation.

Hundreds mourn Ray Gerber's death

Raymond Gerber, 84, “Dean” of midwestern golf course superintendents and long-time editor of the Bull Sheet, died in July after a short illness.

Ray's involvement in golf included the prestige courses Pine Valley, Medinah Country Club, Glen Oak Country Club, and Woodhill Country Club. He was president of GCSAA in 1950 and of the Midwest GCSA in 1946. He attended every GCSAA Annual Conference in the past 43 years. And, he edited the Bull Sheet, the official bulletin of the Midwest Association of Golf Course Superintendents, for the past 11 years.

Ray Gerber received just about every award possible for a superintendent and the friendship of hundreds of fellow superintendents around the world. Contributions may be made in Ray's memory to the Illinois Turfgrass Foundation, University of Illinois, Urbana, IL 61801.
9 of the top 10 golf courses in America have Toro® irrigation

There are some good reasons WHY!

Toro irrigates nine of America’s top 10 golf courses . . . 16 of the top 20 . . . 33 of the top 50. That’s because irrigation probably is the most important single factor in turfgrass management, and most of those responsible realize that Toro offers them a hard-to-beat combination of expert knowledge and advanced-design equipment. Whether you’re planning a new course, replacing your existing system, or trying to solve specific problem areas, a good partner to team up with is the man from Toro!

The Toro Company, Irrigation Division
Dept. WT-983, P.O. Box 489, Riverside, CA 92502

Circle No. 154 on Reader Inquiry Card
This slope was cleared with Roundup—then planted with a ground cover.
"ROUNDUP® SAVED ME ABOUT 6 DAYS ON THIS RENOVATION."

"WITH ROUNDUP, I NOT ONLY SAVE TIME, I CAN ALSO DO A BETTER JOB. BIG JOBS OR SMALL ONES. EXTENSIVE RENOVATIONS—OR JUST AN AREA UPGRADE. THE FACT OF THE MATTER IS, I COULDN'T BE AS COMPETITIVE WITHOUT ROUNDUP."

CARL SCHIEFER
OF CARL'S LANDSCAPING, INC., LAGUNA HILLS, CALIFORNIA

Carl Schiefer runs an award-winning landscaping business in Orange county, California. In that part of the country bermudagrass is an extremely tough perennial weed problem in lawn and shrub areas. Carl solves that problem with Roundup herbicide.

"We spray Roundup, and 7 days later we can plant. That's because Roundup has no residual soil activity. With conventional methods, we'd have to spend days digging up the rhizomes. In some areas, that means going down at least 12 inches if you're going to do an honest job. With Roundup, we can destroy the weeds, roots and all. On this particular site, I figure I saved about 6 days with Roundup."

When you renovate a lawn or slope with Roundup you won't have to dig, disc or use a sod cutter. Just apply Roundup when the old lawn is actively growing and at the proper stage of growth. Then come back 7 or more days later to power rake, till or slice—then plant. Your customers will like Roundup too, because the work site can hold up to light foot traffic during renovation. Roundup can help make your workforce more efficient and your bidding more competitive. When you add it all up, that's the kind of edge you need to be successful today. Just ask Carl.

FOR MORE INFORMATION ABOUT MAKING LAWN RENOVATION MORE PROFITABLE WITH ROUNDUP, CALL 1-800-621-5800 TOLL FREE. IN ILLINOIS, CALL 1-800-972-5858.
ALCA management conference packed with facts

The Associated Landscape Contractors of America’s Management Division has developed an information packed program for its two-day conference in Denver, Nov. 13-15.

The Division attracted more than 400 for its first conference last fall in Dallas. The content of the second conference has been increased to provide both technical and management help for middle to upper management of landscape companies of all specialties. All sessions are concentrated into two days to reduce time away from the job.

Sales and marketing sessions will be led by the Sales Management Institute of Raleigh, NC, and include sales training, scheduling, manpower utilization, pricing strategies, management trends in the 80’s, and market planning.

Technical sessions are led by university specialists and include use of growth regulators, cool and warm season weed control, and application techniques. Speakers include Jack Butler and Bob Zindh of Colorado State University, Clyde Elmore of the University of California, Davis, B.J. Johnson of the University of Georgia, and Ray Freeborg of Purdue.

The Management Division is giving the lawn care association a run for its money with this conference. The site of the conference is the Marriott Southeast, Denver. Early registration discounts apply until October 20. Prices range from $25 for students to $175 for non-members. You can register by contacting ALCA, 1750 Old Meadow Rd., McLean, Va. 22102, (703) 821-8611.

Housing nears pre-recession level

Despite the slight rise in interest rates this spring, single-family and multi-family housing starts were up nearly 75 percent from the year before, nearing a level not achieved since September 1979.

The Commerce Department reported May housing starts were close to 1.8 million units, up from 1.03 million a year earlier. Multi-family housing starts increased twice as much as single-family starts from the prior month, 28 percent and 14 percent respectively.

The South, West and North Central parts of the country shared the increase. The Northeast declined slightly. Building permits for housing also rose in May to a 44-month high signalling future starts.

Opportunities in landscape construction should begin this fall and surge in 1984. Landscape maintenance work should start rising due to new construction by next summer.

ILCA awards entry deadline set

The Illinois Landscape Contractors Association is accepting entries for its 1984 awards program.

Any landscape architect, landscape designer, firm, property owner or professional individual representing a landscape installation may enter. All entries must be received by Nov. 1. Awards will be presented at the ILCA Awards Luncheon during the Mid-America Horticulture Trade Show in January 1984. For entry particulars, contact ILCA, 4 A East Wilston St., Batavia, IL 60510, (312) 879-5566.
Is anyone as knowledgeable about disease as a turf manager is?

Maybe.

Pennfine Perennial Ryegrass covers more ground than any other turfgrass variety in the world. This message recognizes the people who made it happen.

For your free full-size (22” x 28”) poster of this ad, send your name and address to:
Pennfine Poster #3, P.O. Box 923, Minneapolis, MN 55440. (Watch for the other five ads in this series.)

Circle No. 143 on Reader Inquiry Card
Arborists file suit over noise rules

The National Arborist Association (NAA) filed suit in June against The U.S. Department of Labor for "arbitrary, capricious, discriminatory, and unconstitutional" regulation under the Hearing Conservation Amendment.

The suit, filed in the U.S. Court of Appeals, claims the Occupational Safety and Health Administration regulation adversely impacts, harms and prejudices the membership of the Association. The Amendment, to take effect March 1, 1984, requires employers to monitor noise levels in employee work areas. Noise levels are not to average more than 85 decibels (dB) over an eight-hour period. OSHA has allowed exemptions to agriculture, oil and gas drilling, and the construction industry.

"The ominous aspect of this regulation is it makes an employer responsible for hearing loss, regardless of the cause," says NAA Executive Vice-President Robert Felix. "Although chippers, stump cutters and chain saws exceed the decibel level, hearing protection required by other legislation reduces noise levels to well below the required level," Felix points out.

The NAA suit was filed in the US Court of Appeals naming US Department of Labor and Occupational Safety and Health Administration officials as defendants. NAA pointed out the sound level of a typical disco is 127 decibels. The organization seeks to resolve the matter before the compliance date of March 1, 1984.

Nursery lab saved from budget cuts

A broad-based plea to save the Delaware, Ohio, Nursery Crops Research Laboratory from the budget ax has succeeded. The appeal, led by the American Association of Nurserymen, was initiated after word leaked from various budget committees the Delaware facility and two others were in jeopardy.

The present level of funding, more than $5 million, will be retained and "Research work will be continued," said Orville Bently, USDA Assistant Secretary for Science and Education.

Monsanto exec urges joint R and D

Testifying before a U.S. House subcommittee on agriculture in June, Dr. John Marvel, general manager of Agricultural Products Research for Monsanto, called for more government effort to encourage joint research programs in agriculture.

Marvel emphasized the need for protection of current research data and "a growing erosion of national and international property rights."

"For decades our agricultural productivity has been sustained by scientific and technical advances and the quick application of these technologies. Now this momentum is threatened. "The role of government should be to focus on setting national policies and priorities for publicly funded programs and research. New research efforts must reach across campus disciplines, federal research organizations, and private industry to create new types of research teams which will help each other and bring new scientific disciplines into agriculture."

**STAFF**

Third editor joins **Weeds Trees & Turf**

Kevin Cooney, a news journalist trained at Colorado State University and raised in New Jersey, was named assistant editor of Weeds Trees & Turf, Lawn Care Industry and Pest Control magazine in July. He becomes the third member of the editorial staff, including Associate Editor Maureen Hrehocik and Executive Editor Bruce Shank.

Kevin Michael Cooney, new assistant editor

Cooney's experience ranges from newspaper reporter to public relations for the Colorado Extension Service.

This is the first time Weeds Trees & Turf has had an editorial staff larger than two. "We are putting great emphasis on news and personal interviews with readers," said Shank. "To do this well, we needed a third editor."

Sales changes made for WT&T and LCI

Group Publisher Bob Earley announced changes in the sales staff for Weeds Trees & Turf and Lawn Care Industry magazines in July following

Continued on page 19
Inquiries serviced for 90 days from date of issue. For those countries outside the U.S., please apply appropriate postage before mailing.

**READER SERVICE INFORMATION CARD 9-83**

For more information on products or services mentioned in this issue, circle the corresponding numbers below, fill in appropriate information and mail today.

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**MY PRIMARY BUSINESS AT THIS LOCATION IS:**

(Please check one only in either A, B or C)

**A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:**

- 0005 Golf courses
- 0010 Sport complexes
- 0015 Parks
- 0020 Rights-of-way maintenance for highways, railroads & utilities
- 0025 Schools, colleges & universities
- 0030 Industrial & office parks/plants
- 0045 Condominiums/apartments/housing developments/hotels/resorts
- 0050 Cemeteries/memorial gardens
- 0060 Military installations & prisons
- 0065 Airports
- 0070 Multiple government/municipal facilities
- Other type of facility (please specify)

**B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:**

- 0105 Landscape contractors (installation & maintenance)
- 0110 Lawn care service companies
- 0125 Landscape architects
- 0135 Extension agents/consultants for horticulture
- Other contractor or service (please specify)

**C. SUPPLIERS:**

- 0205 Sod growers
- 0210 Dealers, Distributors
- Other supplier (please specify)

Approximately how many acres of vegetation do you maintain or manage?

What is your title? (please specify)

YOUR NAME ___________________________

BUSINESS NAME _________________________

BUSINESS ADDRESS _______________________

CITY __________________ STATE ______ ZIP ______ TELEPHONE (_____) AREA CODE ________

I WISH TO RECEIVE (CONTINUE RECEIVING) WEEDS, TREES & TURF EACH MONTH □ YES □ NO

SIGNATURE ____________________________ DATE ___________
Joseph J. Kosempa, Cleveland, has been hired as North Central regional sales manager. Kosempa, a veteran newspaper advertising salesman, will be based in the Cleveland office. Dick Gore remains publisher of Weeds Trees & Turf based in Atlanta and Bob Earley is based in Cleveland.

With the Lancer 350, 2 men can cover a lot of ground.

The only thing small about the Lancer 350 Hydrol-Mulcher is its size. On the job, this 350-gallon unit is a giant.

In a normal work day, a two-man crew can cover:

- 4 home lawns (21,000 sq. ft.) on 6 tankloads, or
- 1 apartment or condo lawn (42,000 sq. ft.) on 12 tankloads, or
- 1 athletic field (63,000 sq. ft.) on 18 tankloads.

The Lancer 350, mounted on a single-axle trailer, handles seed, sprig, fertilizer and/or mulch operations. It comes with four nozzles and a 50' extension hose. Optional is a high-pressure pump for herbicide and fungicide application.

For more information, including a free catalog, write or call today.

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P.O. Box 931 Bowie, Texas 76230 817/872-2286

Circle No. 104 on Reader Inquiry Card

Attend ARBOR EXPO 83

Arbor Age's First Annual Conference and Exhibition for the Tree Care Industry

Comprehensive Seminar and Workshop Program
Industry experts will deliver various stimulating seminars...cabling and bracing...lightning protection...aerial safety...tax planning...public relations...estimating jobs...computer technology...and its impact on the industry, including Dr. Alex Shigo, Chief Scientist for the U.S. Department of Agriculture, Forest Service, who will deliver his updated version of "Adjustments in Tree Care Procedures."

Sponsored by Arbor Age, the widely read monthly publication noted for its broad appeal and emphasis on issues of timely interest in the arbor industry.

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Circle No. 102 on Reader Inquiry Card
Q: We were told that our arborvitae, which were beautiful last fall but look terrible this spring, have "winter injury." What exactly is winter injury and what can be done to save our trees? [Iowa]

A: Winter injury is a catchall for various kinds of injury which show up after the winter. Most so-called "winter injury" results from low temperatures, desiccation or sunscald.

Any time nondormant plant tissue is subjected to abnormally low temperatures it may be damaged or killed. Damage caused by low temperatures occurs in early fall, late spring or in winter when the temperature fluctuates enough to break dormancy.

Desiccation means to drying up of something; in this case, plant tissue. When above-ground parts are getting less water from the roots than they are losing, desiccation occurs. Water loss from dormant plants, while less than that of actively growing plants, still goes on in the winter. If the soil is frozen or very dry, the lost moisture is not replaced by water entering the plant via the roots. The result is dead foliage, buds and branches.

Winter sunscald is damage to the trunk where bark or cambium is killed. High temperatures on a sunny, bright winter's day followed by low temperatures after sunset lead to this sort of injury. In this instance it is not simply the cold but the rapid change in temperature which destroys tissue. Winter sunscald is more often seen on thin-barked and transplanted trees, being more prevalent on the south and west sides of the tree.

To improve the appearance of the injured plant and to increase the chances of survival, prune out the dead branches, protect what is still alive and increase overall vigor. Wait until this year's foliage is gone before pruning. This makes decisions as to what branches are truly dead and should be removed easier. If defoliating agents such as insects or fungi attack the winter-injured plant, control them quickly. Fertilizing and watering the damaged trees or shrubs will improve vitality and maximize growth. Be aware that additional mortality may show up after the spring flush. This is because the cambium and the vascular tissues, produced by the cambium, were injured or killed and cannot supply enough water and nutrients to the new growth. These branches should also be removed as the damage becomes apparent.

Q: What is your opinion of tree injections? [Missouri]

A: If for no other reason than to get others to send in their comments and data, let's toss out a few thoughts on the subject.

Wounds of any origin are harmful to the tree and should be avoided. The smaller the wound, the smaller the chances are of doing permanent damage to or killing the tree. Injections/implants should be used only when established treatments fail. Why? Because we know the strengths and weaknesses of sprays and soil treatments. To date, we have not acquired enough information, i.e., efficacy tests with controls to evaluate injections/implants.

The concept of injections is appealing from several standpoints—ease of application, lack of drift and client acceptability to name a few. We've all gotten a "shot" from the doctor. I am for innovation, and the tree injection technique has merit in certain situations; however, my major reservations lie with the materials being injected and the benefits attributed to the injections.

A consensus of opinion, either for or against, does not exist among tree care people. We simply need more research on tree injections before we can judge their performance and cost effectiveness as compared with what we are using now.

Q: We like grass as opposed to mulch under our trees. Does turf really hurt the tree? [Ohio]

A: Experience has shown that trees and other woody ornamentals do better when grass is kept away from the trunk or stems. Grass takes moisture and nutrients from the soil so there has to be less available to the tree. Experiments at the University of Rhode Island have shown allelopathy may be involved. Allelopathy is any direct or indirect harmful effect of one plant on another through production and liberation of chemicals into the environment.

Dogwoods and forsythia were grown in plots with and without turf. The "turfless" plants grew better. When water and fertilizer did not improve the growth of the species of grass were soaked in water and this water was then applied to potted forsythia plants. Shortly thereafter the rate of growth decreased. Apparently something from the grass roots leached into the water and inhibited the growth of the forsythia.

Possibly the biggest problem associated with having grass extend to the tree trunk is wounds caused by lawn mowers. Wounds can lead to decay and/or wood boring insects.

Proper mulching will inhibit the growth of weeds and grasses. Mulching also reduces the need for mowing close to the trunk. Mulching provides a barrier which may keep people and machines away from the basal portion of the trunk. For all of these reasons, mulching about the base of woody ornamentals in lawns makes sense.

Continued on page 105
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Over-Mulching
A National Plague

Heavy, repeated applications of mulch around shallow-rooted plants can suffocate their roots.

Francis R. Gouin, Ph.D.

Dr. Francis R. Gouin is professor of ornamental horticulture for the University of Maryland, College of Agriculture.

Over-mulching of trees and shrubs can best be described as a plague that is slowly and methodically annihilating ornamental trees and shrubs in established landscapes. Over-mulching is a serious problem responsible for the decline and death of many shallow rooted shrubs and large coniferous specimen trees.

Nurserymen and landscape contractors have long been aware of the importance of not placing excessive amounts of soil over the roots of established trees for fear of suffocating them. However, they fail to understand that excessive use of mulch around shallow rooted plants can have the same detrimental effect.

Heavy and repeated applications of mulch around shallow rooted established species such as azaleas, rhododendrons, mountain laurel, leucothoe, andromeda, boxwoods, hollies, yews, and camellias can suffocate their roots. If the species has the ability to root readily, the plants will often initiate new roots from the stems into the mulch layer, but produce little top growth.

Shallow rooted plants growing on sandy well aerated soils can tolerate more mulching than plants growing on heavy clay or silt loam soils.

Death to plants from over-mulching is slow and agonizing for the owner. There is generally a gradual decline in the vigor of the plants affected. The annual rate of growth becomes less each year, the leaves do not grow to mature size and symptoms of iron chlorosis begin to appear.

These symptoms generally begin to appear within 2 to 4 years after routine annual mulching begins. Approximately a year before the plant dies, the spring growth exhibits a severe iron chlorosis with considerable die-back of branches. The plants generally show little response to foliar applications of chelated iron or fertilizers.

By the time the plants reach this last stage of decline there is little chance for recovery and the plants become susceptible to attack by insects and diseases.

In Maryland, many cases of boxwood decline have been attributed to over-mulching. Simply removing the mulch from around the plants exhibiting early symptoms of decline has resulted in total recovery.

During the winters of 1976-77 and 1981-82 many over-mulched boxwoods and Japanese hollies were killed. Because these species root readily, all of their roots were in the mulch layer while the original root systems in the soil were dead from suffocation and rotting. With little to no snow on the ground to insulate, temperature in the abnormally dry mulch dropped to below root killing temperatures for these species resulting in severe root injury. Similar plants growing in the same vicinity, but without mulch or only lightly mulched survived without difficulty.

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Mulches should not be used exclusively to control weeds.

because organic mulches are being over-used. One to two inches of mulch is adequate to keep the soil cool, reduce water lost by evaporation, give the landscape a neat appearance and to allow easy penetration of water into the soil.

Shallow raking the existing mulch will give the landscape planting that freshly mulched appearance. Fresh mulch should not be applied until the existing mulch is nearly all decomposed and lightly incorporated into the upper layer of soil.

Mulches should not be used exclusively to control weeds. As organic mulches decompose they enrich the soil making conditions favorable for weed seeds to germinate and for roots of perennial weeds to become established.

Yearly applications and heavy applications of organic mulches to control weeds should be discouraged.
You'd be surprised at the number of new manufacturers of turf and landscape equipment. The types of equipment are in alphabetical order. The names of current manufacturers can be found under the type of equipment. Once you find the manufacturers, look in the next section for addresses and phone numbers.

Names and phone numbers of companies who make equipment for your business. Call or write them for product information and the names of their distributors in your area.

Chemicals are listed under general categories, by company name, by common name, and by trade name. 1983 was a big year for new chemicals. Check to make sure you aren't missing out on a new chemical.

One advantage of starting the buying season now is you have time to contact manufacturers and distributors for the latest information on their products. This section has addresses and phone numbers for all manufacturers and formulators of turf and landscape products.

