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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Cover: Every year at this time calculators and catalogs come into play. Weeds Trees & Turf kicks off the planning and buying season with the 1984 Buyer's Guide, page 25-86.

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

Joe Porter travels 50 weeks per year to keep in touch with his customers, see page 92.

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