You can find suppliers of turf seed by company name, turfgrass type, or trade name. Proprietary turfgrass seed is still the best buy in landscaping, assuring you of purity and germination.
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Trees Inc
Westheffer Co

Insect Killers, Electrical
Deere & Co
Devpro Machine Inc Insectocutor Div
Insect-O-Cutor Inc
Vandermolen Corp

Irrigation, Drip
Aquatic Irrigation Systems Inc
Chapin Watermatics Inc
Dayni Controls Mfg Co
Hendrix & Dall Inc
Holly Filter
Irri-Trol Mfg Co
Jaeco Pump Co
Orion Chemical Inc
Raindrip Inc
Richdel Inc
Royal Coach/Buckner
Submatic Irrigation Systems

Irrigation, Injection
John Blue Co
Ross Daniels Inc
Dayni Controls Mfg Co
Dragon Irrigation Equipment by Wes-Co
Fert-O-Ject
Injct-O-Meter Mfg Co
Jaeco Pump Co
Orion Chemical Inc
Royal Coach/Buckner

Irrigation, Mobile
Ag-Rain Inc
Royal Coach/Buckner
Travelrain Sprinkler

Irrigation Systems & Supplies
Ag-Rain Inc
AMETEK/Plymouth Prods Div
Aquatic Irrigation Systems Inc
Aquaturf
Champion Brass Mfg Co
Champion Sprinkler Mfg Co
Dayni Controls Mfg Co
Dena Engineering Co
Fert-O-Ject

Landscape Design Kits
American Stamp Co
Miracle Recreation Equipment Co
Raindrip Inc

Leaf Burners
Bock Industries Inc

Lighting Systems
Barebo Inc Otterbine
Columbia Cascade Timber
GTE Sylvania
Intermatic Inc
Landscape Forms Inc
Lighting Prods Div McGraw-Edison Co
Little Giant Pump Co Sub Tecumseh
Prods Co
Musco Sports-Lighting Inc
Orion Chemical Inc
Richway Industries
Spring City Electric Mfg Co
Westinghouse Electric Corp Lamp Div

Litter Receptacles
BigToys
Clean City Squares Inc
Columbia Cascade Timber
Friend Mfg Corp
Kay Park Rec Corp
Lakeshore Equipment & Supply
Landscape Forms Inc

Loaders
American Trencher
Atwater Strong Div
Auburn Consolidated Industries Inc
Bush Hog Implements
J I Case
J I Case Drott Div
Caterpillar Tractor Co
Clark Equipment Co Melroe Div

Log Splitters
Bush Hog Implements
J I Case
Custom Products of Litchfield Inc
Deere & Co
Didier Mfg
Dynamic Industries Inc
Ford Motor Co Tractor Operations
Giant Vac Mfg Inc
Hanson Equipment Co
Kubota Tractor Corp
La Font Corp
Lindig Mfg Corp
Morbark Industries Inc
MTD Products Inc
Poulan/Weed Eater
Promark Products Inc
Vermeer Mfg Co
W-W Grinder Inc
Yanmar Tractor (USA) Inc

Markers, Field
B & G Equipment Co
Laurie Carlson & Assoc
Richway Industries

Measuring Wheels
Agrotec Inc
Gandy Co
Professional Turf Specialties
Rolatape Corp
Safety Test & Equipment Co
Westheffer Co

Mist Blowers
Agrotec Inc
John Blue Co
Buffalo Turbine Agricultural Equip Co
B & W Sales & Mktg Assoc
Echo Inc
Encap Products Co
FMC Corp
Friend Mfg Corp
Hanson Equipment Co
HMC/Green Machine
H D Hudson Mfg Co Professional Prods Div
Orion Chemical Inc
Solo Inc
Stihl Inc
Strong Ent Inc
Vandermolen Corp
Westheffer Co
THE SPRINKLER FAMILY THAT MAKES LIFE EASIER.

MINI-PAW sprinklers offer low trajectory throw and superior performance with low gallonage operation.

MINI-PAW sprinkler performance is boosted with new nozzles that provide "Short Range" and full or part circle performance out to 40 feet.

Just about every irrigation professional is familiar with the Rain Bird MINI-PAW® pop-up sprinkler. The word is out that the MINI-PAW 15103 outperforms its competition six-to-one, efficiently covering the same area as six conventional spray heads. That means installers have less pipe and fewer valves to worry about and simpler operation and quicker installation to look forward to.

Now Rain Bird technology makes life even easier with three new MINI-PAW models that incorporate the same precision engineering that went into the original—with a few added bonuses. Rain Bird had added low head drainage prevention, short range performance and full or part circle throw out to 40 feet. More than ever, the MINI-PAW family is simply better.

Low head drainage occurs when water seeps out lowest head on the line. New "Seal-a-Matic" option prevents this problem.

New "Seal-a-Matic" option closes inlet to prevent low head drainage when sprinkler retracts.
Equipment

Moisture Sensors

Hinds Int’l Inc
Hydro Terra Corp
Melnor Industries
Soilmoisture Equipment Corp

Mowers, Flail

Bomford & Evershed Ltd
Brillion Iron Works
Dynamic Industries Inc
Edwards Equipment Co
Excel Industries Inc
FMC Corp
Ford Motor Co Tractor Operations
Gravely
Haban Mfg Co
International Harvester Co
Jacobsen Div Textron Inc
Kubota Tractor Corp
Mathews Co
MoTrim Inc
Mott Corp
Turner International (Eng) Ltd
Vemco Corp of America
Woods Div Hesston Corp
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Mowers, Reel

Brower Turf Equipment Ltd
FMC Corp
Hahn Inc
Jacobsen Div Textron Inc
Locke Mfg Inc
MTD Products Inc
National Mower Co
Howard Price Turf Equip
Ransomes Inc
Roseman Mower Corp
Toro Co Commercial Prods
Yazoo Mfg Co

Mowers, Rotary

American Honda Motor
Ariens Co
Atlas Tool & Mfg Co
Auburn Consolidated Industries Inc
Bomford & Evershed Ltd
Bunton Co
Bush Hog Implements
J I Case
Cushman Ryan/OMC Lincoln
Deere & Co
Edwards Equipment Co
Engineering Products Co
Excel Industries Inc
Exmark Mfg Co.
FMC Corp
Ford Motor Co Tractor Operations
Giant Vac Mfg Inc
Goodall Div Bunton Co
Grasshopper Co
Gravely
Haban Mfg Co
Heckendorn Mfg Co
International Harvester Co
Jacobsen Div Textron Inc
F D Kees Mfg Co
Kubota Tractor Corp
Kut-Kwick Corp
Lawn-Boy Product Group
Long Mfg NC Inc
Massey-Ferguson
MoTrim Inc
MTD Products Inc
Nunes Mfg
Orion Chemical Inc
Howard Price Turf Equip
Ransomes Inc
Rhino Products Inc
Ryan Turf/OMC Lincoln
Sarfo Power Mowers Inc
Sensation Corp
Sensation Div Gibson Bros Co
Smithco Inc
Snapper Products Equipment
Solo Inc
Steiner Corp
Terra King Corp
Tiger Corp
Toro Co Commercial Prods
Tradewinds Inc
Turner International (Eng) Ltd
Woods Div Hesston Corp
Yazoo Mfg Co

Mowers, Sickle Bar

Ford Motor Co Tractor Operations
Gravely
Haban Mfg Co
International Harvester Co
Kinco Mfg
MoTrim Inc
Sensation Div Gibson Bros Co
Solo Inc
Sperry New Holland
Turner International (Eng) Ltd

Mower Parts

Ariens Co
Buck Haven Industries Inc
Bunton Co
Cushman Ryan/OMC Lincoln
Goodall Div Bunton Co
Hoffco Inc
International Harvester Co
Kut-Kwick Corp
Lakeshore Equipment & Supply
Lawn-Boy Product Group
MTD Products Inc
Orion Chemical Inc
Power Lawnmower Parts Inc
Howard Price Turf Equip
Sensation Corp
Toro Co Commercial Prods
Woods Div Hesston Corp
Yazoo Mfg Co

Mulchers, Hydraulic

Bowie Industries Inc
Cellin Mfg Inc
Erocon Pacific Corp
Finn Corp
Reinco Inc
Weldco (WA) Inc

Net Layers

Nunes Mfg
Robark

Netting

J A Cissel Co
Conwed Corp
Ross Daniels Inc
Delmarva Textile Co
International Reforestation Suppliers Inc
Turfibre Products

Netting, Erosion Control

American Enka Co
Conwed Corp
Delmarva Textile Co
Enkamat Div American Enka Co
Erosion Control Systems/Gulf States
Paper Corp
International Reforestation Suppliers Inc
Turfibre Products

Nozzles & Accessories

Agrotec Inc
B & G Equipment Co
Bowie Industries Inc
B & W Sales & Mktg Assoc
Citrus Systems Inc
Delavan Corp
Erocon Pacific Corp
Finn Corp
Friend Mfg Corp
Hahn Inc
Hanson Equipment Co
Hotspyr Corp
H D Hudson Mfg Co Professional Prods
Div
Hydro Rain
Hypro Div Lear Siegler Inc
Lakeshore Equipment & Supply
Liqui-Lawn Corp
Master Sprayers Inc
Melnor Industries
Power Spray Technology Inc
Safe-T-Lawn Inc
D B Smith & Co
Spraying Systems Co
Strong Ent Inc
Tri-Con Inc

Patio & Walkway Materials

Hoechst Fibers Industries
Interlocking Paver Mfrs Assoc
Presto Products Inc
Turfgrass Products

Picnic Tables

Algoma Net Co-Div Gleason Corp
American Approved Equipment
BigToys
Kay Park Rec Corp
Landscape Forms Inc
Miracle Recreation Equipment Co
Playworld Systems
Trojan Playground Equipment Mfg Co
In 1952, Hoffco built a special gasoline-powered portable brushcutter for the U.S. Forestry Service: A fast, dependable way to clear firebreaks and save trees.

In 1972, Hoffco engineered and built the first gasoline-powered monofilament line trimmer for homeowners: A quicker, better way to trim along walls and edge along walks.

In 1983, Hoffco makes the only full line of gasoline-powered trimmer/cutters: Faster, easier ways to trim grass, cut weeds, clear brush.

You get gasoline-powered portable clearing equipment that handles the tough jobs, the easy ones and everything in between. You get a well-engineered, quality-made product that works right and holds up. You get parts service you can depend on for years to come.

You can get it all from Hoffco, the company with the strongest roots. Ready for the growing seasons ahead.
Pipe
Advanced Drainage Systems Inc
Long Mfg NC Inc

Planters
Clean City Squares Inc
Columbia Cascade Timber
Ellis Mfg Co
International Harvester Co
Landscape Forms Inc
Miracle Recreation Equipment Co
Parker Interior Plantscape

Plants & Trees
Parker Interior Plantscape

Play Structures
American Approved Equipment
BigToys
Columbia Cascade Timber
Delmer F Harris Co
Landscape Forms Inc
Miracle Recreation Equipment Co
Playworld Systems
Trojan Playground Equipment Mfg Co

Plows, Sand Trap
Dedoes Industries Inc
Jacobsen Div Textron Inc
Toro Co Commercial Prods

Pools, Decorative
Fiberglass Unlimited Inc

Post Drivers
Deere & Co
Dynamic Industries Inc
Guest Industries Inc
McMillen Div
Nunes Mfg
Rhino Sales Corp
Shaver Mfg Co
Union Fork & Hoe Co

Post Hole Diggers
Allegheny International Hardware Group
Bush Hog Implements
Clark Equipment Co Melroe Div
Deere & Co
Feldmann Engineering & Mfg Co
Ford Motor Co Tractor Operations
Ground Hog Inc
HMC/Green Machine
Hoffco Inc
Kenyon Mfg Inc

Kubota Tractor Corp
McMillen Div
Don Savage Co
Seymour Mfg Co
Shaver Mfg Co
Stihl Inc
Union Fork & Hoe Co
Yanmar Tractor (USA) Inc

Pressure Gauges
Agrotec Inc
Citrus Systems Inc
Friend Mfg Corp
Irrometer Co
Master Sprayers Inc
Minnesota Wanner Co
Power Spray Technology Inc
Professional Turf Specialties
Strong Ent Inc

Pressure Washers
Agrotec Inc
John Blue Co
Brodhil Co
Citrus Systems Inc
Deere & Co
Ford Motor Co Tractor Operations
Friend Mfg Corp
Hanson Equipment Co
Hotsy Corp
Marco Sprayers
Minnesota Wanner Co
National Chemsearch
Northwest Industries Inc
Sioux Steam Cleaner Corp
D B Smith & Co
Solo Inc
Strong Ent Inc
Westheffer Co

Pruners
Allegheny International Hardware Group
American Standard Co
Bartlett Mfg Co
Citrus Systems Inc
Deere & Co
Echo Inc
Fairmont Hydraulics
Florian Pruners
Friend Mfg Corp
Halls Safety Equipment Inc
HMC/Green Machine
International Reforestation Suppliers Inc
Limb-Lopper Div/Robinson Ind
Safety Test & Equipment Co
Seymour Smith & Son Inc
Union Fork & Hoe Co
D J Wilson Co
Hermann A Wirth

Rollers, Lawn
Brinly-Hardy Co
Cushman Ryan/OMC Lincoln
Gandy Co
Jackson Mfg Co
Ryan Turf/OMC Lincoln

Rope
Bartlett Mfg Co
Halls Safety Equipment Inc
Power Lawnmower Parts Inc
Safety Test & Equipment Co
Samson Cordage Works

Safety Wear & Equipment
Agrotec Inc
Bartlett Mfg Co

1st Gen Type III Metal Pipe
American Standard Co
Bartlett Mfg Co
Cushin Equipment
Cushin Mfg Co
Halls Safety Equipment Inc
HMC/Green Machine
International Reforestation Suppliers Inc
Limb-Lopper Div/Robinson Ind
Safety Test & Equipment Co
Seymour Smith & Son Inc
Union Fork & Hoe Co
D J Wilson Co
Hermann A Wirth

Rain Sensors
Hydro Terra Corp

Rock Pickers
Glenmac Inc
KEM Enterprises

1st Gen Type III Metal Pipe
American Standard Co
Bartlett Mfg Co
Cushin Equipment
Cushin Mfg Co
Halls Safety Equipment Inc
HMC/Green Machine
International Reforestation Suppliers Inc
Limb-Lopper Div/Robinson Ind
Safety Test & Equipment Co
Seymour Smith & Son Inc
Union Fork & Hoe Co
D J Wilson Co
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Safety Test & Equipment Co
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Union Fork & Hoe Co
D J Wilson Co
Hermann A Wirth

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Glenmac Inc
KEM Enterprises

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Cushin Mfg Co
Halls Safety Equipment Inc
HMC/Green Machine
International Reforestation Suppliers Inc
Limb-Lopper Div/Robinson Ind
Safety Test & Equipment Co
Seymour Smith & Son Inc
Union Fork & Hoe Co
D J Wilson Co
Hermann A Wirth

Rain Sensors
Glenmac Inc
KEM Enterprises

40 WEEDS TREES & TURF/SEPTEMBER 1983
Choose the utility tractor that'll best measure up to your jobs.

There's hardly any grounds maintenance job too big for the new John Deere 2150 and 2350 Utility Tractors. These 45- and 55-PTO-hp models are totally John Deere designed and built to stand up to jobs many utility tractors back away from.

They're equipped with standard features you'd expect to find only on larger, more expensive tractors. Proven John Deere features that add up to the kind of reliability we've built a tradition on.

Like our smooth-running, fuel-efficient diesel engines. Both the 3- and 4-cylinder in the 2150 and 2350, respectively, are built tough for years of hard work and high productivity.

Shift on-the-go with the synchronized transmission featuring 8 forward and 4 reverse speeds. Double the number of speeds by choosing the Hi-Lo option. An optional shuttle-shift lets you change direction without clutching.

For jobs that require extra traction, choose the optional mechanical front-wheel drive. It engages on-the-go with the push of a button, and works together with the rear differential lock to boost traction.

John Deere closed-center hydraulics respond instantly to tough work demands. The high-pressure system provides hydraulic muscle for steering, braking, 3-point-hitch implements, remote cylinders and hydraulic motors.

The 2150 and 2350 are "human engineered" to enhance operator productivity. Features like a deluxe adjustable seat, color-coded controls, and hand and foot throttles help shorten long days.

Outfit the tractors with capacity-matched John Deere implements to speed up almost any job. And choose optional equipment to exactly suit your needs.

For the name of the nearest dealer, or a free folder on the John Deere diesel utility tractors, call 800-447-9126 toll free (800-322-6796 in Illinois) or write John Deere, Dept. 69, Moline, Illinois 61265.

Nothing Runs Like A Deere®
Equipment continued

Custom Products of Litchfield Inc
Edmont Div Becton Dickinson & Co
Fox Valley Marking Systems Inc
Friend Mfg Corp
Halls Safety Equipment Inc
Norton Co Safety Products Div
Safety Test & Equipment Co
D B Smith & Co
Westheffer Co

Saws
Allegheny International Hardware Group
Bartlett Mfg Co
Citrus Systems Inc
Fairmount Hydraulics
Halls Safety Equipment Inc
International Reforestation Suppliers Inc
Limby Lopper Div/Robinson Ind
Milwaukee Electric Tool Corp
Safety Test & Equipment Co
Skill Corp
Seymour Smith & Son Inc
Stanley Hydraulic Tools
Union Fork & Hoe Co

Scrapers
Allegheny International Hardware Group
Bomford & Evershed Ltd
Eversman Mfg Co
International Harvester Co
Kenyon Mfg Inc
Massey-Ferguson
Union Fork & Hoe Co
York Rakes Div York Modern Corp

Screeners
Lindig Mfg Corp
Royer Mfg Co & Machine Co

Seeders
Allegheny International Hardware Group
Bowie Industries Inc
Erocon Pacific Corp
Finn Corp
Friend Mfg Corp
Reinco Inc
Solarcell Land & Bldg Inc
Trac N Combo
Weldco (WA) Inc

Seeders, Hydraulic
Bowie Industries Inc
Erocon Pacific Corp
Finn Corp
Friend Mfg Corp
Reinco Inc
Solarcell Land & Bldg Inc
Trac N Combo
Weldco (WA) Inc

Shears
Allegheny International Hardware Group
American Standard Co
Deere & Co
International Reforestation Suppliers Inc
Limby Lopper Div/Robinson Ind
Safety Test & Equipment Co
Seymour Smith & Son Inc
Stanley Hydraulic Tools
Union Fork & Hoe Co
D J Wilson Co
Hermann A Wirth

Shelters
Koppers Co
Miracle Recreation Equipment Co
Poligon Div W H Porter Inc

Sharpeners
Power Lawnmower Parts Inc

Snow Blowers
American Honda Motor
Ariens Co
Atlas Tool & Mfg Co
Beard-Poulan/Weed Eater Div
Roscoe Brown Corp
Bunton Co
J I Case
Cushman Ryan/OMC Lincoln
Deere & Co
Dynamic Industries Inc
Excel Industries Inc
Ford Motor Co Tractor Operations
Goodall Div Bunton Co
Grasshopper Co
Gravely
Haban Mfg Co
Hanson Equipment Co
Johnson Equipment Co
International Harvester Co
Jacobsen Div Textron Inc
Kubota Tractor Corp
Lawn Boy Product Group
Little Giant Products Inc
MTD Products Inc
Sensation Div Gilson Bros Co
Solo Inc
Steiner Corp
Sweepster
Toro Co Commercial Prods
Wheel Horse Products Inc
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Snow Plows
Ariens Co
Bomford & Evershed Ltd
Roscoe Brown Corp
Bunton Co
J I Case
Clark Equipment Co Melroe Div
Deere & Co
Goodall Div Bunton Co
Gravely
International Harvester Co
Howard Price Turf Equip
Swenson Spreader Co
Toro Co Commercial Prods
Western Products

Sod Cutters
Allegheny International Hardware Group
Beck Mfg Co
Bomford Turf Equipment Ltd
Cushman Ryan/OMC Lincoln
Guest Industries Inc
Ryan Turf/OMC Lincoln
Turfco Mfg Inc

Sod Equipment
Bomford Turf Equipment Ltd
Fuerst Brothers Inc
Kenyon Mfg Inc
Nunes Mfg
Presto Products Inc
Raverty's Sod Blades

Sod Harvester
Beck Mfg Co
Bomford Turf Equipment Ltd
Nunes Mfg
Princeton Mfg Co

Sod FMigation
Citrus Systems Inc
Hendrix & Dail Inc

Soil Mixers
Roscoe Brown Corp
Howard Rotovator Co
Lindig Mfg Corp
Royer Foundry & Machine Co
Trees Inc

Soil Moisture Sensing Equipment
Dayni Controls Mfg Co
Encap Products Co
Hydro Terra Corp
Inrometer Co
Kel Instruments Co
Lumenite Electronic Co
Soilmoisture Equipment Corp

Soil Sampler
Clements Associates Inc
National Chemsearch
P E Skaling Soilmoisture Equipment Corp
Soilmoisture Equipment Corp
Turfgrass Products
How to succeed
by flailing

Read
how others did it
with MOTT flail mowers.

- Mow fine lawns • Shred weeds • Mulch leaves • Renovate
at lower cost through longer life with greater safety!

T-38
38" pull type, self-powered, gangable to 9'

Improve your grounds maintenance operation with MOTT Flail Mowers. Call or write today for your free brochure, "How to Succeed by Flailing."

Heavy Duty
48", 60", 72" fine cut only, reversible

Super Heavy Duty
48", 60", 74", 88" fine or coarse cut for higher h.p. tractors.

Interstater®
48", 60", 74", 88" units fine or coarse cut single or dual sides

MOTT CORPORATION
500 Shawmut Avenue • P.O. Box 514 • LaGrange, Illinois 60525 • (312) 354-7720

Circle No. 165 on Reader Inquiry Card
Equipment
continued

Soil Shredders
Lindig Mfg Corp
Royer Foundry & Machine Co
W-W Grinder Inc

Soil Test Labs
Encap Products Co
Hahm Co
Hellige Inc
LaMotte Chemical Products Co
National Chemsearch
O M Scott & Sons Proturf Div
Sudbury Laboratory Inc
Vaughan's Seed Co

Spray Guns
Agrotec Inc
B & W Sales & Mktg Assoc
Citrus Systems Inc
Cushman Ryan/OMC Lincoln
Encap Products Co
FMC Corp
Friend Mfg Corp
Hanson Equipment Co
H D Hudson Mfg Co Professional Prods Div
Lakeshore Equipment & Supply
Master Mfg Co
Master Sprayers Inc
Melnor Industries
F E Myers Co
Orion Chemical Inc
Parco Div Blue Mountain Prod Inc
Power Spray Technology Inc
Spraying Systems Co
Strong Ent Inc
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co

Spray Units
Agrotec Inc
Broyhill Co
Chemizer Products Inc
Citrus Systems Inc
Encap Products Co
FMC Corp
Friend Mfg Corp
Hahn Inc
Hanson Equipment Co
Hill's Liqui-Systems
H D Hudson Mfg Co Professional Prods Div
Master Sprayers Inc
Melnor Industries
Minnesota Wanner Co
Northeast Industries Inc
Orion Chemical Inc
Parco Div Blue Mountain Prod Inc
Power Spray Technology Inc
Professional Turf Specialties
Sorensen Sprayers Inc
Strong Ent Inc
Trebor Corp
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co
Wheel Spray Corp

Sprig Planters
Beck Mfg Co
Bowie Industries Inc
Nunes Mfg

Straw Blowers
Bowie Industries Inc
Finn Corp
Reinco Inc

Stump Cutters
Heckendorn Mfg Co
Lindig Mfg Corp
Olath Mfg Inc
Promark Products Inc
Vermeer Mfg Co

Sprinklers
Ariens Co
Atwater Strong Div
Billy Goat Industries Inc
Brouwer Turf Equipment Ltd
J I Case
Central Engineering Co
Dynamic Industries Inc
Giant Vac Mfg Inc
Gravely
Jacobsen Div Textron Inc
Lambert Corp
Little Giant Products Inc
Mathews Co

Spreaders
Allegheny International Hardware Group
Arctic Mizer Manufacturers
John Blue Co
Brinly-Hardy Co
B & W Sales & Mktg Assoc
Central Engineering Co
Cushman Ryan/OMC Lincoln
E-Z-Go Golf Car
Gandy Co
Oliver Godwin
Hahn Inc
Herd Seeder Co
Highway Equipment Co
F D Kees Mfg Co
Lakeshore Equipment & Supply
National Chemsearch
Orion Chemical Inc
PBI-Gordon Corp
Precision Products Inc
O M Scott & Sons Proturf Div
Seymour Mfg Co
Solo Inc
Sorensen Sprayers Inc
Sta-Green Plant Food Co
Swenson Spreader Co
Trac N Combo
Vandermolen Corp
Vicon Farm Machinery Inc
Western Products
Wheel Spray Corp

Spray Guns
Agrotec Inc
B & W Sales & Mktg Assoc
Citrus Systems Inc
Cushman Ryan/OMC Lincoln
Encap Products Co
FMC Corp
Friend Mfg Corp
Hanson Equipment Co
H D Hudson Mfg Co Professional Prods Div
Lakeshore Equipment & Supply
Master Mfg Co
Master Sprayers Inc
Melnor Industries
F E Myers Co
Orion Chemical Inc
Parco Div Blue Mountain Prod Inc
Power Spray Technology Inc
Spraying Systems Co
Strong Ent Inc
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co

Spray Units
Agrotec Inc
Broyhill Co
Chemizer Products Inc
Citrus Systems Inc
Encap Products Co
FMC Corp
Friend Mfg Corp
Hahn Inc
Hanson Equipment Co
Hill's Liqui-Systems
H D Hudson Mfg Co Professional Prods Div
Master Sprayers Inc
Melnor Industries
Minnesota Wanner Co
Northeast Industries Inc
Orion Chemical Inc
Parco Div Blue Mountain Prod Inc
Power Spray Technology Inc
Professional Turf Specialties
Sorensen Sprayers Inc
Strong Ent Inc
Trebor Corp
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co
Wheel Spray Corp

Spray Units, Mixer Proportioners
Agrotec Inc
B & G Equipment Co
Chemizer Products Inc
FMC Corp

Power Spray Technology Inc
Strong Ent Inc
Tuflex Mfg Co
Young Industries
1983 ANNUAL CONFERENCE & TRADE SHOW

OCTOBER 17, 18, 1983
CINCINNATI MARRIOTT
CINCINNATI, OHIO

SPEAKERS
Dr. Mike Dirr, Un. of Georgia
Woody Ornaments for Zones 4, 5, 6
Dr. Bill Daniel, Purdue Un.
What's Modern in Sport's Turf
Dr. Roger Funk, Davey Tree Co.
Tree Transplanting & Fertilization Practices
Dr. Robert Miller, Chemlawn Corp.
Pesticide Controversy
Dr. Chuck Powell, Ohio State Un.
Holistic Plant Health Management
George Wright, Service Eng. Assoc.
Motivation and Self Management

Professional Grounds Management Society
7 Church Lane
Pikesville, Maryland 21208
(301) 653-2742

Circle No. 127 on Reader Inquiry Card
### Equipment

**continued**

<table>
<thead>
<tr>
<th>Company Name</th>
</tr>
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<tbody>
<tr>
<td>MTD Products Inc</td>
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<tr>
<td>Nunes Mfg</td>
</tr>
<tr>
<td>Olathe Mfg Inc</td>
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<tr>
<td>Parker Sr Sweeper Co</td>
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<tr>
<td>Precision Products Inc</td>
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<td>Steiner Corp</td>
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<td>Sweepster</td>
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<tr>
<td>Tennant Co</td>
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<tr>
<td>Toro Co Commercial Prods</td>
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<tr>
<td>Tuflex Mfg Co</td>
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<tr>
<td>Turf Vac Corp</td>
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<tr>
<td>Yard Vac Prods Inc</td>
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<tr>
<td>Yazoo Mfg Co</td>
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</tbody>
</table>

**Tanks, Fiberglass**

<table>
<thead>
<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>Agrotec Inc</td>
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<tr>
<td>Broyhill Co</td>
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<tr>
<td>Citrus Systems Inc</td>
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<tr>
<td>Fiberglass Unlimited Inc</td>
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<tr>
<td>Friend Mfg Corp</td>
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<tr>
<td>Hanson Equipment Co</td>
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<td>Hydroflo Corp</td>
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<td>Jaeco Pump Co</td>
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</tr>
<tr>
<td>Professional Turf Specialties</td>
</tr>
<tr>
<td>Sorensen Sprayers Inc</td>
</tr>
<tr>
<td>Strong Ent Inc</td>
</tr>
<tr>
<td>Westheffer Co</td>
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</tbody>
</table>

**Tanks, Metal**

<table>
<thead>
<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>Agrotec Inc</td>
</tr>
<tr>
<td>John Blue Co</td>
</tr>
<tr>
<td>Broyhill Co</td>
</tr>
<tr>
<td>Clinton Engines Corp</td>
</tr>
<tr>
<td>Finn Corp</td>
</tr>
<tr>
<td>Friend Mfg Corp</td>
</tr>
<tr>
<td>H D Hudson Mfg Co Professional Prods Div</td>
</tr>
<tr>
<td>Hydroflo Corp</td>
</tr>
<tr>
<td>Kay Park Rec Corp</td>
</tr>
<tr>
<td>Minnesota Wanner Co</td>
</tr>
<tr>
<td>Professional Turf Specialties</td>
</tr>
<tr>
<td>Strong Ent Inc</td>
</tr>
<tr>
<td>Westheffer Co</td>
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**Tillers, Tractor-Mounted**

<table>
<thead>
<tr>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Howard Rotovator Co</td>
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**Tool Boxes**

<table>
<thead>
<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>Deere &amp; Co</td>
</tr>
<tr>
<td>Handy Mandy Mfg</td>
</tr>
<tr>
<td>Milwaukee Electric Tool Corp</td>
</tr>
<tr>
<td>Nevr-Rust Tool-Tainer Inc</td>
</tr>
<tr>
<td>Reading Body Works Inc</td>
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<tr>
<td>Rotocast Plastic Products Inc</td>
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**Topdresser**

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<tr>
<th>Company Name</th>
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<tr>
<td>John Blue Co</td>
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<tr>
<td>Cushman Ryan/OMC Lincoln</td>
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**Tractors & Attachments**

<table>
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<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>American Trencher</td>
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<tr>
<td>Ariens Co</td>
</tr>
<tr>
<td>Roscoe Brown Corp</td>
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<tr>
<td>Bunton Co</td>
</tr>
<tr>
<td>J I Case</td>
</tr>
<tr>
<td>Cushman Ryan/OMC Lincoln</td>
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<tr>
<td>Deere &amp; Co</td>
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<tr>
<td>Engineering Products Co</td>
</tr>
<tr>
<td>FMC Bolens Corp</td>
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<tr>
<td>Ford Motor Co Tractor Operations</td>
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<tr>
<td>Goodall Div Bunton Co</td>
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<tr>
<td>Gravely</td>
</tr>
<tr>
<td>Haban Mfg Co</td>
</tr>
<tr>
<td>International Harvester Co</td>
</tr>
<tr>
<td>Jacobsen Div Textron Inc</td>
</tr>
<tr>
<td>K-D Manitou Inc</td>
</tr>
<tr>
<td>Kubota Tractor Corp</td>
</tr>
<tr>
<td>Long Mfg NC Inc</td>
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<tr>
<td>Massey-Ferguson</td>
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<tr>
<td>McMillen Div</td>
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<tr>
<td>Mitsubishi AG Machinery Co Ltd</td>
</tr>
<tr>
<td>Morbark Industries Inc</td>
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<tr>
<td>MTD Products Inc</td>
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<tr>
<td>Ransomes Inc</td>
</tr>
<tr>
<td>Sensation Div Gilson Bros Co</td>
</tr>
<tr>
<td>Steiner Corp</td>
</tr>
<tr>
<td>Tiger Corp</td>
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<tr>
<td>Toro Co Commercial Prods</td>
</tr>
<tr>
<td>Wheel Horse Products Inc</td>
</tr>
<tr>
<td>Yamaha Motor Corp</td>
</tr>
<tr>
<td>Yanmar Tractor (USA) Inc</td>
</tr>
<tr>
<td>Yazoo Mfg Co</td>
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**Trailers**

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<thead>
<tr>
<th>Company Name</th>
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<tr>
<td>Arien's Co</td>
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<tr>
<td>John Blue Co</td>
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<tr>
<td>Bock Industries Inc</td>
</tr>
<tr>
<td>Deere &amp; Co</td>
</tr>
<tr>
<td>Ditch Witch</td>
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<tr>
<td>Eagle Vehicles Inc</td>
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<tr>
<td>E-Z-Go Golf Car</td>
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<tr>
<td>Giant Vac Mfg Inc</td>
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<tr>
<td>Handy Mandy Mfg</td>
</tr>
<tr>
<td>Holmes Brothers Inc</td>
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<tr>
<td>Jacobsen Div Textron Inc</td>
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<tr>
<td>Lifetime Products</td>
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<tr>
<td>Magline Inc</td>
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<td>Minnesota Wanner Co</td>
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<td>Olathe Mfg Inc</td>
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<tr>
<td>Precision Products Inc</td>
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<tr>
<td>Prentek Corp</td>
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<td>Rivex Industries Inc</td>
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<tr>
<td>Snowco</td>
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<tr>
<td>Trans-Tree Corp</td>
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<tr>
<td>Wells Cargo Inc</td>
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**Traps, Animal**

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<th>Company Name</th>
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<tbody>
<tr>
<td>Woodstream Corp</td>
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**Tree Movers, Spades**

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<tbody>
<tr>
<td>Big John Tree Transplanter Mfg Inc</td>
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<td>Caretree Systems Inc</td>
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<tr>
<td>Clark Equipment Co Melroe Div</td>
</tr>
<tr>
<td>Clegg Nursery Equipment</td>
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<tr>
<td>Mechanical Transplanter Co</td>
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<tr>
<td>Rokor Inc</td>
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<td>Schutt's Equipment Co</td>
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<td>Trans-Tree Corp</td>
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<td>Vermeer Mfg Co</td>
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**Tree Protectors**

<table>
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<th>Company Name</th>
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<tbody>
<tr>
<td>International Reforestation Suppliers Inc</td>
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**Tree Wrap**

<table>
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<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>Bartlett Mfg Co</td>
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<tr>
<td>Ross Daniels Inc</td>
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<td>General Bandages Inc</td>
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**Trenchers**

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<td>Auburn Consolidated Industries Inc</td>
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<td>Roscoe Brown Corp</td>
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<td>J I Case Drott Div</td>
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<tr>
<td>Clark Equipment Co Melroe Div</td>
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<td>Ditch Witch</td>
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<tr>
<td>Ford Motor Co Tractor Operations</td>
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<tr>
<td>Ground Hog Inc</td>
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<tr>
<td>Little Giant Products Inc</td>
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<tr>
<td>Seaman Co</td>
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**Trimmers, Line**

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<td>Beaird-Poulan/Weed Eater Div</td>
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<tr>
<td>Black &amp; Decker Mfg Co</td>
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<td>Bunton Co</td>
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<tr>
<td>Deere &amp; Co</td>
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<tr>
<td>Echo Inc</td>
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<tr>
<td>Goodall Div Bunton Co</td>
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<tr>
<td>Halls Safety Equipment Inc</td>
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<td>HMC/Green Machine</td>
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<td>Hoffco Inc</td>
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<tr>
<td>Homelite Div Textron Inc</td>
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<td>Lawn-Boy Product Group</td>
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<td>Limb-Lopper Div/Robinson Ind</td>
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<tr>
<td>Orion Chemical Inc</td>
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<tr>
<td>Poulan/Weed Eater</td>
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<tr>
<td>Power Lawnmower Parts Inc</td>
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<tr>
<td>Safety Test &amp; Equipment Co</td>
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<td>Seymour Smith &amp; Son Inc</td>
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<td>Stihl Inc</td>
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<tr>
<td>Toro Co Commercial Prods</td>
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<td>Yazoo Mfg Co</td>
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**Trucks/Truck Bodies**

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<tr>
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<td>Bock Industries Inc</td>
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<td>Handy Mandy Mfg</td>
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<tr>
<td>Henderson Mfg Div Waycrosse Inc</td>
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<td>Hi-Ranger</td>
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<td>International Reforestation Suppliers Inc</td>
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<tr>
<td>La Font Corp</td>
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<tr>
<td>Pitman Div</td>
</tr>
<tr>
<td>Prentek Corp</td>
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<td>Professional Turf Specialties</td>
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<tr>
<td>Reading Body Works Inc</td>
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<tr>
<td>Rokor Inc</td>
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<tr>
<td>Strong Ent Inc</td>
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</table>

46 WEEDS TREES & TURF/SEPTEMBER 1983
Put a Kubota diesel tractor to work and watch it go. Watch it load, mow, rotary till and dig. There’s just one thing that you’ll rarely see a Kubota do. Quit.

That’s because it’s powered by a strong diesel engine. It operates with less noise. Less vibration. And with no carburetor, spark plugs or distributor to wear out, there’s less maintenance.

There’s still another reason Kubota tractors keep running on and on and on. These small and mid-sized models all come with features usually only found on larger tractors.

The L355SS model digging in here is a good example. A 4-cylinder 29 PTO diesel workhorse, it does all kinds of commercial landscaping, industrial and loader tractor jobs.

And the L355SS is the only tractor of its size with hydraulic shuttle-shift. It goes from forward to reverse without clutch or gearshift. Thanks to power steering and our unique 4-wheel-drive system with bevel gears, this tractor is also remarkably maneuverable in a tight spot.

The L355SS and all Kubota B- or L-Series models are guaranteed to be dependable for a long time. Our two-year limited warranty is unmatched by other manufacturers. Your dealer has complete details.

So stop by your Kubota dealer soon. While you can’t drive our tractors into the ground, you can take ’em for a test drive.
Equipment continued

**Turf Blocks**
Grass Pavers Ltd
Presto Turfgrass Products

**Vacuums**
Atwater Strong Div
Gravel Vac Mfg Inc
Lambert Corp
Milwaukee Electric Tool Corp
MTD Products Inc
Nunes Mfg
Parker Sweeper Co
Steiner Corp
Toro Co Commercial Prods
Woods Div Hesston Corp
Yard Vac Prods Inc

**Vehicles, Electric**
Eagle Vehicles Inc

**Vehicles, Turf**
Bajaj America Inc
Cushman Ryan/OMC Lincoln
E-Z-Go Golf Car
Hahn Inc
Carl Heald Inc
F E Myers Co
Olahre Mfg Inc
Professional Turf Specialties
Rivlex Industries Inc
Toro Co Commercial Prods
Yamaha Motor Corp

**Vibratory Plows**
J I Case Drott Div
Ditch Witch
Turfco Mfg Inc

**Washers, Pressure**
Sioux Steam Cleaner Corp

**Vehicles, All-Terrain**
Carl Heald Inc

---

**2. Equipment Companies**

*Advanced Drainage Systems Inc*
3300 Riverside Dr
Columbus OH 43221
614-457-3051

*Ag-Rain Inc*
600 S Chrader
Havana IL 62844
309-543-4425

*Agrotec Inc*
Hwy 35 N
PO Box 49
Pendleton NC 27862
919-585-1222

*Algoma Net Co*
1525 Mueller St
Algoma WI 54201
414-487-5577

*Allegeny International Hardware Group*
PO Box 3500
Shirmanstown PA 17011
717-737-1500

*American Enka Co*
Enka NC 28728
704-667-7668

*American Honda Motor Co*
100 W Alondra Blvd
Gardena CA 90247
213-327-8280

*American Approved Equipment*
American Playground Device Co
1801-31 S Jackson St
PO Drawer 2599
Anderson IN 46011
317-642-0288

*American Stamp Co*
PO Box 741
Reseda CA 91335
213-881-2808

*American Standard Co*
North St
PO Box 325
Plantsville CT 06479
203-628-9643

*American Trencher*
PO Box 266
Delhi IA 52223
319-922-2961

*AMETEK/Plymouth Prods Div*
502 Indiana Ave
Sheboygan WI 53081
414-457-9435

*Anchor/Swan Corp*
PO Box 509
Worthington OH 43085
614-548-6511

*Aquamarine Corp*
225 N Grand Ave
Waukeisha WI 53186
414-547-0211

*Aquatic Irrigation Systems Inc*
619 E Gutierrez St Ste E
Santa Barbara CA 93103
805-965-9125

*Aquaturf*
11363 San Jose Blvd
Jacksonville FL 32217
904-268-8707

*Arctic Mizer Manufacturers*
2120 E Norwich St
St Francis WI 53207
414-744-4160

*Arriens Co*
655 W Ryan St
Brillion WI 54110
414-756-2141

*Asplundh Mfg Div*
50 E Hamilton St
Chalfont PA 18914
215-892-0542

*Atlas Tool & Mfg Co*
7100 S Grand Ave
When it comes to professional, comprehensive turf management, no one can match the ability or commitment of Pro-Lawn and your Pro-Lawn Specialist.

Pro-Lawn Specialists are highly trained turf management experts with the know-how and long-term experience it takes to answer all your needs. And since there’s a Pro-Lawn Specialist in your area, you get results—fast. From informing you of the latest research findings, to turf problem analysis, to determining fertilizer, chemical and seed needs, to supplying a full selection of quality products, to ensuring fast delivery—your Pro-Lawn Specialist does it all. With the on-staff assistance of dedicated research technicians, scientists and state-of-the-art technology.

Unlike other turf companies that act as distributors for other people's products, Pro-Lawn not only distributes a variety of products, but also manufactures much of its own fertilizer and chemicals. And Pro-Lawn produces seed to provide custom seed mixing capabilities—to your specifications. This one source service means economy and efficiency; and assures you that Pro-Lawn's high quality standards are met everyday.

Whether you need technical services, an entire turf management program or simply a reliable supplier of turf maintenance products, send the coupon below to:
Pro-Lawn Products Inc.
PO Box 4908
Syracuse, NY 13221.

YES! I WANT A FREE PRO-LAWN TURF PRODUCTS CATALOG!

Business: ____________________________
Attn: ______________________________
Address: ____________________________
City: __________________ State: ________
Zip: ________ Phone:__________________
Best Time to Call: ____________________
BUNTON:
WHEN YOU KNOW ONE...

- Variable speed drive on tractors and self-propelled mowers independent of engine and blade-tip speed.
- Finger-tip steering on self-propelled mowers and precision steering gear on tractors for highest maneuverability.
- Blade engagement control.
- Heavy gage welded steel construction. Reinforced at stress points.
- Commercial engines matched to mower size and mowing conditions.
- Wide range of cutting heights.
- Close trimming deck designs.
- Turf wheels available on 36 inch widths and up negotiate rough terrain. Wheels for fine lawns available on 52 inch widths and smaller.

Pneumatic tires with puncture proof sealant on 32 inch widths and up.
Roller bearing and grease fittings.
Suction-lift, sickle steel blades mulch and discharge clippings evenly to right hand side.
Large selection of cutting widths.

Contract numbers
G.S.A. GS-075-37659
H.U.D. OPH (CO)m-3650
YOU KNOW THEM ALL.

If you've ever been around people who are bragging about their "Bunton", you know how zealous they can be. The dependability... the fuel efficiency... the performance... the price... nothing but rave reviews.

Bunton builds 108 different mowers, each with different features to solve a specific lawn maintenance problem. The good news is that all Bunton lawn maintenance equipment is built the same way, whether you need turf tractors, self-propelled mowers, push mowers or edgers/trimmers.

Bunton builds specifically—and nothing but—high quality lawn and turf maintenance equipment. When you discover Bunton, you will understand why these mowers are the professionals' best friend.

Get to know one... today.

Bunton builds 'em better!

BUNTON CO.

P.O. Box 33247
Louisville, KY 40232 U.S.A.
Phone 502/966-0550 • Telex 204-340

Circle No. 106 on Reader Inquiry Card
Equipment Companies

continued

St Louis MO 63111
314-353-7800

* Atwater Strong Div
6284 Waterloo Rd
PO Box 68
Atwater OH 44201
216-947-2344

Auburn Consolidated Industries Inc
2100 S "J" St
Box 350
Auburn NE 68305
402-274-4911

Auto Crane Co
9260 Broken Arrow Expressway
Tulsa OK 74145
918-996-9475

Bajaj America Inc
1237 Gadsden St
Columbia SC 29201
803-779-5361

* Barebo Inc Otterbine
Rd 1
PO Box 217
Emmaus PA 18049
215-965-6018

Bartlett Mfg Co
3003 E Grand Blvd
Detroit MI 48202
313-873-7300

Beard-Poulan/Weed Eater
5020 Flourney-Lucas Rd
Shreveport LA 71139
318-688-4998

Beck Mfg Co
1510 Pumphrey Ave
PO Box 2014
Auburn AL 36830
205-521-4600

B & G Equipment Co
Applebutter Rd
Plumsteadville PA 18949
215-766-8811

Big John Tree Transplanter Mfg Inc
Hwy 110 E
PO Box 608
Heber Springs AR 72543
501-362-3272

BigToys
3113 S Pine St
Tacoma WA 98409
206-572-7611

Billy Goat Industries Inc
PO Box 308
Lee's Summit MO 64063
816-524-9666

Black & Decker Mfg Co
701 E Joppa Rd
Towson MD 21204

BlueBird Intl Inc
2778 S Tejon
Englewood CO 80110
303-761-4458

John Blue Co
2600 Bob Wallace Ave
Huntsville AL 35805
205-536-5581

Bock Industries Inc
57540 SR 19 S
PO Box 1027
Elkhart IN 46515
219-265-8070

Bombardier Ltd
Valcourt PQ JOE 2L0
Canada
514-532-2211

Bomford & Evershed Ltd
Salford Priors
Evesham Worcs WR11 5SW
England
0789-773383

* Bowie Industries Inc
PO Box 931
Bowie TX 76230
817-872-2286

Are you a Miser with Fertilizer?

If you're cutting down on your fertilizer and water bill, OREGON GROWN CHEWINGS AND CREEPING RED FESCUE is the grass you need. It's fine bladed and blends very well with other turf grasses. The fine fescues are noted for being real misers when it comes to low maintenance turf areas.

Use Oregon grown fine fescues for seeding or overseeding any turf area. It's the Miser grass!

OREGON FINE FESCUE COMMISSION
2140 Turner Rd. S.E. • Salem, Oregon 97302
503-585-1157

Circle No. 141 on Reader Inquiry Card

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### Equipment Companies

**continued**

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<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Number</th>
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<td>Los Angeles CA 90012</td>
<td>213-221-2108</td>
<td></td>
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<tr>
<td>A B Chance Co</td>
<td>210 N Allen St Centralia MO 65240</td>
<td>314-682-8509</td>
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<tr>
<td>Chapin Watermatics Inc</td>
<td>Box 298 Watertown NY 13601</td>
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<tr>
<td>Chemilizer Products Inc</td>
<td>12745 49th St N Clearwater FL 33520</td>
<td>813-576-7211</td>
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<tr>
<td>Chevrolet Motor Div GMC</td>
<td>30007 Van Dyke Ave Warren MI 48090</td>
<td>313-492-5566</td>
</tr>
<tr>
<td>Chipmore Mfg Co</td>
<td>6 Johnson Ct Bay City MI 48706</td>
<td>517-894-4578</td>
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<tr>
<td>J A Cissel Co</td>
<td>Squankum Yellowbrook Rd PO Box 339 Farmingdale NJ 07727</td>
<td>201-938-6600</td>
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<tr>
<td>Citrus Systems Inc</td>
<td>1300 E Hwy 50 Winter Garden FL 32787</td>
<td>305-656-6858</td>
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<tr>
<td>Clark Equipment Co Melroe Div</td>
<td>112 N University Dr Fargo ND 58102</td>
<td>701-293-3220</td>
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<tr>
<td>Clean City Squares Inc</td>
<td>PO Box 6797 St Louis MO 63144</td>
<td>314-968-2950</td>
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<tr>
<td>Clean-Flo Laboratories Inc</td>
<td>4342 Shady Oak Road Hopkins MN 55343</td>
<td>800-328-6656; 612-935-2137</td>
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<tr>
<td>Clegg Nursery Equipment</td>
<td>Box 252 Plainfield IL 60544</td>
<td>815-436-2357</td>
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<td>Clements Associates Inc</td>
<td>RR 1 Box 162A Newton IA 50208</td>
<td>515-792-8285</td>
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<td>Clinton Engines Corp</td>
<td>Clark &amp; Maple Sts Maquoketa IA 52030</td>
<td>319-652-2411</td>
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<tr>
<td>Club Car Inc</td>
<td>PO Box 4658 Augusta GA 30907</td>
<td>404-863-3000</td>
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<tr>
<td>*Columbia Car Corp</td>
<td>3110 International Ln Madison WI 53704</td>
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<tr>
<td>Columbia Cascade Timber</td>
<td>1975 SW Fifth Ave Portland OR 97201</td>
<td>503-223-1157</td>
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<tr>
<td>Continental Custom Bridge Co</td>
<td>Rte 5 Box 178 Alexandria MN 56308</td>
<td>612-852-7500</td>
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<tr>
<td>Conwed Corp</td>
<td>PO Box 43237 St Paul MN 55164</td>
<td>612-221-1100</td>
</tr>
<tr>
<td>Correct Mfg Corp</td>
<td>London Road Extension Delaware OH 43015</td>
<td>614-363-1951</td>
</tr>
<tr>
<td>Howard S Crane Inc</td>
<td>Box 88 Oneida NY 13421</td>
<td>315-363-3390</td>
</tr>
<tr>
<td>*Cushman Ryan/OMC Lincoln</td>
<td>PO Box 82409 Lincoln NE 68051</td>
<td>402-475-9581</td>
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<tr>
<td>Custom Products of Litchfield Inc</td>
<td>Box 718 Litchfield MN 55355</td>
<td>612-693-3221</td>
</tr>
<tr>
<td>Cyclone Seeder Co</td>
<td>PO Box 1649 Harrisburg PA 17105</td>
<td>717-234-6291</td>
</tr>
<tr>
<td>Ross Daniels Inc</td>
<td>1720 Fuller Rd West Des Moines IA 50265</td>
<td>515-225-6471</td>
</tr>
<tr>
<td>Dayni Controls Mfg Co</td>
<td>18414 Eddy St Northridge CA 91325</td>
<td>213-349-8367</td>
</tr>
<tr>
<td>*Dedoes Industries Inc</td>
<td>1060 W West Maple PO Box 575 Walled Lake MI 48088</td>
<td>313-624-7710</td>
</tr>
<tr>
<td>Deep Root Corp</td>
<td>7354 Bolsa Ave Westminster CA 92683</td>
<td>714-898-0563</td>
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<tr>
<td>Deere &amp; Co</td>
<td>John Deere Rd Moline IL 61265</td>
<td>309-752-8000</td>
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<tr>
<td>Delavan Corp</td>
<td>811 Fourth St West Des Moines IA 50265</td>
<td>515-274-1561</td>
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<tr>
<td>Delmarva Textile Co</td>
<td>254 N Rehoboth Blvd</td>
<td></td>
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<tr>
<td>Milford DE 19963</td>
<td>302-422-7531</td>
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<tr>
<td>Dema Engineering Co</td>
<td>10020 Big Band Blvd St Louis MO 63122</td>
<td>314-966-3533</td>
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<tr>
<td>Devpro Machine Inc</td>
<td>PO Box 46 Middleport NY 14105</td>
<td>716-735-7768</td>
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<tr>
<td>Didier Mfg</td>
<td>8630 Industrial Dr Franksville WI 53126</td>
<td>414-886-0525</td>
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<tr>
<td>*Ditch Witch</td>
<td>PO Box 66 Perry OK 73077</td>
<td>405-336-4402</td>
</tr>
<tr>
<td>Dragon Irrigation Equipment by Wes-Co</td>
<td>910-23rd Ave Oakland CA 94606</td>
<td>415-534-3320</td>
</tr>
<tr>
<td>Dynamic Industries Inc</td>
<td>201 W Main Ave Barnesville MN 56514</td>
<td>218-354-2211; 800-346-4858</td>
</tr>
<tr>
<td>Eagle Vehicles Inc</td>
<td>8181 Hoyle Ave Dallas TX 75227</td>
<td>214-388-7431</td>
</tr>
<tr>
<td>Echoc Inc</td>
<td>3150 MacArthur Blvd Northbrook IL 60062</td>
<td>312-291-2819</td>
</tr>
<tr>
<td>EDMont Div Becton Dickinson &amp; Co</td>
<td>1300 Walnut St Coshocton OH 43812</td>
<td>614-622-4311</td>
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<tr>
<td>Edwards Equipment Co</td>
<td>4312 Main St Yakima WA 98903</td>
<td>509-248-1770</td>
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<tr>
<td>Electric Carrier Corp</td>
<td>8603 Crownhill Ste 8 San Antonio TX 78209</td>
<td></td>
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<tr>
<td>Ellis Mfg Co</td>
<td>107 W Railroad St PO Box 246 Verona WI 53593</td>
<td>608-845-6472</td>
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<tr>
<td>Encap Products Co</td>
<td>PO Box 278 Mt Prospect IL 60056</td>
<td>312-593-6464</td>
</tr>
<tr>
<td>Engineering Products Co (Power King)</td>
<td>2021 MacArthur Rd PO Box 1510 Waukee IA 53187</td>
<td>414-547-5558</td>
</tr>
<tr>
<td>Erccon Pacific Corp</td>
<td>PO Box 506 Enumclaw WA 98022</td>
<td>206-825-7217</td>
</tr>
</tbody>
</table>
Perfect Partners

IBDU and Sulfur Coated Urea

A new concept in slow release fertilizers to give you high performance at an economical cost.

Now you can get all the performance of a slow release fertilizer at a cost lower than most other professional fertilizer products.

New IBDU/SCU* mixes combine three nitrogen sources—IBDU, Sulfur Coated Urea and Urea—to give your turf short, intermediate and long nitrogen release. This three-stage release results in a constant, even rate of turf feeding that lasts for up to 90 days.

Yet the price of IBDU/SCU fertilizers is less than you would expect to pay.

A First for Turf

New IBDU/SCU fertilizer mixes can provide your turf a combination of features never before available in a single fertilizer. It gives your turf all the benefits of IBDU, the highest performance slow release nitrogen available, with the proven benefits of a high quality prilled Sulfur Coated Urea. Plus, there's water soluble urea to get your turf off to a fast, green start. IBDU/SCU fertilizers are available in a variety of complete mixes, custom formulated to regional turf requirements.

See your local distributor or PAR EX representative about the new IBDU/SCU fertilizer mixes. They just might be the perfect partner for your fertilizer budget.

Estech, Inc.
Professional Products Division
P.O. Box 1966 Winter Haven, FL 33880

*Registration Pending
Equipment Companies continued

Erosion Control Systems/Gulf States
Paper Corp
PO Box 3199
Tuscaloosa AL 35404
205-553-6200

Eversman Mfg Co
PO Box 4345
Denver CO 80204
303-572-1140

Excel Industries Inc
PO Box 7000
Hesston KS 67062
316-327-4911

Exide Corp
101 Gibraltar Rd
Horsham PA 19044
215-674-9500

E-Z-Go Golf Car
Marvin Griffin Rd
PO Box 388
Augusta GA 30913-2699
404-798-4311

E-Z Rake Inc
1001 S Ransdell Rd
Lebanon IN 46052
317-482-1662

Fairmont Hydraulics Div Fairmont Railway
Motors-Harsco Corp
415 N Main
Fairmont MN 56031
507-235-3361

Feldmann Engineering & Mfg Co
633 Monroe St
Sheboygan Falls WI 53085
414-467-6167

Fart-O-Ject
4701 Old San Jose Rd
Santa Cruz CA 95065
408-475-5122

Mail To: PO Box 889
Soquel CA 95073

Fiberglass Unlimited Inc
S Hwy 81
PO Box 1297
Watertown SD 57201
605-886-5137

Finn Corp
2525 Duck Creek Rd
Cincinnati OH 45208
513-871-2529; 800-542-7166

Florian Pruners
797 Mott Hill Rd
South Glastonbury CT 06073

FMC Bolens Corp
215 S Park St
Port Washington WI 53074

FMC Corp
5601 E Highland
Jonesboro AR 72401
501-935-1970

Ford Motor Co Tractor Operations
2500 E Maple Rd
Troy MI 48084
313-643-2000

Foresight Industries Inc
2114 Pioneer Ave
PO Box 4067
Cheyenne WY 82003
307-635-4183

Fox Valley Marking Systems Inc
172 S Northwest Hwy
Cary IL 60013
312-639-5744; 800-323-4770

Francesville Drain Tile Corp
PO Box 366
Francesville IN 47946
219-567-9133

Friend Mfg Corp
4441 Prospect St
PO Box A
Gasport NY 14067
716-772-2622

Fuerst Brothers Inc
PO Box 356
Oregon IL 61061
815-732-3239

Gandy Co
528 Gandrud Rd
Owatonna MN 55060
507-451-5430

General Bandages Inc
8300 Lehigh Ave
Morton Grove IL 60553
312-966-8383

Giant Vac Mfg Inc
Machine Shop Rd
South Windham CT 06266
203-423-7741

Gilson Bros Co (See Sensation)
Glennmac Inc
1805 Second Ave SW
Morton Grove IL 60553
312-966-8383

Go-Fore
8226 Goldie St
Walled Lake MI 48088

Goodall Div Bunton Co
4601 E Indian Trail
Louisville KY 40213
502-459-0550

Gould
Ten Gould Center
Rolling Meadows IL 60008
312-640-4000

Grand Rock Co
8805 East Ave
Mentor OH 44060
216-951-1967

Grasshopper Co
Old Hwy 81 S
Moundridge KS 67107
316-345-8621

Grass Pavers Ltd
3807 Crooks Rd
Royal Oak MI 48073
313-549-4046

Gravely
One Gravely Ln
Clemmons NC 27012
919-766-4721

Ground Hog Inc
25010 E Fifth St
San Bernardino CA 92410
714-888-2818

GTE Sylvania Lighting
Sylvania Lighting Center
Danvers MA 01923
617-777-1900

Guest Industries Inc
3601 Winsted Rd
Torrington CT 06790
800-243-5390; 203-482-1118 (CT)

Haban Mfg Co
2100 Northwestern Ave
Racine WI 53404
414-637-8388

Hach Co
PO Box 389
Loveland CO 80539
800-525-5940

Hahn Inc
1625 N Garvin St
Evansville IN 47711
812-428-2027

Halls Safety Equipment Inc
Box 230
Grove City PA 16127
412-458-7202

Hancor Inc
401 Olive St
Findlay OH 45840
419-422-6521

Handy Mandy Mfg
317 S Seventh
PO Box 269
Perry OK 73077
405-336-5222

Clifford B Hannay & Son Inc
600 Main St
Westerlo NY 12193
518-797-3791

Hanson Equipment Co
301 Charles St
South Beloit IL 61080
815-389-2261

Harley-Davidson (See Columbia Car Corp)
### Equipment Companies

**continued**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>City, State, Zip</th>
<th>Phone Number</th>
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<tbody>
<tr>
<td>Jaeco Pump Co</td>
<td>2925 Advance Ln, Colmar PA 18915</td>
<td>215-822-6000</td>
<td></td>
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<tr>
<td>Kawasaki Motors Corp USA Engine Div</td>
<td>887 Valley Park Dr, Shakopee MN 55379</td>
<td>612-445-6060</td>
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<tr>
<td>Kay Park Rec Corp</td>
<td>Hwy 218 S, Jonesville IA 50647</td>
<td>319-987-2313</td>
<td></td>
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<tr>
<td>KD Manitou Inc</td>
<td>3120 Gholson Rd, Waco TX 76643</td>
<td>817-799-0232</td>
<td></td>
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<tr>
<td><strong>F D Kees Mfg Co</strong></td>
<td>700 Park, Beatrice NE 68310</td>
<td>402-223-2391</td>
<td></td>
</tr>
<tr>
<td>Kel Instruments Co</td>
<td>PO Box 1869, Clifton NJ 07015</td>
<td>201-471-3954</td>
<td></td>
</tr>
<tr>
<td>Kembro Inc</td>
<td>PO Box 305, Mequon WI 53092</td>
<td>414-242-2630</td>
<td></td>
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<tr>
<td><strong>KEM Enterprises</strong></td>
<td>2309 A 5 Tacoma Way, Tacoma WA 98409</td>
<td>206-473-3770</td>
<td></td>
</tr>
<tr>
<td>Kenyon Mfg Inc</td>
<td>1145 W Barkley Ave, Orange CA 92668</td>
<td>714-634-3422</td>
<td></td>
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<tr>
<td>Kershaw Mfg Co</td>
<td>Box 9328, Montgomery AL 36108</td>
<td></td>
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<tr>
<td>Kinco Mfg</td>
<td>170 N Pascal, St Paul MN 55104</td>
<td>612-644-4666</td>
<td></td>
</tr>
<tr>
<td>King Brothers Industries</td>
<td>27114 Henry Mayo Dr, Valencia CA 91355</td>
<td>805-257-3262</td>
<td></td>
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<tr>
<td>Kohler Co Engine Div</td>
<td>Kohler WI 53044</td>
<td>414-457-4441</td>
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<tr>
<td>Koppers Co</td>
<td>1900 Koppers Blvd, Pittsburgh PA 15219</td>
<td>412-227-2000</td>
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<tr>
<td><strong>Kubota Tractor Corp</strong></td>
<td>550 W Artesia Blvd, Compton CA 90220</td>
<td>213-573-2526</td>
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<tr>
<td>Kohler Co Engine Div</td>
<td>Kohler WI 53044</td>
<td>414-457-4441</td>
<td></td>
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<tr>
<td>Kut-Kwick Corp</td>
<td>PO Box 984, Brunswick GA 31521</td>
<td>912-265-1630</td>
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<tr>
<td><strong>La Font Corp</strong></td>
<td>1319 Town St, Prentice WI 54556</td>
<td>715-428-2881</td>
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<tr>
<td><strong>Lakeshore Equipment Lesco &amp; Supply</strong></td>
<td>20005 Lake Rd, Rocky River OH 44116</td>
<td>216-333-9250</td>
<td></td>
</tr>
<tr>
<td>Lambert Corp</td>
<td>PO Box 66, Dayton OH 45401</td>
<td>513-223-7295</td>
<td></td>
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<tr>
<td>LaMotte Chemical Prods Co</td>
<td>Rte E13 N, Chestertown MD 21620</td>
<td>301-778-3100</td>
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<tr>
<td>Landscape Forms Inc</td>
<td>431 Lawndale, Kalamazoo MI 49001</td>
<td>616-381-0396</td>
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<tr>
<td>Landscape Structures Inc</td>
<td>601 Seventh St S, Rte 3, Delano MN 55328</td>
<td>612-479-2546</td>
<td></td>
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<tr>
<td>Laval Corp, Claude (Lakos Separators Div)</td>
<td>1911 N Helm, Fresno CA 93727</td>
<td>209-255-1601</td>
<td></td>
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<tr>
<td>Lawn-Boy Product Group</td>
<td>McClure St, Galesburg IL 61401</td>
<td>309-343-0141</td>
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<tr>
<td>Lawnmaker Mfg Co</td>
<td>6 Johnson Ct, Bay City MI 48706</td>
<td>517-834-4579</td>
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<tr>
<td>Lifetime Products</td>
<td>Rt 78 S, PO Box 465, Kewanees IL 61443</td>
<td>309-535-3387</td>
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<tr>
<td>Lighting Prods Div McGraw-Edison Co</td>
<td>400 Busse Rd, Elk Grove Village IL 60007</td>
<td>312-856-8400</td>
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<tr>
<td>Limb-Lopper Div/Robinson Ind</td>
<td>11845 Burke St, Santa Fe Springs CA 90670</td>
<td>213-945-1077</td>
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<tr>
<td>Lindig Mfg Corp</td>
<td>1875 W County Rd C, St Paul MN 55113</td>
<td>612-633-3072</td>
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<tr>
<td>Little Giant Products Inc</td>
<td>201 W Oklahoma, Fairview OK 73737</td>
<td>(405) 227-3711</td>
<td></td>
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<tr>
<td>Little Giant Pump Co Sub Tecumseh Prods Co</td>
<td>3810 N Tulsa St, Oklahoma City OK 73112</td>
<td>405-947-2511</td>
<td></td>
</tr>
</tbody>
</table>
Locke Mfg Inc
1 Boston Ave Industrial Pk
Bridgeport CT 06610
203-333-3157

Long Mfg NC Inc
1907 N Main St
Tarboro NC 27886
919-823-4150

Lumenite Electronic Co
2331 N 17 Ave
Franklin Park IL 60131
312-455-1450

Magline Inc
503 S Mercer St
Pinconning MI 48650
517-879-2411

Marco Sprayers
206 S Main
Newkirk OK 74647
405-362-3162

Massey-Ferguson
1901 Bell Ave
Des Moines IA 50315
515-247-2011

Master Craft Industrial Equipment Corp
PO Box 106
Tifton GA 31794
912-386-0610

Master Mfg Co
119 Main St
PO Box 694
Sioux City IA 51102
712-258-0108

Master Sprayers Inc
10756 Vernon Ave
Ontario CA 91761
714-627-7466

Mathews Co
500 Industrial Ave
Crystal Lake IL 60014
815-459-2210

McDowell Mfg Co
PO Box 665
DuBois PA 15801
814-371-6550

McMillen Div
4419 Ardmore Ave
Ft Wayne IN 46809
219-747-2295

Mechanical Transplanter Co
1150 S Central Ave
Box 1008B
Holland MI 49423
616-396-8738

Medallion Div Farmhand Inc
525 15th Ave S
Hopkins MN 55343
612-938-6906

Melex USA Inc
1200 Front St Ste 101
Raleigh NC 27609
919-828-7645

Meiner Industries
1 Carol Place
Moonachie NJ 07074
201-641-5000

Meredith Seed Miser
Howe ID 83244
208-765-3411

Merit Industries Inc
PO Box 9075
Cranston RI 02920
401-942-6505

Micron Corp
8582 Katy Fwy
Houston TX 77024
713-932-1405

Milwaukee Electric Tool Corp
13135 W Lisbon Rd
Brookfield WI 53005
414-781-3600

Minnesota Wanner Co
5145 Eden Ave S
Minneapolis MN 55436
612-929-1070

Miracle Recreation Equipment Co
PO Box 275
Grinnell IA 50112
515-236-7536

Mitsubishi AG Machinery Co Ltd
C/O Sumitomo Corp of America
345 Park Ave
New York NY 10154
212-935-8824

Mitts & Merrill Inc
109 McCoskry St
Saginaw MI 48601

Mobile Aerial Towers Inc
2314 Bowser Ave
Fort Wayne IN 46859
219-744-6181

Morbark Industries Inc
PO Box 1000
Winn MI 48886
517-866-2381

MoTrim Inc
240 Steubenville Ave
Cambridge OH 43725
614-439-2725

Mott Corp
500 Shawmut Ave
PO Box 518
LaGrange IL 60525
312-354-7220

MTD Products Inc
Box 36900
Cleveland OH 44136
216-225-2600

Mud Cat National Car Rental System
PO Box 16247
St Louis Park MN 55416
800-328-7333; MN 612-893-6400

Musco Sports-Lighting Inc
2107 Stewart Rd
PO Box 14
Muscatine IA 52761
319-263-2261

---

**Productivity!**

- Vibrator speed can be varied to match soil conditions, giving you maximum fracturing force.
- Twin lift cylinders allow you to vary cover depth during plowing.
- Optional front-mounted hydraulic trenching accessory and a hydraulic boring unit are available so one machine can do more work.

---

Circle No. 113 on Reader Inquiry Card

SEPTEMBER 1983/WEEDS TREES & TURF 59
Equipment Companies

continued

F E Myers Co
400 Orange St
Ashland OH 44805
419-289-1144

* National Chemsearch
2727 Chemsearch Blvd
Irving TX 75062
214-438-0389

National Hydro-Ax Inc
PO Box 568
Owatonna MN 55060
507-451-8654

National Irrigation Specialists
1025 E Katella Unit F
Anaheim CA 92805
714-634-3336

* National Mower Co
660 Raymond Ave
St Paul MN 55114
612-646-4079

L R Nelson Corp
7719 N Pioneer Ln
Peoria IL 61615
309-692-2200

Nevr-Rust Tool-Tainer Inc
3645 NW 67 St
Miami FL 33147
305-693-4680

Nordco Electric Vehicles
26701 Redlands Blvd
Redlands CA 92373

Northeast Industries Inc
300 Greenwood Ave
Midland Park NJ 07432
201-652-6202

Norton Co Safety Prods Div
2000 Plainfield Pike
Cranston RI 02920
401-943-4400

Nunes Mfg
1707 Magnolia Ave
PO Box 135
Patterson CA 95363
209-892-2200

* Olathe Mfg Inc
100 Industrial Pkwy
Industrial Airport KS 66031
913-782-4396

Orbex Inc
620 S Eighth St
Minneapolis MN 55404
612-333-1208

* Orion Chemical Inc
13261 Garden Grove Blvd
Garden Grove CA 92643
714-971-2299

Par Aide Products
296 N Pascal St
St Paul MN 55104

Parco Div Blue Mountain Prod Inc
PO Box 250
New Hartford NY 13413
315-737-5736

Parker Interior Plantscape
1325 Terrill Rd
Scotch Plains NJ 07076
201-822-5552

Parker Sweeper Co
91 Bechtle Ave
Springfield OH 45504
513-323-4901

Patrician Prods Inc
488 Union Ave
Westbury NY 11590
516-333-3910

PBI-Gordon Corp
1217 W 12 St
Kansas City MO 64101
816-421-4070

Peerless Pump
1200 Sycamore St
Montebello CA 90640
213-726-1232

Pitman Div
Third & Duck Rd
PO Box 120
Grandview MO 64030
816-783-6000

Playtime Equipment Corp
Box J
Mars PA 16046
412-625-1541

Playworld Systems
316 Cherry St
New Berlin PA 17855
717-966-1015

Poligon Div W H Porter Inc
PO Box 1112-B
Holland MI 49423
616-399-1963

Poulan/Weed Eater
5020 Flournoy-Lucas Rd
Shreveport LA 71109
318-693-2721

Professional Turf Specialties
400 Northtown Rd
Normal IL 61761
309-454-2469

Progressive Electronics Inc
432 S Extension
Mesa AZ 85202
602-534-4308

Promark Products Inc
306 Ninth St
Industry CA 91744

Rain Bird Sprinkler Mfg Corp
145 N Grand Ave
Glendora CA 91740
213-963-9311

Rain-O-Mat Sprinklers Inc
12414 E Whittier Blvd
PO Box 151
Whittier CA 90608-0151
213-693-2721

* Ransomes Inc
One Bob-Cat Ln
Johnson Creek WI 53038
414-699-2000

Raindrip Inc
1675 Titus St
Panorama City CA 91402
213-963-3040

Raverty’s Sod Blades
PO Box 7606
St Paul MN 55119
612-774-2155

Reach-All Mfg
436 Calvary Rd
Duluth MN 55803
218-728-5138

Hydro Price Turf Equipment
18155 Edison
Chesterfield MO 63017
314-532-7000

Princeton Mfg Co
955 W Walnut St
PO Box 246
Canal Winchester OH 43110
614-837-9096

Raverty’s Sod Blades
PO Box 7606
St Paul MN 55119
612-774-2155

Reinco Inc
520 North Ave
Plainfield NJ 07060
201-755-0921

Reinco Inc
520 North Ave
Plainfield NJ 07060
201-755-0921

Reinco Inc
520 North Ave
Plainfield NJ 07060
201-755-0921

Rheinblick Sales Corp
620 Andrews Ave

60 WEEDS TREES & TURF/SEPTEMBER 1983
Kewanee IL 61443
309-853-4461
* Richdel Inc
1851 Oregon St
Carson City NV 89701
702-882-6786

Richway Industries
525 Main St
Box 508
Janesville IA 50647
800-553-2404

Rivlex Industries Inc
301 E Stevens Ave
Santa Ana CA 92707
714-540-8814

Robark Inc
7309 Lake Dr
Lino Lakes MN 55014
612-784-0657

Rokor Inc
310 Herring Ave
Wilson NC 27893
919-237-2108

Rolatape Corp
4221 Redwood Ave
Los Angeles CA 90066
213-822-2057

Root-Lowell Corp
1000 Foreman Rd
Lowell MI 49331
616-897-9212

* Roseman Mower Corp
2300 Chestnut Ave
Glenview IL 60025
312-729-2300

Rotocast Plastic Products Inc
3645 NW 67 St
Miami FL 33147
305-693-4680

* Royal Coach/Buckner
4381 N Brawley Ave
Fresno CA 93711
209-275-0500

Royer Foundry & Machine Co
Kingston PA 18704
717-287-9624

Rugg Mfg Co
105 Newton St
Box 507
Greenfield MA 01301
413-773-5471

* Ryan /OMC Lincoln
PO Box 82409
Lincoln NE 68501
402-435-7208

Safe-T-Lawn Inc
5350 NW 165 St
Hialeah FL 33014
305-625-7000

Two Ways To Cut Costs For Seeding & Mulching

- T80 Hydroseeder
  - One-man operation saves labor costs
  - 800 gallon capacity
  - Seeds up to three acres per tank load (up to ½ acre with fibre mulch)
  - Discharges up to 90 feet
  - Paddle agitation controlled by hydraulic motor
  - Will handle all types of materials
  - Low profile trailer or skid mounting
  - High pressure pump for spraying herbicide (optional)
  - Versatile for large or small jobs
  - This unit can do it all!

- BP50 Blower
  - Economical power take-off eliminates need for separate engine
  - 21-inch dynamically balanced fan produces discharge velocity of 135 MPH
  - Delivers up to 4 tons per hour
  - Easily attaches to tractor
  - Rugged three-point construction
  - Rear-mounted towing plate for mulch transporter
  - Adjustable feed tray with bale stop
  - Optional 8.5 GPM adhesive system

Other Economical High-Performance Finn Equipment

<table>
<thead>
<tr>
<th>FINN Blower</th>
<th>Performance</th>
<th>Distance</th>
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<tbody>
<tr>
<td>B50 Blower</td>
<td>5 tons per hour</td>
<td>100' reach</td>
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<tr>
<td>B250 Blower</td>
<td>up to 25 tons per hour/90° reach</td>
<td>up to 150 tons per hour/90° reach</td>
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<tr>
<td>T150 Hydroseeder</td>
<td>1500 gal</td>
<td>4 acres per load/200' reach</td>
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<tr>
<td>T250 Hydroseeder</td>
<td>2500 gal</td>
<td>8 acres per load/200' reach</td>
</tr>
<tr>
<td>T300 Hydroseeder</td>
<td>3000 gal</td>
<td>10 acres per load/200' reach</td>
</tr>
</tbody>
</table>

There's a FINN tank or blower for every job.

Call or write for information on our complete product line and your local dealer's location.

PO BOX 8068 • 2525 DUCK CREEK RD.
CINCINNATI, OHIO 45208 U.S.A.
PLANTS: CINCINNATI, OHIO • KNOXVILLE, TENNESSEE
PHONE (513) 871-2529 TOLL FREE (800) 543-7966

Circle No. 120 on Reader Inquiry Card
Equipment Companies
continued

Safety Test & Equipment Co  
PO Box 400  
Shelby NC 28150  
704-482-7346

Samson  
99 High St  
Boston MA 02110  
617-426-6550

Sarlo Power Mowers Inc  
2315 Anderson Ave  
Ft Myers FL 33901  
813-332-1955

Don Savage Co  
PO Box 375  
Honeoye NY 14471  
716-229-5121

Schutt’s Equipment Co  
450 Larchlea  
Birmingham MI 48012  
313-642-6555

O M Scott & Sons Co Proturf Div  
Marysville OH 43040  
513-644-0011

Seaman Parsons Co  
13500 W Carmen Ave

Sensation Corp  
3601 N 16th  
Omaha NE 68110  
402-345-3884

Sensation Div Gilson Bros Co  
PO Box 536  
Plymouth WI 53075  
414-893-1011

Seymour Mfg Co  
500 N Broadway  
Seymour IN 47274  
812-522-5676

Shaver Mfg Co  
5727 NE 16  
PO Box 3087  
Des Moines IA 50316  
515-266-7550

Sidewinder International Inc  
6 Johnson Ct  
Bay City MI 48706  
517-894-4570

Simplicity (Allis-Chalmers Co)  
500 N Spring St

Menomonee Falls WI 53225  
414-781-8900

Sea Ranch  
Rte 2 Box 604  
Sheridan AR 72150  
501-942-2515

Port Washington WI 53074  
414-284-5535

Sioux Steam Cleaner Corp  
Sioux Plaza  
Beresford SD 57004  
605-763-2776

Skil Corp  
4801 W Peterson Ave  
Chicago IL 60646  
312-286-7330

D B Smith & Co  
414 Main St  
Utica NY 13501  
315-735-5223

*Smithco Inc  
11 West Ave  
Wayne PA 19087  
215-688-4009

Smith Precision Products  
1299 Lawrence Dr  
Newbury Park CA 91320  
805-498-6616

Seymour Smith & Son Inc  
900 Main St  
Oakville CT 06779  
203-274-2558

Snapper Power Equipment  
535 Macon Rd  
McDonough GA 30253  
404-957-9141

The National Favorites
National, Made in U.S.A., reel mowers...preferred by turf management professionals for their dependability, low initial cost, simple, functional design, low fuel consumption and greater uptime!


MODEL 84: New Steering assembly for more positive response, shorter turning radius and minimum maintenance. 84" cutting width.

POWER QUINT II: PTO Driven 5-Gang. Highly maneuverable. Cutting units are interchangeable with, and the same as those made for Model 84 for over 30 years. Cuts an 11½-foot swath.
3 good reasons for buying Ditch Witch vibratory plow equipment.

Selection.
It stands to reason that the people who pioneered and developed vibratory plowing should lead the way in vibratory plowing. From 25-to-100-HP-class machines, you'll find Ditch Witch offers the most complete selection of vibratory plows in the industry. With Ditch Witch plows, you can install telephone and power cable, water and natural gas lines, television cable, irrigation systems and more. All without digging trench, without backfilling.

Service.
A measure of a machine's value is its dependability. And a key to dependability is service. With Ditch Witch equipment, you get service that will keep your plow running right. And on the job. We have more specialist dealer locations than anyone else in the industry; dealers with a complete parts inventory. Staffed with trained mechanics who specialize in Ditch Witch equipment.

Experience.
We pride ourselves on being underground construction specialists. That's why at Ditch Witch dealer locations, you'll find people with a knowledge of area soil conditions. And they know the plowing techniques that are best suited for your area. Ditch Witch dealers help you match the best plow and plow blade for your job to make sure you get the best production possible. Selection, service and experience: you get more of each with Ditch Witch vibratory plows. So call us The Plow People. Better yet, call us your Plow People.
Write today for information. The Charles Machine Works, Inc., P. O. Box 66, Perry, Oklahoma 73077. 405/336-4402.

Don't settle for less!

THE PLOW PEOPLE

Ditch Witch
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Snowco</td>
<td>4350 McKinley St, Omaha NE 68112</td>
<td>402-453-2200</td>
</tr>
<tr>
<td>Soilmoisture Equipment Corp</td>
<td>PO Box 30025, Santa Barbara CA 93105</td>
<td>805-964-3525</td>
</tr>
<tr>
<td>Solarcell Land &amp; Bldg Inc</td>
<td>412 115th St, Arlington TX 76011</td>
<td>817-640-1488</td>
</tr>
<tr>
<td>Solo Inc</td>
<td>5100 Chestnut Ave, PO Box 308</td>
<td>804-245-4228</td>
</tr>
<tr>
<td>Sorensen Sprayers Inc</td>
<td>Airport Rd, Worthington MN 56187</td>
<td>507-376-6230</td>
</tr>
<tr>
<td>Spyder Sales Inc</td>
<td>North Ave at Schmaile Rd, Wheaton IL 60168</td>
<td>312-665-5000</td>
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<tr>
<td>Sperry New Holland</td>
<td>500 Diller Ave, New Holland PA 17557</td>
<td>717-354-1121</td>
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<tr>
<td>Spraying Devices Inc</td>
<td>PO Box 3107, Visalia CA 93278</td>
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<tr>
<td>Spray Systems Co</td>
<td>North Ave at Schmaile Rd, Wheaton IL 60168</td>
<td>312-665-5000</td>
</tr>
<tr>
<td>Spring City Electric Mfg Co</td>
<td>Hall &amp; Main Sts, PO Drawer A, Spring City PA 19475</td>
<td>215-948-4000</td>
</tr>
<tr>
<td>Spyder Sales Inc</td>
<td>12838 Westheimer Rd, Houston TX 77077</td>
<td>800-392-2459</td>
</tr>
<tr>
<td>A G Stafford</td>
<td>PO Box 8877, Canton OH 44711</td>
<td>216-458-2855</td>
</tr>
<tr>
<td>Sta-Green Plant Food Co</td>
<td>PO Box 540, Sylacauga AL 35150</td>
<td>205-245-5282</td>
</tr>
<tr>
<td>Steiner Corp</td>
<td>12857 Church Rd, Orrville OH 44667</td>
<td>216-683-0055</td>
</tr>
<tr>
<td>Stihl Inc</td>
<td>536 Viking Dr, Virginia Beach VA 23452</td>
<td>804-486-8444</td>
</tr>
<tr>
<td>Strong Ent Inc</td>
<td>4240 SW 72 Ave, Miami FL 33155</td>
<td>305-264-5525</td>
</tr>
<tr>
<td>Strong Mfg Co</td>
<td>PO Box 8068, Pine Bluff AR 71611</td>
<td>501-535-4753</td>
</tr>
<tr>
<td>Submatic Irrigation Systems</td>
<td>PO Box 246, Lubbock TX 79408</td>
<td>806-747-9000</td>
</tr>
<tr>
<td>Sudbury Laboratory Inc</td>
<td>6 October Hill Rd, Holliston MA 01746</td>
<td>800-343-9911</td>
</tr>
<tr>
<td>Swan Hose</td>
<td>8929 Columbus Price, Worthington OH 43085</td>
<td>614-548-6511</td>
</tr>
<tr>
<td>Sweepter</td>
<td>2810 SW Baker Rd, Dexter MI 48130</td>
<td>313-426-3961</td>
</tr>
<tr>
<td>Swenson Spreader Co</td>
<td>PO 127, Lindenwood IL 61020</td>
<td>815-393-4456</td>
</tr>
<tr>
<td>Taylor-Dunn Mfg Co</td>
<td>2114 W Ball Rd, Anaheim CA 92804</td>
<td>714-956-4040</td>
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<tr>
<td>Tecumseh Products Co Engine Div</td>
<td>900 North St, Grafton WI 53024</td>
<td>414-377-2700</td>
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<tr>
<td>Teledyne Total Power</td>
<td>3409 Democrat Rd, Memphis TN 38118</td>
<td>901-365-3600</td>
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<tr>
<td>Tennant Co</td>
<td>701 N Lilac Dr, Minneapolis MN 55440</td>
<td>612-540-1200</td>
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<tr>
<td>Terrain King Corp</td>
<td>PO Drawer 549, Sequin TX 78155</td>
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<tr>
<td>Thompson Mfg Co</td>
<td>4832 Chino Ave, PO Box 1500</td>
<td>714-591-4851</td>
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<tr>
<td>Tiger Corp</td>
<td>4315 N Cliff Ave, Sioux Falls SD 57104</td>
<td>605-336-7900</td>
</tr>
<tr>
<td>Toro Co Commercial Prods</td>
<td>8111 Lyndale Ave S, Minneapolis MN 55420</td>
<td>612-888-8801</td>
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<tr>
<td>Toro Co Irrigation Div</td>
<td>5825 Jasmine St, Riverside CA 92502</td>
<td>714-688-9221</td>
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<tr>
<td>Trac N Combo</td>
<td>264 Lake Ave, Metuchen NJ 08840</td>
<td>201-494-3131</td>
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<tr>
<td>Tradewinds inc</td>
<td>PO Box 1191, Tacoma WA 98401</td>
<td>206-272-4887</td>
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<tr>
<td>Trans-Tree Corp</td>
<td>5100 Eden Ave, Edina MN 55436</td>
<td>612-927-4450</td>
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<tr>
<td>Travelrain Sprinkler Co</td>
<td>239 N Robertson Blvd, Beverly Hills CA 90211</td>
<td>213-276-3213</td>
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<tr>
<td>Trebor Corp</td>
<td>4047-A Jonesboro Rd, Forest Park CA 30050</td>
<td>404-366-0957</td>
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<tr>
<td>Trees Inc</td>
<td>Rt 5 Box 251, Carthage MO 64836</td>
<td>417-358-8174</td>
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<tr>
<td>Tri-Con Inc</td>
<td>27331 Tungsten Rd, Cleveland OH 44132</td>
<td>216-261-3400</td>
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<tr>
<td>Trojan Battery Co</td>
<td>9440 Ann St, Santa Fe Springs CA 90670</td>
<td></td>
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<tr>
<td>Trojan Playground Equipment Mfg Co</td>
<td>11-2nd Ave NE, St Cloud MN 56301</td>
<td>612-251-3080</td>
</tr>
<tr>
<td>Tuflex Mfg Co</td>
<td>1406 SW Eighth St, Pompano Beach FL 33060</td>
<td>In FL 305-785-6402; 800-327-9005</td>
</tr>
<tr>
<td>Turfco Mfg Inc</td>
<td>3456 Washington Ave N, Minneapolis MN 55412</td>
<td>612-568-0741</td>
</tr>
<tr>
<td>Turfgrass Products Corp</td>
<td>2210 NE 124 St, North Miami FL 33181</td>
<td>305-893-6449</td>
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<tr>
<td>Turfibre Products</td>
<td>2210 NE 124 St, North Miami FL 33181</td>
<td>305-893-6449</td>
</tr>
<tr>
<td>Turf Vac Corp</td>
<td>PO Box 4339, Long Beach CA 90804</td>
<td>213-426-9376</td>
</tr>
</tbody>
</table>
Sensation's
Walk-Beihind Mowers

The Number One Choice
For unsurpassed commercial mower performance, day after day and year after year, depend on the Sensation L-Series Walk-Beihind mowers. From the powerful 21 and 19 inch models — to the 14 inch specialty trimmer — they're all made to start fast and mow even through wet grass.

Blades have a patented air lift design that forces clipping out evenly to prevent clogging. Rust proof mag-aluminum cutting decks are built to last a lifetime. And a specially engineered crankshaft protector acts as an extra support to practically eliminate crankshaft bending.

The Sensation Walk-Beihind mowers are also covered by a full two year limited warranty.

Learn more about the quality advantages of the entire Sensation line of Walk-Beihind, Self-Propelled, Intermediate and Hi Wheeler mowers. Contact your Sensation distributor or call the Sensation sales department.

Division of
Gilson Brothers Company
P.O. Box 536
Plymouth, WI 53073 USA
414/893-1011
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3. Chemicals

This section is broken down by chemical product with companies providing that chemical listed below. Products common name (in parentheses) and brand names are listed on the line following the company name.

**Adjuvant/Carrier**

- Aquatrols Corp
  - Aqua-Gro "L"  
- BASF Wyandotte Corp  
  - Citowett Plus
- Chevron Chemical Co  
  - Ortho X-77 Spreader
- Drexel Chemical Co  
  - (Alkylaryl Polyethoxyethanol, N-Butanol)
- Drexel Surfs-Ac 820; (Petroleum Oils)
- Drexel Peptoil
- Grass Growers Inc
- Rigo Co  
  - Rigo Spreader/Sticker
- Rohm & Haas Co  
  - Triton
- Stull Chemical Co  
  - (Deposition & Retension Agent) Bivert
- United Agri-Products

**Algaecide**

- Applied Biochemists Inc  
  - (Copper Ethanolamine Complex)
- Cutrine-Plus

**Western Wood Structures Inc**  
Box 23045  
Milwaukee WI 53129  
414-354-2310

**Westheffer Co**  
PO Box 363  
Lawrence KS 66044  
913-843-1633

**Westinghouse Electric Corp Lamp Div**  
Bloomfield NJ 07003

**Wheel Horse Products Inc**  
515 W Ireland Rd  
South Bend IN 46680  
219-291-3112

**Wheel Spray Corp**  
Box 97  
Delaware WI 53018  
414-646-8640

**Wheeler Mfg Co**  
Box 200  
Pella IA 50219  
515-628-3141

**Wells Cargo Inc**  
PO Box 728-473  
Elkhart IN 46515  
219-264-9661

**Western Cascade Inc**  
1150 N Red Gum St  
Anaheim CA 92803  
714-630-4640

**Western Products**  
7777 N 73 St
WE REACH THE PEOPLE YOU NEED TO REACH!

Place a classified ad in any of these HARCOURT BRACE JOVANOVICH PUBLICATIONS - and you know your ad dollar is wisely spent.

HBJ PUBLICATIONS does a better job of reaching those who count (your potential customers) than any other business publisher.

<table>
<thead>
<tr>
<th>Magazine</th>
<th>Circulation</th>
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<tr>
<td>American Automatic Merchandiser</td>
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<td>Beverage Industry</td>
<td>22,548</td>
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<tr>
<td>Body Fashions/Intimate Apparel</td>
<td>10,226</td>
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<td>Candy Industry</td>
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<td>Candy Marketer Quarterly</td>
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<td>Dairy Field</td>
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<td>Dental Laboratory Review</td>
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<td>Dental Management</td>
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<td>Drug &amp; Cosmetic Industry</td>
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<td>Food &amp; Drug Packaging</td>
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<td>Food Management</td>
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<td>Hearing Instruments</td>
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<td>Home &amp; Auto</td>
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<td>Hotel &amp; Motel Management</td>
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<td>Housewares</td>
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<td>Lawn Care Industry</td>
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<td>L.P. Gas</td>
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<td>Neurology</td>
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<td>Roofing/Siding/Insulation</td>
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<td>Toys Hobbies &amp; Crafts</td>
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<tr>
<td>Weeds Trees &amp; Turf</td>
<td>46,082</td>
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</tbody>
</table>

Don’t forget that classified advertising works just as effectively in locating employees as it does if you are looking for a position, have a line, machinery or a business to sell, are seeking representatives or wish to buy a specific item. Let it go to work for you!

HBJ PUBLICATIONS - COUNT ON US TO REACH THOSE WHO COUNT!

HARCOURT BRACE JOVANOVICH PUBLICATIONS
One East First Street
Duluth, Minnesota 55802

Call Dawn Anderson at 218-727-8511
**Chemicals continued**

Aquashade Inc  
Ciba-Geigy Corp  
(Simazine) Aquazine  
Clean-Flo Laboratories Inc  
(Buffered Alum) Clean-Flo Lake  
Cleanser  
Faesy & Besthoff Inc  
(Copper Sulphate, Triangle Brand)  
Great Lakes Biochemical Co  
(Chelated Copper) Algimycin  
Hoechst Fibers Ind  
(Geotextile) Trevira Spunbound  
Lakeshore Equipment Lesco Products Div  
(Copper Triethanolamine Complex)  
Lescocide-Plus  
National Chemsearch  
(Quat) D-Algae  
Orion Chemical Inc  
Rhom & Haas Co  
Hyamine  
United Agri-Products

**Compatibilty Agent**

Aquashade Inc  
Ciba-Geigy Corp  
(Simazine) Aquazine  
Clean-Flo Laboratories Inc  
(Buffered Alum) Clean-Flo Lake  
Cleanser  
Faesy & Besthoff Inc  
(Copper Sulphate, Triangle Brand)  
Great Lakes Biochemical Co  
(Chelated Copper) Algimycin  
Hoechst Fibers Ind  
(Geotextile) Trevira Spunbound  
Lakeshore Equipment Lesco Products Div  
(Copper Triethanolamine Complex)  
Lescocide-Plus  
National Chemsearch  
(Quat) D-Algae  
Orion Chemical Inc  
Rhom & Haas Co  
Hyamine  
United Agri-Products

**Antitranpirant**

Agro Chem Inc  
Aquatrols Corp of America  
Stoma-Seal  
W A Cleary Chemical Corp  
(Liquid Latex Polymer) Clearspray  
C B Dolge  
Encap Products Co  
Witt-Pruf  
Milken Chemicals  
Blazon  
National Chemsearch  
(Proprietary Blend) Weather Shield  
PBI-Gordon Corp  
Exhaust 410  
Witt-Pruf Products Inc  
Witt-Pruf

**Colorant**

Agro Chem Inc  
Aquashade Inc  
W A Cleary Chemical Corp  
(Blended Pigment Dispersion) Grass  
Greenzit, Tree Greenzit, Super Greenzit,  
Spruce Up  
Lakeshore Equipment & Supply  
Lesco Green  
Malinckrodt Inc  
Turf Colorant, Auragreen, Vitalon  
Chevron Chemical Co  
Orthothrol  
Stull Chemical Co  
(Deposition, Retention Agent) Bivert  
United Agri-Products

**Defoamer**

Agro Chem Inc  
Applied Biochemists Inc  
(Silicone-based) Spa-Trine No-Foam  
W A Cleary Chemical Corp  
(Dimethylsiloxane Suspension) Cleary’s  
Faesy & Besthoff Inc  
Defoamer & Unfoamer  
Hopkins Agricultural Chemical Co  
Kalo Agricultural Chemicals  
Lakeshore Equipment & Supply  
(Dimethylpolysiloxane) Lesco  
Defoamer  
Miller Chemical & Fertilizer Corp  
Montco Products Corp  
(Silicone) Zapi  
Naico Chemical Co  
Naico 2151  
Rigo  
Rigo D-Fome  
Stull Chemical Co  
(Deposition & Retention Agent) Bivert  
United Agri-Products

**Drift Retardent**

Agro Chem Inc  
W A Cleary Chemical Corp  
(Blend of non-ionic Surfactants &  
Magnesium Silicates) Drift Proof

**Colored Fertilizer, Tree**

Adco Works  
Eeesy Grow  
Agro Chem Inc  
American Pelletizing Corp  
(Pelletized Calcium Sulfate, Gypsum)  
Reveille  
BFC Chemicals Inc  
(Urea Formaldehyde) Nitroform Powder  
Blue  
Chevron Chemical Co  
Nutrient Spray D

**C-I-L Inc**

Sulfur Coated Urea  
W A Cleary Chemical Corp  
(Liquid Ureaform Suspension) FLUF;  
(Blended Liquid Ureaform Suspension)  
16-2-5  
Creative Sales Inc  
Medicap ZN, Medicap FE, Medicap MN,  
Medicap MD  
Cumberland International Corp  
(Zinc) Liquid Zinc Chelate  
Davey Tree Expert Co  
Davey Arbor-Green  
Estech Inc (IL)  
Gro-Tone, Vigoro  
Faesy & Besthoff Inc  
F&B  
Great Salt Lake Minerals & Chemicals  
Corporation  
GSL Sulfate of Potash  
Lakeshore Equipment & Supply  
Lesco Liquid  
Lebanon Chemical Corp  
Lebanon Tree Food  
Leffingwell Chemical Co  
(Chelated Iron) Nutra Phos, Sorba  
Spray, Vitatone  
Lofts Seed Inc  
(Sulfur coated Urea) Lofts Professional  
Lawn Food  
J J Mauget Co  
Zinc Stemix, Stemix, Iron-zinc Stemix  
MCI Agsystems  
(Agri-form and other fertilizers)  
NATIONAL CHEMSEARCH  
(Indol 3-Butyric acid) Promonite; (liquid  
NITROFORM PULVER)  
SRF-27  
Orion Chemical Inc  
Plant Marvel Laboratories Inc  
(25-15-10) Tree & Shrub Special; Plant  
Marvel  
Sierra Chemical Co  
Agriform  
United Agri-Products  
US S Agri-Chemicals Div US Steel  
US S Vertagreen

**Fertilizer, Turf**

J & L Adikes Inc  
GRO-WELL  
Agro Chem Inc

---

**We could not buy it so we made it.**

This Fertilizer Spreader will do the work of at least 3 men  
with walking spreaders. Fan is operated by hydraulic  
system. Covers as little as 5 ft. as much as 30 ft. Turning  
radius about 4 ft. Dealers wanted.

**Write:** Oliver Godwin  
3530 South Pine, 5C  
Ocala, Fla. 32671

**904-351-1918**

---

Circle No. 123 on Reader Inquiry Card

---

Circle No. 123 on Reader Inquiry Card
THE PROFESSIONAL LAWN CARE ASSOCIATION OF AMERICA CORDIALLY INVITES YOU TO THE 4TH ANNUAL CONFERENCE AND TRADE SHOW, NOVEMBER 8 TO 10, INDIANA CONVENTION TRADE CENTER, INDIANAPOLIS, INDIANA.

The Lawn Care industry will gather in Indianapolis this November for three exciting days of growing, learning and enjoying at the 4th Annual PLCAA Conference and Trade Show.

CONFERENCE PROGRAM: Meet with leading experts and colleagues from across the country. Talk shop, share problems and solutions, and exchange ideas. The 1983 conference program includes some of the top pros in the turf industry. You'll get practical, no-nonsense advice on the hot topics: • What's new in agronomics • Better business practices • Government regulations that affect your business • Effective management.

TRADE SHOW: Preview supplier products, equipment and services in the spectacular Indiana Convention Trade Center. Major industry manufacturers and suppliers will be on hand to demonstrate their product and answer your questions.

KEYNOTE SPEAKER: The 1983 PLCAA Keynote Speaker will be the dynamic Jack Van Fossen, President and Chief Executive of Chemlawn Corporation. Meet the driving force behind Chemlawn, one of the remarkable success stories in the turf industry.

EARLY BIRD REGISTRATION: Make plans to arrive early Monday, November 7th, and take advantage of the Early Bird Registration and Reception Theme Party. Register, meet old friends, (and make some new ones), relax and be fresh and ready to go when the show opens Tuesday morning.

YES! I'm interested in attending PLCAA's 4th Annual Conference and Trade Show. Send me more information on:

☐ REGISTRATION  ☐ EXHIBITING  ☐ MEMBERSHIP

NAME _________________________________

COMPANY ________________________________

ADDRESS ________________________________

CITY, STATE, ZIP __________________________

Mail to: Professional Lawn Care Association of America
1225 Johnson Ferry Road, NE • Suite B220 • Marietta, Georgia 30067
F. D. KEES MFG. CO. Beatrice, Nebr. 68310

Since 1874

Circle No. 130 on Reader Inquiry Card

KEES 36"
HEAVY-DUTY
Commercial MOWER

Model 36110H

CHANGE SPRAY TIPS CLEAN STRAINERS IN SECONDS... WITHOUT TOOLS!

New QuickJet System

CHECK THESE PERFORMANCE FEATURES:

- Powerful 11 h.p. Briggs I/C or Honda synchro-balanced engine
- Fingertip clutch, brake and power turning control levers on each handle
- Sleek deck design and drum wheel brakes for positive, close quarter mowing
- Unique V-flanged front deflectors help prevent damage to yard decorations, monuments, etc.
- Baffled design for clean and safe grass discharge. OPTIONS: Riding sulky and large 3-bu. capacity grass catcher.

For more information, write F.D. Kees, P.O. Box 1024, Beatrice, Nebraska 68310 Phone (402) 223-2391.

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When your job depends on stopping gypsy moths and other pests, depend on ORTHENE.

ORTHENE® Tree & Ornamental Spray is the professional way to kill gypsy moth larvae... plus a wide range of other insects. It kills on contact, then keeps killing with an effective residual action.

Other insects on ORTHENE's list? It also works on aphids, bagworms, birch leafminer, tent caterpillar, Douglas fir tussock moth larvae, webworms, scales, California oakworm, spring and fall cankerworms, Nantucket pine tip moth larvae and adult root weevil.

See your ORTHO Distributor or send in the coupon for more information—make your job easier, with ORTHENE.

AVOID ACCIDENTS: For safety, read the entire label including precautionary statements. Use all chemicals only as directed.

Mail to:
R. G. Gras.
Chevron Chemical Company,
575 Market Street,
San Francisco,
CA 94105

ORTHENE
YOU CAN DEPEND ON IT.
Cut the Cost of Soil Management...

No other product can give you the results and still cut soil management costs like PENE-TURF Soil Treatment. PENE-TURF costs only about $8 an acre to apply...you can treat twice the acreage at less than half the cost of similar products!

And what results! Golf course superintendents and professional turf managers across the nation are finding that PENE-TURF improves aeration...helps establish better rooting...eliminates wet and dry spots...helps curb erosion...and so much more.

Find out for yourself...write or call today for FREE information about PENE-TURF...the best solution for soil management.

Dealerships available in some areas. Write or call today!

...use PENE-TURF.
A BLANKET SOLUTION FOR YOUR BUNKER PROBLEMS

ROCKS  WEEDS  DIRT  WATER

TREVIRA® SPUNBOND from Warren's

This revolutionary new geotextile fabric can be your "Security Blanket" against today's ever increasing course maintenance costs! A simple installation of Trevira® Spunbond as shown here will effectively eliminate such bunker nightmares as dirt...rocks...and weeds while allowing complete water drainage...no more wading pools in your sand traps! And, Trevira® Spunbond will stand the test of time because it's impervious to soil chemicals. When properly installed, mechanical sand rakes and even those deadly deep digging sand wedges will not affect it! You'll also find Trevira® Spunbond the ideal and economical solution for such applications as reinforcing cart paths, erosion control, drainage, greens liners, and much more.

Available in easy-to-use rolls, Trevira® Spunbond is produced in weights ranging from 4.5 to 16 oz/yd². For applications literature on our "Security Blanket" and dealer locations, call or write Warren's Seed-Special Products Division.

You'll sleep better for it!

SEED-SPECIAL PRODUCTS DIVISION
P.O. Box 459, Suisun City, CA 94585, (707) 422-5100
Corporate Office: 7502 S. Main St., Crystal Lake, IL 60014, (815) 455-5100

Trevira® Spunbond is a registered trademark of Hoechst AG. Warren's is an authorized distributor of Trevira® Spunbond.

Circle No. 161 on Reader Inquiry Card
Herbicides, Aquatic

Agro Chem Inc
Aquashade Inc
Chevron Chemical Co
Clean-Flo Laboratories Inc
Ciba-Geigy Corp
PBI Gordon Corp
Orion Chemical Inc
Nalco Chemical Co
Monsanto Co
J & L Adikes Inc
Union Carbide Ag Prod Co
United Agri-Products

Herbicides, Nonelective

J & L Adikes Inc
Bonide Chemical Co
Ciba-Geigy Corp
PBI Gordon Corp
Dichlobenil Granules) Acme Norosac 10-G
Rhone-Poulenc Inc Agrochemical Div
(Dimethylamine salt, 2, 4-dichlorophenoxyacetamide) Chico Turf
Herbicide D; (Dimethalanamine salt, 2 (2-methyl) 4-chlorophenoxy propionic acid) Chico Turf Herbicide MCPP
Rigo Co
Shell Chemical Co
United Agri-Products

Herbicides, Postemergence Selective

The Andersons
BASF Wyandotte Corp
Basagran
BFC Chemicals Inc
Bonide Chemical Co
Drexel Chemical Co
Rigo Co
Shell Chemical Co
Sina-Gel-Ly Products

Herbicides, Preemergence

The Andersons
Tee Time
BFC Chemicals Inc
Prograss
Eptam, Dachthal, Supra
Bonide Chemical Co
Eptam, Dachthal, Supra
Bonide Chemical Co
Dexel Chemical Co
Rigo Co
United Agri-Products

Insecticides, Tree

J & L Adikes Inc
GRO-WELL
American Cyanamid Co
Malathion

BFC Chemicals Inc
(Bendiocarb) Turcam

Bonide Chemical Co
(Dipel, Metasystox R, Cygon, Lindane, Kelthane, Rotenone, Pyrethrins, Disyston, Malathion, Methoxychlor, Sevin, Diazinon) Bonide

Chevron Chemical Co
(Dibrom 8) Orthene Tree & Ornamental Spray

Ciba-Geigy Corp
(Diazinon) Diazinon

Conrel

Creative Sales Inc
(Orthene) Acacap 97

Drexel Chemical Co
(Carbaryl) Drexel Carbaryl 4L & 2L;
(Methoxychlor) Drexel Methoxychlor 4L;
(Diazinon) Drexel D-264-4E;
(Endosulfan) Drexel Endosulfan 2EC

Lebanon Chemical Corp

Mallinckrodt Inc
Bendiocarb, Dycarb, (Diazinon & Methoxychlor) Dymet;
(Methoxychlor) Dymet

J J Mauget Co
(Metasystox R) Inject-A-Cide; (Technical Bidrin) Inject-A-Cide "B"

National Chemsearch
(Dursban/DDVP) Dichloron; (Disyston) Stem-AX

Orion Chemical Inc

Prentiss Drug & Chemical Co
(Diazinon) Prentox

Rhône-Poulenc Inc Agrochemical Div
(Phosalone) Zolone EC
Rigo Co
(Diazinon) Rigo Diazinon A-C 500;
(Malathion) Rigo Malathion SE

Rohm & Haas Co
Kethane, Kelthane
Shell Chemical Co
(Monocrotophos) Azodrin 5WM;
(Methomyl) Nudrin 1.8S; (Methomyl)
Nudrin 90WS; (Fenvalerate) Pydrin 2.4EC;
(Fenbutatin-Oxide) Vendex 50WP;
(Fenbutatin-Oxide) Vendex 50WSB

Stauffer Chemical Co
Imidan

Union Carbide Ag Prod Co
Sevin

United Agri-Products
Zoecon Corp Ag Chem Div

Insecticides, Turf
American Cyanamid Co
The Andersons
Tee Time

BFC Chemicals Inc
(Bendiocarb) Turcam

Bonide Chemical Co
(Dipel, Methoxychlor, Mesurol, Pyrethrin, Diazinon, Sevin, Dursban, Aspon, Oftanol, Malathion) Bonide

Ciba-Geigy Corp
(Diazinon) Diazinon

Conrel

C B Dolge

Dow Chemical USA
(Chlorpyrifos) Dursban

Drexel Chemical Co
(Carbaryl) Drexel Carbaryl 4L & 2L;
(Diazinon) Drexel D264-4E

Estech Inc (IL)
(Diazinon, Dursban) Vigro

Hooker Chemical

Hopkins Agricultural Chemical Co
(Diazinon, Malathion)

Lakeshore Equipment & Supply

Lesco Oftanol & Fertilizer, Lesco Dursban, Lesco Diazinon

Lebanon Chemical Corp

Lofts Seed Inc

(Diazinon) Insect Killer

Mallinckrodt Inc
Diazinon & Methoxychlor, Dymet

Mobay Chemical Corp Agri Chem Div
(Isopenphos) Oftanol

National Chemsearch
(Dursban/DDVP) Dichloron

Orion Chemical Inc

PBI Gordon Corp
(Sevin) Gordons Carbamec

Prentiss Drug & Chemical Co
(Diazinon) Prentox

Rigo Co
(Diazinon) Rigo; (Dursban) Rigo Lawn & Ornamental

Rohm & Haas Co
Kelthane

O M Scott & Sons Co Proturf

Stanford Seed Co
(Diazinon + 18-3-5) Old English

SOLO'S JET SET

THE JET SET IS "IN" —
WE WANT YOU IN TOO!

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INvaluable for agriculture, horticulture, pest control, sanitary and industrial application, or just around the house and campsite.

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INdispensable for applying many cleaning solutions, all approved pest control and agri-chemical formulas, including herbicides.

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(804) 245-4228 Telex 825664
Canada: Box 464, Burlington, Ontario L7R 3Y3

Circle No. 150 on Reader Inquiry Card

SEPTEMBER 1983/WEEDS TREES & TURF 75
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<th>Chemicals continued</th>
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<tr>
<td>Stauffer Chemical Co</td>
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<td>Aspen</td>
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<td>Tuco Ag Chemicals</td>
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<td>(Trichlorfon)</td>
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<td>Proxol</td>
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<td>Union Carbide Ag Prod Co (Carbaryl) Sevin</td>
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<td>United Agri-Products</td>
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<td>USS Agri-Chemicals Div US Steel</td>
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<td>Mobay Chemical Corp Agri Chem Div</td>
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<td>United Agri-Products</td>
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<thead>
<tr>
<th>Mulches, Erosion Control</th>
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<tbody>
<tr>
<td>American Excelsior Co</td>
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<tr>
<td>(Excelsior Blanket)</td>
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<td>Curlex</td>
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<tr>
<td>Anderson's Erosion Control Inc</td>
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<td>Grass Mulch</td>
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<td>Cal-Fiber Co</td>
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<td>Conwed Corp</td>
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<td>Grass Fiber Inc</td>
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<td>(Cellulose Fiber)</td>
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<td>Grass Mulch</td>
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<td>Grass Growers Inc</td>
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<td>Terra Tack</td>
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<td>Gulf States Paper Corp</td>
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<td>Jacklin Seed Co</td>
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<td>National Bark Sales</td>
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<td>(Western Red Cedar Bark)</td>
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<td>S P R A-Mulch</td>
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<td>(Hydromulch) Tur Fiber</td>
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<td>(Wood Mulching Fibers)</td>
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<tr>
<td>Bonide Chemical Co</td>
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<td>(Vapam) Bonide Soil Fumigant</td>
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<td>Estech Inc (IL)</td>
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<td>(Vapam) Vigoro, Gro-Tone</td>
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<td>Mobay Chemical Corp Agri Chem Div</td>
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<td>(Fenamiphos) Nemacur</td>
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<td>Rhone-Poulenc Inc Agrochemical Div</td>
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<td>(Ethprop) Mocap</td>
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<td>Vapam</td>
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<th>Repellents, Animal</th>
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<tr>
<td>Hopkins Agricultural Chemical Co</td>
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<tr>
<td>(Thiram) Thiram 42-S</td>
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<tr>
<td>Leffingwell Chemical Co</td>
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<td>Hinder</td>
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<tr>
<td>Orion Chemical Inc</td>
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<th>Repellents, Bird</th>
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<td>Bonide Chemical Co</td>
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<td>Crow-Tex</td>
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<td>Conwed Corp</td>
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<td>National Bird Control</td>
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<td>Roost-No-More</td>
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<tr>
<td>Orion Chemical Inc</td>
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<tr>
<td>Stanford Seed Co</td>
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<td>Borderland Black, Crow Chex, Stanleys</td>
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<tr>
<th>Root Killer</th>
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<tbody>
<tr>
<td>Applied Biochemists Inc</td>
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<tr>
<td>(Copper Sulfate) Rootrine</td>
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<tr>
<td>Faesy &amp; Besthoff Inc</td>
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<td>(Copper Sulphate)</td>
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<th>Soil Conditioner</th>
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<tr>
<td>Agro Chem Inc</td>
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<tr>
<td>American Pelletizing Corp</td>
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<td>(Pelletized Limestone &amp; Dolomite)</td>
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<td>Revelle</td>
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<td>Aquatrols Corp of America</td>
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<td>Cal-Sul, Granulime, Revelle</td>
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<tr>
<td>W A Cleary Chemical Corp</td>
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<tr>
<td>(Humate Concentrate) Turf Gro</td>
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<td>C B Dolge</td>
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<td>Estech Inc (IL)</td>
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<td>(Perlite) Vigoro</td>
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<td>Four Star Agricultural Services Inc</td>
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<td>(Ammonium Laureth Sulfate) Pene-Turf</td>
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<td>Grass Fiber Inc</td>
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<td>(Cellulose Fiber) Garden Mulch</td>
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<td>Grass Growers Inc</td>
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<tr>
<td>(Seaweed Extract) Terra Plus</td>
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<td>ICI</td>
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<tr>
<td>International Reforestation Suppliers Inc</td>
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<td>Lakeshore Equipment &amp; Supply</td>
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<td>Lesco Wet/Lescozyme</td>
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<tr>
<td>National Bark Sales</td>
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<tr>
<td>(Bark) Top 'N Turf</td>
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<tr>
<td>Super Moisturizer</td>
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<tr>
<td>Terra Sorb</td>
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<td>Michigan Peat Co</td>
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<td>(Hort Sphagnum, Sphagnum Peat Moss)</td>
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<tr>
<td>Garden Magic</td>
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<td>Nalco Chemical Co</td>
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<td>Nalco 2190</td>
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<td>National Chemsearch</td>
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<tr>
<td>(water soluble Iron) Ferate; (natural organic extract) Nature-Aid; (an ionic blend of penetrants) Turf-Tonic</td>
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<tr>
<td>Oli-Dri Corp of America</td>
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<td>Terra Green</td>
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<td>United Agri-Products</td>
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<tr>
<td>United States Gypsum Co</td>
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<tr>
<td>(Gypsum) Sof’N-Soil</td>
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<td>USS Agri-Chemicals Div US Steel</td>
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<thead>
<tr>
<th>Sticker Extender</th>
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<tbody>
<tr>
<td>BASF Wyandotte Corp</td>
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<tr>
<td>Citotex Plus</td>
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<tr>
<td>Bonide Chemical Co</td>
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<tr>
<td>Bonide Spreader Sticker</td>
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<tr>
<td>Chevron Chemical Co</td>
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<tr>
<td>Chevron Spray Sticker</td>
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<tr>
<td>W A Cleary Chemical Corp</td>
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<tr>
<td>(Polymer &amp; Non-ionic Surfactant) Wet ‘N Hold</td>
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<tr>
<td>Cumberland International Corp</td>
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<tr>
<td>(Adjuvant) Ag-Chem Activator</td>
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<tr>
<td>Encap Products Co</td>
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<td>Spray-Stay</td>
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<td>Hopkins Agricultural Chemical Co</td>
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<td>Pyiac</td>
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<td>Kalo Agricultural Chemicals</td>
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<tr>
<td>BioFilm</td>
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<td>Lakeshore Equipment &amp; Supply</td>
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<td>Lesco Spreader Sticker</td>
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<td>PBI-Gordon Corp</td>
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<td>Exalt 800</td>
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<td>Rigo Co</td>
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<td>Rigo Spreader w/defoamer; Spray-Ad CVF</td>
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<td>Rohm &amp; Haas Co</td>
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<td>Triton</td>
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<td>Stull Chemical Co</td>
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<tr>
<td>(Deposition &amp; Retension Agent) Bivert</td>
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<td>Superior Fiber Products Co</td>
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<td>Fiber-Lock</td>
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<tr>
<td>Will-Pruf Products Inc</td>
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<td>Spray-Stay</td>
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<th>Tree Dressings</th>
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<tr>
<td>J &amp; L Adikes Inc</td>
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<tr>
<td>GRO-WELL Tree Paint</td>
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<td>Bartlett Mfg Co</td>
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<tr>
<td>Bonide Chemical Co</td>
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<tr>
<td>(Asphalt) Bonide</td>
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<td>Samuel Cabot Inc</td>
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<td>(Healing Paint) Cabot's Tree</td>
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<td>Coopers Creek Chemical Corp</td>
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<tr>
<td>Lakeshore Equipment &amp; Supply</td>
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<td>Lesco Pruning Spray</td>
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<th>Wetting Agents</th>
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<td>Agro Chem Inc</td>
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<td>Aquatrols Corp of America</td>
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<td>Aqua-Gro ‘L’, Aqua-Gro ‘S’</td>
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<td>BASF Wyandotte Corp</td>
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<td>Citotex Plus</td>
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<td>Chevron Chemical Co</td>
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<tr>
<td>Chevron Spreader</td>
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<tr>
<td>W A Cleary Chemical Corp</td>
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<tr>
<td>(Blended Nionic Surfactant) All Wet; (Blend of Ethoxylated Fatty Acids &amp; Ethers)</td>
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<td>Drexel Chemical Co</td>
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<td>Drexel Wetz</td>
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<td>E L du Pont de Nemours &amp; Co</td>
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<td>Surfactant WK</td>
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<td>Hopkins Agricultural Chemical Co</td>
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<td>Lesco Wet</td>
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<td>Montco Products Corp</td>
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<tr>
<td>(Surfactants, non-ionic) Surf-Side</td>
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<td>Mallinckrodt Inc</td>
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National Chemsearch
(an ionic blend of penetrants) Turf-Tonic; (non-ionic blend of penetrants) Groundsmaster SWA
Orion Chemical Inc
PBI-Gordon Corp
Gordons Aquazorb
Rigo Co
Rigoette Plus
Rohm & Haas Co
Triton
United Agri-Products

4. Chemical Companies

J & L Adikes Inc
182-12 92nd Ave
Jamaica NY 11423
212-739-4400

Agricultural Service Corp
PO Box 101
Harrisburg OR 97446
503-995-6754

Agro Chem Inc
11150 Addison
Franklin Park IL 60131
312-455-6800

Agro-K Corp
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C P Chemical Co
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Faesy & Beethoven Inc
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Fuest Brothers Inc
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Hoescht Fibers Ind
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816-242-2000

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Montco/Surf-side
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301-583-7937

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Dexter MI 48130
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Midwestern States Fescue Assn
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314-364-1336

Normarc Inc
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Tangent OR 97839
502-926-5801

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Certified Turfgrass Seed Names: Banff KY Bluegrass, Cheri KY Bluegrass, Dormie KY Bluegrass, Flyking KY Bluegrass, Nugget KY Bluegrass, Ram I KY Bluegrass, Touchdown KY Bluegrass, Barone KY Bluegrass, Adelphi KY Bluegrass, Merion KY Bluegrass, Park KY Bluegrass, Canon Canada Bluegrass, Common Canada Bluegrass, Reubens Canada Bluegrass, Agram Chewing Fescue, Jamestown Chewing Fescue, Pennlawn Creeping Fescue, Tournament Hard Fescue, Blazer Ryegrass, Fiesta Ryegrass, Derby Ryegrass, Manhattan Ryegrass, Pennfine Ryegrass, Exeter Colonial Bent Grass, PennCross Creeping Bent Grass,
Subdue gives turf the best protection against Pythium blight and damping-off for the least cost.

Nothing costs less to use than Subdue® to control Pythium blight and damping-off. Because it only takes 1 1/2 fluid ounces of Subdue to cover 1,000 square feet for 10 to 21 days, on established turf.

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That’s why Subdue is the best protection you can get. Because so little goes so far.

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Circle No. 219 on Reader Inquiry Card
Seed Companies continued

Emerald Creeping Bent Grass, Astoria Colonial Bent Grass, Seaside Creeping Bent Grass, Highland Colonial Bent Grass
Otto Pick & Sons Seeds Ltd
RR 2 Box 4
Winnipeg MB R3C 2E6
Canada
204-633-0088

Tangent OR 97389
PO Box 923
Rothwell Seeds Ltd
PO Box 511
Lindsay ON K9V 4S5
Canada
705-324-9591

River Kentucky Bluegrass
PO Box 923
Minneapolis MN 55440
Certified Turfgrass Seed Names: Adelphi Bluegrass; Glade Bluegrass; Eclipse Bluegrass; Barfalla Chewing Fescue; Penncross Bent; Pennagile Bent; Prominent Bent; Bardot Bentgrass; Pennatt Perennial Ryegrass

* O M Scott & Sons Co Proturf Div
Marysville OH 43040
513-644-0011

Certified Turfgrass Seed Names: Adelphi Bluegrass; Glade Bluegrass; Eclipse Bluegrass; Barfalla Chewing Fescue; Penncross Bent; Pennagile Bent; Prominent Bent; Bardot Bentgrass; Pennatt Perennial Ryegrass

Sunbelt Seeds Inc
2055 Tucker Industrial Rd
Tucker GA 30084
404-491-1311; 800-241-9451
Certified Turfgrass Seed Names: Marlengreen, Rebel, Falcon, Clefmine, U-3 Bermuda

Tee-2-Green Corp
PO Box 250
Hubbard OR 97032
503-981-9571
Certified Turfgrass Seed Names: Penn Cross, Penn Eagle

Turf Plantation
202 E Washington
Jonesboro AR 72401
501-972-5549
Certified Turfgrass Seed Names: Tifway 419, Tifway 328

* Turf-Seed Inc
PO Box 250
Hubbard OR 97032
503-981-9571
Certified Turfgrass Seed Names: Ryegrass: Citation, Omega, Birdie, Oregreen, Manhattan, KY Bluegrass: Columbia, Shasta, Midnight; Fine Fescue: Fortress, Shadow; Hard Fescue: Waldina, Aurora; Olympic Tall Fescue

Vaughan’s Seed Co
5300 Katrine Ave
Downsers Grove IL 60515
312-965-6300

Certified Turfgrass Seed Names: Adelphi KY Bluegrass, Citation Perennial Ryegrass

Seaboard Seed Co
PO Box 117
Bristol IL 60512
312-553-5801

Seed Production & Introduction Corp (SPIC)
PO Box 923
Minneapolis MN 55440
612-781-8011

Certified Turfgrass Seed Names: Pennfine Perennial Ryegrass, Rugby KY Bluegrass

South Dakota Seed Co
RD #1 Box 320
Denver PA 17517
215-267-380

Certified Turfgrass Seed Names: Rugby Bluegrass, Pennfine Ryegrass

Sunbelt Seeds Inc
2055 Tucker Industrial Rd
Tucker GA 30084
404-491-1311; 800-241-9451
Certified Turfgrass Seed Names: Marlengreen, Rebel, Falcon, Clefmine, U-3 Bermuda

Stanford Seed Co
560 Fulton St
PO Box 366
Buffalo NY 14240
716-825-3300

Certified Turfgrass Seed Names: Koken Chewing Fescue, Old English, Crown Vetch, Pennfine Perennial Ryegrass, Rugby Kentucky Bluegrass

* Warren’s Turf Nursery Inc Seed Div
PO Box 459
Suisun City CA 94585
800-826-8873
Certified Turfgrass Seed Names: A-34 Ben Sun KY Bluegrass

* Whitney Dickinson Seeds Inc
52 Leslie St
Buffalo NY 14211
716-896-1111
Certified Turfgrass Seed Names: Pennfine Perennial Ryegrass, Manhattan Perennial Ryegrass, Manhattan II Perennial Ryegrass, Rugby Kentucky Bluegrass

For Information Contact Your Nearest Ransomes Distributor

EAST
Bearco, Inc. (Northern OH)
Cleveland, OH 44136, 216/238-2442

Brodrick Equipment, Inc. (Upstate NY)
Rochester, NY 14606, 716/247-5218

The Clapper Co. (ME, VT, RI & Eastern MA)
West Newton, MA 02165, 617/244-7900

Conaway, Inc. (MD, Northern VA & Washington DC)
Lawrence, PA 15055, 412/341-6447

EDM Distributors, Inc. (CT, VT & Western MA)
Agawam, MA 01001, 413/786-6977

S. P. Lummus Supply Co. (Eastern PA)
Pottstown, PA 19464, 215/327-4920

Ross Lawn Equipment (Upstate NY)
Tonawanda, NY 14150, 716/891-7642

Steven Willand, Inc. (NJ, NY & LI)
Fairfield, NJ 07006, 201/227-5556

SOUTH
Adam Metal & Tractor, Inc. (Eastern NC & Eastern SC)
Conway, SC 29526, 803/365-5501

Chemical & Turf Specialty Co., Inc. (TX & OK)
Dallas, TX 75238, 214/341-9110

Florida Outdoor Equipment, Inc. (FL)
Orlando, FL 32804, 305/295-5010

Hudson Small Engine Sales (AL)
Huntsville, AL 35805, 205/536-9637

Lawn Care Sales & Service (TN)
La Vergne, TN 37086, 615/793-6052

South Central Turf Equipment (MS & LA)
Jackson, MS 39209, 601/922-7437

Spain Distributing Co. (Western NC & Western SC)
Charlotte, NC 28210, 704/552-9582

Stovall & Company, Inc. (GA)
Atlanta, GA 30318, 404/352-1555

MIDWEST
Brenton Lawn & Turf Corp. (KY & Southern OH)
Louisville, KY 40299, 502/491-0866

Conniff’s Power Equipment, Inc. (IN & Southern OH)
Richmond, IN 47374, 317/395-2444

Eagle Green Corporation (IN & Western IA)
Omaha, NE 68114, 402/334-9019

General Turf & Grounds Equipment Co. (MO)
Columbia, MO 65205, 314/844-4465

Ideal Mower Sales (MI & Western OH)
Ferndale, MI 48220, 313/541-4200

Kaye Corporation (MN & ND)
Mankato, MN 56001, 507/345-5083

Olsen Distributing Company (IL)
Barrington, IL 60010, 312/381-9333

WEST
Colorado Outdoor Power Equip., Inc. (CO, WY & NM)
Denver, CO 80223, 303/733-4651

J. & J. Power Equipment, Inc. (OR)
Eugene, OR 97402-0129, 503/344-1483

Jenkins Machinery Company (CA)
Concord, CA 94520, 415/865-6645

Turf-Go Northwest (WA & OR)
Seattle, WA 98133, 206/771-4885

Ward Enterprises, Inc. (UT)
Salt Lake City, UT 84104, 801/972-3287

CANADA
Consolidated Western Ind. Co., Ltd.
(Alta & Sask)
Edmonton, Alta T5S 1H4, 403/484-7181

Duke Lawn Equipment Ltd. (Ont & Maritime Provinces)
Burlington, Ont L7S 1W6, 416/837-5216

Par Equipment Ltd. (Man)
Winnipeg, Man R1E 3J8, 204/775-9888

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Vancouver, B.C. V5T 1H8, 604/874-6404

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See your Ransomes Bob Cat distributor or call Ransomes, Inc., One Bob Cat Lane, Johnson Creek, WI 53038, (414) 699-2000.

RANSOMES

BOB-CAT

The grass machine.

Circle No. 147 on Reader Inquiry Card
Great Expectations

Survey shows dealer/distributors increasing inventories, upgrading advertising and promotion to meet expected new sales demands.

Dealers and distributors are expecting sales to increase in 1983 with more than 60 percent of those polled in an informal WEEDS TREES & TURF survey bolstering their inventories to meet the expected demand.

An increase in promotion and advertising is also evident as distributors gear-up for what they expect will be an upturn in business. Competition, however, is keen, with 85 percent of those participating in the survey agreeing price-cutting to get business and bids is becoming more prevalent.

"It seems that other dealer/distributors are bidding now that didn't seem to be interested before, and furthermore, are slashing prices to get this new business," said one distributor.

Most others concur. "In several of our geographic areas, competition, primarily involved in general agriculture, has come into the turf and ornamental field with lower-than-normal pricing," said another distributor.

Like it or not, some dealer/distributors have been forced into the price-cutting war. "Our competition overstocked and now they are quoting ridiculously low prices. We have to react," said one disgruntled distributor.

Others refuse to cut prices. "It is common for our competition to do it, but one cannot cut prices and stay in business, so we're hanging tough," replied one.

Others said they are picking up new customers and keeping the old ones without price cutting.

Sixty-four percent are not interested in taking on new lines that compete with products they already carry.

The majority of questionnaires were answered by top management people. Seventy percent of the respondents were involved in some form of chemicals distribution and 65 percent in landscape equipment. Only 7.5 percent dealt with farm equipment. The golf course superintendent and parks and schools maintenance managers are the survey respondents' most important customers. The least-serviced categories were airports, arborists, estate gardeners and sod growers. Only 23 percent were involved in the homeowner market.

On the average, dealer/distributors collected $821,050 annually in gross receipts from golf and landscape customers.

EQUIPMENT

Of the equipment distributors polled, 83 percent have seen business in their service departments pick up with an average turnaround time of four days for equip-
The golf course superintendent and parks and schools maintenance managers are the survey respondents’ most important customers.

More than 70 percent offer on-location repair service for the equipment they sell. Sixty-four percent are not interested in taking on new lines that compete with products they already carry.

“...with Atrinal, the spray that keeps your shrubs the way you trimmed them. Just trim once in the spring. Then spray once with Atrinal. (Where the growing season is longer, you may want to spray again in early fall.) Now hang up your pruning shears for the rest of the year.

Atrinal systemic growth regulator inhibits apical bud growth, promoting lateral branching for lusher, fuller plants that keep their shape. Atrinal can also be used to suppress flowering and fruit set of ornamental olives and certain other species. And application is safe and easy.

For more information, write for the Atrinal Landscape Maintenance brochure.

Less than 1 percent of the chemical distributors custom formulate their own line of chemicals for the landscape industry. The few who do are trying to “offer a unique product” or “to make money.”

CHANGING BUSINESS

Everyone, to some extent, however, is changing his business to meet the growing demands on a growing market. The survey showed the highest increase was in the advertising and promotion areas. Decisions to exhibit at regional trade shows are on the increase as are adding product lines such as specialty items, seasonal supplies, more fertilizers and fungicides, sweepers, chain saws, brush cutters and mowers. More than 50 percent of the respondents have increased their sales force and the same amount have added educational seminars for customers.

Most dealer/distributors are asking for additional support from the manufacturer, especially in the advertising and service categories.

More companies are adding computer systems and reducing inventories of slow-moving items.

“We're trying to upgrade our technical sales support, while cost-cutting in other areas,” said one respondent.

From all survey indications, the stage is set for an upswing in buying in equipment, seed and chemical areas. Dealer/distributors are gearing-up with well-stocked inventories and more effective advertising and promotion of their products.
A Pair of Aces
Two neighbors realize benefits of private over company-owned distributorships.

By Bruce Shank
Executive Editor

Dick Danielson and Dennis Schmid felt fortunate in 1978 when The Toro Company decided to sell its three final company-owned distributorships. They bought one and in five years made Toro Pacific double in size.

This June they were dealt a second ace when Cushman/OMC Lincoln sold its company-owned store, Cushman Motor Sales, to Danielson and Schmid. A pair of aces.

"Our success had been based greatly on manufacturers realizing privately-owned distributorships outperform company-owned ones," says Schmid. "Customers want full service and manufacturers want return on investment. The private distributor is able to provide both."

Today, Toro Pacific has its headquarters in City of Industry, and three branch offices in Cerritos, San Diego, and Palm Desert. "We intend to expand vertically, not geographically," Danielson says. "The addition of the Cushman line fits our goals well."

"Customers want full service and manufacturers want return on investment." Schmid.

Danielson worked for The Toro Company for 19 years, 14 in the irrigation division in Riverside. He joined The Toro Company after graduating from the University of Minnesota with a communications degree. In 1978, he was national sales manager of Toro Irrigation.

Schmid worked for Dearborn Chemical, a division of W.R. Grace. His education includes advanced degrees in both science and business. For 13 years he worked in Dearborn's sales and marketing department.

Both men are knowledgeable in sales and apply their expertise to each of the three divisions of Toro Pacific. All 23 sales people receive individual sales training including a paid consultant. Six two-hour workshops are provided.

Outdoor power equipment sales is divided into consumer and commercial. A dealer network of 175 people sells consumer turf products. Toro Pacific provides support with parts, service, technical information and advertising. Commercial equipment is sold directly to users by Toro Pacific's own sales force in four locations.

Irrigation is the third division. "We have roughly 70 percent of the golf irrigation business in Southern California," says Danielson. "We are very careful not to compete with irrigation designers."

"Most irrigation is put in per specifications," says Schmid. "We provide designers specifying irrigation systems with details on Toro Irrigation products and help them any way we can. We do not compete with them in designing systems."

According to Schmid, the Irriga-
Division is a sales hybrid. "We sell direct to installers, golf courses and municipalities, but the lion's share is sold through 40 irrigation wholesale supply houses in the area."

Toro Pacific does not plan expansion into the chemical business. "We couldn't do justice to chemicals, seed or nursery plants," says Danielson.

"We doubled our sales in the first five years and we intend to double them again in the next five." Schmid.

In addition to Toro and Cushman products, Toro Pacific sells allied products from other manufacturers. These include golf accessories from Standard and Par Aide, spreaders from Lely and Vicon, aerators from Dedoes, Ryan, and Multicore, tractors from Mitsubishi, and Dihautsu and Sand Dancer turf vehicles.

Toro Pacific backs up its products with a service department of 8 mechanics and four radio-dispatched service technicians. The City of Industry office has 8,000 square feet of service area and more than 100,000 square feet of inventory and storage space.

The distributor's territory is from San Louis Obispo to the Mexico border in California, nearly 250 miles wide and 400 miles long. In that region are many dynamic buyers. Two are Environmental Care and Cal Golf and Tennis, both multi-million dollar buyers of turf equipment which are expanding outside California.

The future is bright for Toro Pacific. "We doubled our sales in the first five years and we intend to double them again in the next five," claims Schmid. "With the economy on the mend, an assortment of new products from Toro, and the addition of complementary product lines like Cushman, we will accomplish our sales goals."
Top: Machinery awaits repair outside the Porter Brothers service department.
Bottom: Joe Porter, president and chief executive officer of Porter Brothers, Inc.

Porter Brothers, Inc.

Planned growth, computers and communication keep North Carolina distributorship's sales better than ever.

By Maureen Hrehocik
Associate Editor

It all started back in 1949 with a company called the Carolina Chain Saw and Equipment Co., three employees and one product—McCulloch Chain Saws. Thirty-four years and a name change later, Porter Brothers, Inc., in Shelby, NC, an exclusively wholesale distributorship, does in excess of $35 million annually, employs more than 120 people and represents such manufacturers as Jacobsen, Cushman, U.S.S. Fertilizer, Heckendorf, National, Turfco, Smithco, Mott, Snapper, Yazoo, Merry Tiller, Green Machine, McCulloch, Koehring, Flymo, Topper, Carlton and Giant Vac.

Joseph M. Porter is president and chief executive officer of the company. His brother, Paul, is chairman of the board. W. Robert Porter, now deceased, founded the company. His brother, James, served as vice president until his death in 1979.

It is Joe Porter, though, who is in the office on a daily basis carrying out the affairs of the company. He prefers people to call him "Joe" and delegates with a quiet authority and soft-spoken manner. He travels once a week, 50 weeks a year in the field to "get a pulse" on what's happening. Communication—to his customers and to his employees—is important to Joe Porter.

Porter Brothers distributorship is divided into two areas: power tool (which is a wholesale operation and accounts for approximately 74 percent of business) and the turf division (products are sold directly to the user, mainly golf courses, making up the other approximately 26 percent). Each area has a little more than 2,000 accounts. Chemicals and fertilizers are sold to turf customers only.

"We're a one-stop shopping center for a turf customer and for a dealer," Porter says.

The company's success is mirrored on the walls of its modest, but expansive, 8-acre Shelby headquarters. Various awards from almost every manufacturer line its walls, including the prestig-
The company has been named for service. Several years to the Jacobsen Gold Award for outstanding distributor. GCSAA show in Atlanta was a repeat winner of the Professor Jake Award. Porter says the company is selective when choosing dealers.

"Our basis for success is keeping a good customer base," Porter explains. "We don't like to over-crowd. We make a selective appointment of dealers. They have to meet certain standards such a physical facilities, finances and buy minimum quantities."

To ensure a long-term relationship with his suppliers, Porter considers the venture a two-way street. "We must represent his entire product line. We want compatible products, not competing."

With more and more new products flooding the market, and with manufacturers coming out with similar products, this is sometimes a difficult area for distributors to handle.

"This competing product lines is a major problem. There are so many products and so many manufacturers making competing products, it's sometimes difficult to get an acceptable share of the market. We'd like to cherry-pick products, but we have to be fair. For example, Merry Tiller is a standard among tillers. Snapper, which we also represent, came out with an almost identical model of tiller. It makes it difficult. We're all trying to grow profitably."

"Service is a key aspect of our company," Porter continued. "We don't sell anything in cartons in the turf division. It is unpacked, inspected and shipped ready to go."

The company provides service through its dealers who are trained at Porter Brothers Field service representatives calling on customers every week.

"We conduct regular service clinics," Porter said. "We schedule calls on dealers regularly. We also solicit service business in the winter when the grass isn't growing."
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Written by an eminent turfgrass scientist, this book provides an ideal reference and guide to all phases of golf course operations including course design and construction, turf management, course administration, irrigation, equipment and disease and pest control. Fully illustrated. $45.00

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SEPTEMBER 1983/WEEDS TREES & TURF 97
tive with dealers.
Porter Brothers uses all media, but especially television because it is more effective in demonstrating how a piece of equipment works.

The company has also devised a PACE program, Promotional Advertising with Consumer Emphasis, that outlines numerous ways an individually-tailored advertising program can help each manufacturer.

“The key is to be innovative, use research and advertising and conduct on-going training programs. We’re very promotion-minded and advertising-minded.”

Porter sees the consumer now spending money, but demanding more value for that money.

“The parts business has definitely picked up,” he says.

Porter says the American manufacturers are realizing the impact of imports in this country.

“For years, U.S. manufacturers were making an inferior product and foreigners got a foothold in the market. It started in the auto and electronics market and has now moved into the outdoor power equipment market. The U.S. is accepting it has a quality problem and is starting to try to correct it. The customer saw he could buy a better mousetrap elsewhere and did. The U.S. has got everything it takes to be a leader in this market. And in this cycle, manufacturers are recognizing the importance of a good, strong distributor. Manufacturers are offering better products, better selection and consumers have regained some confidence.”

And while the economy is boosting his business, the geographical location of Porter Brothers is another “plus.”

“There’s been a diversification in manufacturing in North Carolina,” Porter said. “When I was growing up, it was an agricultural and textile market. Now it’s gotten to be one of the leading financial centers. Our educational system has also improved which bodes well for the future.”

Porter grew up on a farm in Cleveland County in what he considers a rather “industrious” family atmosphere. He inherited his father’s desire to be an entrepreneur. After high school education, Joe Porter became an accountant for an automobile agency. His older brothers had been in sales and equipment. “I’d make the poorest salesman in the world,” he confesses. Even though his management style was different than his brothers’ he decided to join the company in 1951 and became president in 1975. He and his wife, Bea, whom he affectionately calls “mama”, have been married 36 years and have two daughters and two grandchildren.

Porter is an avid golfer and was a founding member of the Outdoor Power Equipment Distributors Association.

“It’s been a good 61 years,” he says with a smile.”

---

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in more than just name.
Sometimes you have to fool Mother Nature

As the Cleveland Browns walked off the Cleveland Stadium field last November following the final game of the season, David Frey went to work.

Frey, hired in August of the same year by Larry Staverman, director of the Stadium Corp., grew up in his father’s landscape and golf course distributorship, Dryfoos Co., in Solon, OH. He had visited many golf courses and commercial sites working for his father after earning his business degree. It was a personal challenge to him and a test of his experience working with Cleveland area superintendents and landscape managers.

The most sobering thought for Frey was the Cleveland Indians were to play an exhibition on the football-worn field in early April. The mid-field area was a turfless quagmire. The solution in past years was to install sod in March. Frey believed he could forgo loosely knitted sod by building a greenhouse over the center field area and seeding perennial ryegrass. Instead of buying 2,000 yards of sod, he wanted to buy only 600 yards and seed the rest.

Quietly, he went to work, building an air-inflated greenhouse, 60 x 180 ft. After seeking help from various greenhouse companies, with bids more than $150,000, he had the Cleveland stadium crew and a balloonist friend, help him build the structure in early March 1983.

On March 10, with the air-supported structure overhead, Frey and his crew seeded with a mixture of Baron Kentucky bluegrass, Manhattan and Derby perennial ryegrass. By the second week of April and the Indians exhibition game, the greenhouse was gone and the football damage was unnoticeable. The outfielders were playing on grass that didn’t move under their feet.

“You have to understand the emotions of sports fans when they enter a huge stadium, see and smell the green carpet of turfgrass, and with beer and hot dogs in hand, yell for their team,” Frey stated. “The fact the grass is real and the players have confidence in their footing is what’s important. Indoor stadiums don’t have the same sense of outdoors that older stadiums do and that’s important to fans.”

Northern outdoor stadia, like Cleveland and Milwaukee, need answers to correcting late fall football damage in time for baseball. David Frey strongly believes he may have one solution.
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New York Botanical Garden, "The New Perennials," Oct. 1, 8:30 a.m. to 5 p.m. Contact Ruth Clausen (212) 220-8719.


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9th Annual Professional Landscape Management School, Indiana State University, Evansville. Nov. 15-16. Contact Allen Boger, Extension Agent, Horticulture Room 202, City-County Building, Evansville, IN, 47708.

Arbor Expo, Philadelphia Civic Center, Nov. 17-19. Contact Daryl Komar, 17 Washington St., Norwalk, CT 06854. (203) 852-0500.


Ohio Turfgrass Conference & Show, Cincinnati Convention & Exposition Center. Dec. 6-8. Contact John Street, OTF, 2021 Coffey Rd., Columbus, OH 43210. (614) 422-2601.

North Central Weed Control Conference, Columbus, OH. Dec. 6-8. Contact Clause Cruse, NCWCC Business Manager, 309 W. Clark St., Champaign, IL 61820.

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SEPTEMBER 1983/WEEDS TREES & TURF 103
counteract the force of winter winds prior to root growth. Deciduous trees and shrubs offer little wind resistance and staking may be unnecessary.

Fall is an excellent time to apply mulches. Mulching helps conserve moisture, discourage weeds, and reduce frost heaving and possible root damage. Composted materials (bark, wood chips, or leaf mold) provide moisture and temperature benefits without taking soil nitrogen to decompose.

Recent research has shown excessively thick layers of mulch, more than three inches, can damage shallow-rooted plants. Mulch depth should be watched and overmulching avoided.

Turf
Sodding new turf areas is still possible through October with good success, depending upon the weather. As one moves south, sodding can continue through November. A rule of thumb is one should be able to mow the sod twice before the onset of winter.

October is a good month for broadleaf weed control. Advantages to fall weed control include reduced damage to deciduous plants by drift and leaching, desired cool-season turfgrasses have time to fill in for weeds before the next weed season (June), and areas shaded by deciduous trees are now sunny.

Difficult to control weeds, such as chickweed and henbit, and standard dicot weeds, such as plantain and dandelion, can be controlled as long as they are actively growing. Standard phenoxy herbicides are still effective in October and burn potential is reduced.

By Douglas Chapman, Dow Gardens, Midland, MI

OCTOBER JOB FOCUS
1. Trees and Shrubs
   a. transplanting
   b. mulching, winter protection
2. Turf
   a. sodding
   b. weed control

October is a key month for transplanting deciduous trees and shrubs, weed control, late season sodding, and winter protection.

Trees and Shrubs
Fall is second only to spring as the best time to transplant deciduous trees and shrubs. Physiologically, plants require less moisture after losing their leaves and becoming dormant. Transplanting success is improved to the 80 to 95 percent range by using balled and burlapped plants.

Basic guidelines for transplanting are: the hole should be 6 to 12-inches deeper and wider than the ball; addition of manure, compost or peat moss to topsoil for conditioning; and mulching with less than 2-3 inches of composted bark, peat moss, or leaf mold.

Plant slightly above the soil level in poorly drained soils and slightly below in sandy, well-drained soils. Soak the soil around the plant thoroughly before mulching.

Staking is generally advised for conifers or evergreens to
GET TOUGH
on
Cut Worms
Chinch Bugs
Sod Webworms
Billbugs, Grubs and
Many Other Insects

PROBLEM SOLVER from page 20

Q: The needles of several spruce trees around our patio have turned a dingy gray. Many but not all of these needles have fallen. Will a fungicide help? (Indiana)
A: A fungicide will help if the problem is caused by a foliage disease. As head of the plant problem diagnostic clinic for tree care, I've seen a marked increase this year in the number of samples having spruce needle-cast. This disease is caused by the fungus, *Rhizosphaera kulkoffii*. The samples have off-color foliage, i.e., the needles were a mottled yellow-green, brownish-purple or chocolate-brown color. If fruiting bodies are present they look like small, black “pimples” and they emerge from the needle pores or stomata. Bordeaux is the fungicide most often recommended. Timing varies but the first application should go on about the first week in June. If the infection is severe repeat once or twice at approximately 14-day intervals.

Another pest problem on spruces with symptoms fitting those you describe is mites. A heavy infestation will cause the foliage to lose its color and appear yellow, reddish-brown, olive-green or gray. To confirm the presence of mites look for eggs, egg shells, silk between the needles or the mites themselves. You will have to look closely because mites are very small animals. A 10X hand lens will help, or beat the foliage. Collect what drops on a white surface. If you see tiny dots scurrying about they are mites. If you could count the legs there would be four pairs for an adult and three pairs on the immatures or nymphs. Mites are not insects and it’s better to use a miticide rather than an insecticide on them. Since spruce mites have many and overlapping generations, more than one miticide application is needed. Also, a superior oil applied while the trees are dormant is effective against the overwintering stages. Oil should be used no more than once a year. Oil may result in a temporary loss of the waxy bloom, especially on blue spruce. The needles should produce more wax and regain their normal color in four to eight weeks.

Q: We have a large purple-leafed plum tree and for several years now limbs have died off. I have pruned them out but it doesn’t stop. I found some gummy stuff coming from what looks like holes. What can we do? (Illinois)
A: A common problem of purple-leaf plum especially older, larger trees is borers. Borers are detected by looking for small, usually circular areas of sap-soaked bark or gummy sap which oozes from wounds caused by these insects. The sappy exudate may be mixed with “sawdust” (larval borings).

Most garden centers carry borer sprays which you could apply not to the trunk and branches. The adult, a clear-winged moth, is controlled with insecticide sprays which are applied in May or June. Pheromone traps are available for this insect (*Synathedon* spp.) and can be used to determine the presence of egg laying moths in your locality.

If there are many small holes as if the tree was blasted with a shotgun, the problem is caused by bark beetles. The “shotholeborer” (*Scolytus rugulosus*) can also be controlled with a borer spray such as Lindane.

Cut out and destroy all borer-infested, dead and dying branches. Keep the tree healthy by watering and fertilizing regularly. Heathy trees are more resistant to borer attack.

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SEPTEMBER 1983/WEEDS TREES & TURF 105
Scientific Guide To Pest Control Operations

by Dr. L.C. Truman

Dr. G.W. Bennett and

Dr. W.L. Butts

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The SCIENTIFIC GUIDE TO PEST CONTROL OPERATIONS is designed to provide a sound basis for studying the scientific aspects of pest control and promote technical competence. It places emphasis on urban and industrial pest problems. This volume also covers the laws and regulations concerning the pest control industry.

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The SCIENTIFIC GUIDE TO PEST CONTROL OPERATIONS - a must for anyone involved in the field of pest control!!
Bunton adds Triplex Approach and Tee Mower

Bunton Company has added a new Triplex Approach and Tee Mower to its line of golf course maintenance equipment.

The maneuverable mower features heavy-duty, welded-steel construction and is ideally suited for golf courses, parks, municipalities and any other situation where a finely manicured turf is desired. The heavy-duty transaxle has three forward ground speeds and one reverse, and can achieve speeds of nearly 10 mph.

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Standard features include a four cycle, 8.5 hp Robin engine, rear wheel steering with an automotive type steering wheel, and a choice of plastic or metal grasscatchers.

**Manhattan II available for fall delivery**

Manhattan II, developed through a hybridization and selection program by Dr. C. Reed Funk of Rutgers University and Dr. William A. Meyer of Turf-Seed, Inc., and Pure Seed Testing, Inc., will be available for fall, 1983 delivery.

This variety, 10 years in the making, offers advantages including attractive leaf appearance after mowing, greater density, darker green color, finer leaf texture, a more dwarf growth pattern, good shade adaptation, increased heat and drought tolerance, and improved resistance to Rhizoctonia brown patch, stem rust, crown rust, leaf spot and red thread, according to its developers.

**4WD trencher now in diesel**

Ditch Witch’s Model 2300 trencher is now available with a 30-hp-class diesel engine, as well as a gasoline engine.

The 2300 is a four-wheel-drive continued on page 108

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trencher that can dig depths of 5-feet, widths to 16 inches, depending on boom and chain set up. A hydraulic backfill blade is standard. An optional front-mounted utility backhoe is also available.

Circle No. 182 on Reader Inquiry Card

Kubota begins marketing water pumps

Kubota Engine Division is expanding its product line to include six models of Kubota pumps. Having marketed their pumps in developing countries throughout the world for more than 15 years, Kubota is now offering them to the U.S. market through local distributors.

All models are gasoline-powered with Kubota-manufactured engines, featuring solid state ignition, cast iron cylinder liner, projection-type spark plug, ball bearings on the crankshaft, stellite valves and an extra quiet USDA muffler.

Four models, 1½, 2, 3 and 4-inch, are self-priming centrifugal. They feature 6,360 to 28,620 gallons per hour pumping output; 82' to 92' total head; 25' suction head; and self-priming time of 40 to 90 seconds.

Kubota's two self-priming centrifugal trash models are 2 and 3-inch with 9,540 to 19,080 gallons per hour pumping output; a 79' total head; 25' suction head; and a self-priming time of 20 to 25 seconds.

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Nobrush controls weeds, grass

Nobrush from the Randustrial Corp., Cleveland, is a dry, granular product for weed control and wherever bare ground is desired. The degree of weed control and duration of effect will vary with the amount of chemical applied, soil type, rainfall and other conditions.

Usually, one application sterilizes the ground for one growing season. Nobrush is an effective control for annual and perennial weeds and grasses such as foxtail ryegrass, wild oats, crabgrass, cheatgrass, ragweed, goldenrod, plantain, dandelion, smooth brome, Canadian bluegrass and others. Nobrush may be sown by hand or with the Randustrial Weed Control Spreader.

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Sun powers pond aerator

The Solar Powered Pond Aerator can replenish oxygen in ponds, fight algae growth and help to eliminate objectionable odors. The power source is a photovoltaic panel which converts

usually, one application sterilizes the ground for one growing season. Nobrush is an effective control for annual and perennial weeds and grasses such as foxtail ryegrass, wild oats, crabgrass, cheatgrass, ragweed, goldenrod, plantain, dandelion, smooth brome, Canadian bluegrass and others. Nobrush may be sown by hand or with the Randustrial Weed Control Spreader.

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The floating aerator is anchored in ponds with the panel facing out so when the sun strikes the panel, the spraying action begins. At sunset, the aerator shuts itself off. No switches are required. A special, submersible pump with a 400 gallon-per-hour flow rate recycles the pond water, cleaning ponds naturally. The device measures 4' x 4' and weighs 37 pounds and can be installed by one person. Low D.C. power eliminates the danger of electric shock. It is shipped partially assembled.

Circle No. 185 on Reader Inquiry Card

Finelawn 1 is released by Fine Lawn Research

Fine Lawn Research, Inc., has released Finelawn 1 turf-type tall fescue. Finelawn 1 combines the beauty of its green, narrow tapering appearance with the toughness necessary to resist eight common turf diseases and performs well even in hot, dry, shady or cold environments.

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PC20810BM PC 200 gallon spray tank with Bean Piston Pump Sprayer (10 GPM 500 PSI). Also available as a 300 gallon sprayer and 200 gallon or 300 gallon split unit.

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