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'06 — new home, new energy

BY RON HALL / Editor-in-Chief

We're in new digs and have a new address and new contact information. (Please see the info in the boxes.)

We also have new editorial ground to break in January, unique information that will make your 2006 season saner and more profitable.

But first, let me tell about our move. Monday, Nov. 21, we packed up, departed the 'burbs and began operations in mid-town Cleveland. Landscape Management and more than a dozen other Questex Media publications moved to a modern skyscraper just blocks from the heart of the city. Our Questex team occupies the entire 11th floor. From my office I look across bustling Superior Avenue to the gleaming new Cleveland Public Library building. To the north, perhaps half a mile away, I can see a corner of Cleveland Browns Stadium on the city's lakefront.

The move has invigorated our staff. (Or, maybe we've moving so fast because of the biting winds and mini-blizzard off of Lake Erie that greeted us within days of our arrival.)

Time to move on
Certainly we appreciated our former long-time home, but it was time to go. When the time came we sorted through file cabinets groaning under stacks of correspondence, notebooks, and perhaps a ton of outdated literature.

But moving was kind of sad, too. You

can't help but think of all the people that you've worked with at the old place: the great ones, the fun ones and the knuckleheads, too.

But that is what it is, history. We, like you, are focused on 2006. We're working up new informational products and better ways of bringing them to you so that you will have a better, more profitable '06.

How about a monthly training program? Do you think that a trained staff is a more productive and safer staff? You've told us you do.

Starting in January, expert trainer Bill Hoopes, formerly with Scotts LawnService will provide teaching and training strategies in our pages. Adapt them to your unique operations and use them; there will be different training strategies each month.

We'll report on new services
We'll also be investigating and reporting upon new service opportunities to provide your customers. You won't believe some of the far-out (and potentially profitable) ideas that we're working on.

And you won't want to miss our continuing series of articles to help you protect your businesses from theft, dishonest employees and competitors or, in some cases, unreasonable regulation.

2006 is a new year. We have new digs, new energy and we'll be delivering new, fresh information to take you to new heights of profitability.

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The move has invigorated our staff. . . . or maybe it was the blizzard that welcomed us.
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Our annual report on industry trends + prospects for the coming year

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Why slow down now?

Industry confident of building upon growth next season and beyond

By Ron Hall / Editor-in-Chief

By a click or two, 2006 is looking more positive than 2005. This Outlook report comes from the people most involved in industry itself, you our readers, the owners and managers who drive this industry.

Jeff Bowen, owner of Shades of Green in Jupiter, FL, threw a Christmas party for his workers Dec. 16. He rented a local Mexican restaurant (25 of his 31 employees are Hispanic). The party, not a lavish affair, also celebrated his company's 10-year anniversary. One hitch — the party was a year late; his market area in southeast coastal Florida experienced five hurricanes from summer 2004 to fall 2005. His crews have been so busy repairing property damage and working around the massive storms there was no time in 2004 to celebrate their company's 10th year anniversary.

"It's not getting any easier to be in this business," Bowen says, adding that the hurricanes taught him valuable lessons, such as implementing employee training, a safety program, mechanizing to reduce the reliance on labor and buying generators so that he can power his business when the next big storm knocks out power.

He's unabashedly bullish on 2006 and the future of the Green Industry in general. He sees continued opportunity although he jokes touchingly, "I'm looking forward to a vacation, and we're all hoping that next year is a lot quieter."

Factors in industry's favor

2006 aligns nicely for increased demand for landscape services — robust home and commercial construction activity, more than 70 million baby boomers with more discretionary income than any previous generation and sustained, moderate economic growth. These trends literally shout "opportunity" and "growth" for service providers. Meanwhile, Darwinian competitive issues and rising costs (equipment, fuel, materials, insurance) will keep the less efficient among us in a continuing struggle to stay viable and profitable.

"All of the indications that we have suggest that the organic growth of the landscape industry is going to continue for the next five to 10 years," says Gregg Breningmeyer, director of John Deere's commercial segment. "One indication of a robust market is the number of competitors that it attracts."

Anybody attending this fall's OPEI Lawn & Power Equipment Expo or the Green Industry Expo couldn't fail to be impressed with the number of manufacturers marketing equipment, materials and services to Green Industry contractors. Almost all exhibitors at the fall shows agreed that the industry will continue to expand by at least 3% to 5% for the next several years at least.

Onward and upward

Landscape Management surveyed its readers in 2005 for statistics on their business mix, labor, pricing, purchasing habits and more. Throughout the Outlook you'll see graphics representing some of the highlights of this survey.

Statistics are a starting point for a forward-looking take on the Green Industry for 2006. For the real story behind the numbers we asked members of our maga-

LEAN MANAGEMENT

Get ready to be lean and mean this year. Terms like "lean management," "Kaizen," and "Six Sigma" are cropping up in the context of Green Industry business management. The concepts are not new; manufacturing segments, particularly automobile industries, have been practicing lean for years as a way to increase efficiency and trim unnecessary fat from their operations without investing a lot of extra money.

This year, the Professional Landcare Network (PLANET) will publish its latest Crystal Ball report on lean management strategies: the Association's Crystal Ball Committee met recently to tour the Ariens Co. factory to learn more about lean and develop the report, which will mail free of charge...
To all PLANET members and be available through our bookstore.

Also offering their insights to this report are some of the industry’s top consultants. Most are owners or former company owners or managers. They know what makes Green Industry contracting firms work and, conversely, what makes them stumble.

Finally, we talked to readers themselves. What better way to get a pulse of what’s ahead for next season? Their livelihood depends on reading the market and attempting to stay a step ahead of change.

How to use this report

Outlook 2006 is organized into five sections covering outlooks for pricing, labor, costs, chemicals and grounds in 2006. We explain how trends like H-2B labor and rising fuel and fertilizer costs will affect your business next year. Keep reading to understand the main hot-button issues of the landscape and grounds markets for 2006.

Explained

to all PLANET members and be available through its bookstore.

The concept helps companies set up systems to streamline internal processes, manage the supply chain and improve service quality and response time. Lean systems are built around standards. Two popular lean terms, Kaizen and Six Sigma, describe quality control standards. Kaizen is a Japanese term for continuous improvement; a Kaizen event is any action whose output is intended to improve an existing process. Six Sigma is a methodology that uses facts and statistics to measure a firm’s operational performance. Google these terms for more information on lean.

— Stephanie Ricca

longtime business consultant Kevin Kehoe dissects Green Industry companies’ numbers to determine what makes some more profitable than others. Then he offers strategies to lift companies to “high-profit” operations. LM asked Kehoe to spot business trends heading into 2006. Here’s what he had to say:

PRICING DECLINES SLOWING

“Steep year-to-year pricing level declines are slowing and flattening. That’s the good news,” Kehoe says. “The bad news is that there isn’t much upside for increasing prices, although there will be some room to ‘sell’ quality. High-profit contractors aren’t counting on price increases to improve profits; they’re reducing costs and refining their pricing models.”

COST CUTTING ACCELERATES

“The cost of fleet / equipment continues to rise substantially. Just five years ago it averaged 10% of sales,” Kehoe says. “Today for many companies it surpasses 15% because of higher fuel costs, higher interest rates on capital assets and an inexperienced labor pool that is essentially untrained in equipment use.

High-profit contractors are reducing these costs by investing in equipment training, standardizing machines and parts, conducting disciplined preventive maintenance programs, opening satellite offices to reduce drive times / distances and reworking customer lists to tighten up geographic reach and route densities.”

LABOR PICTURE NOT PRETTY

“Demand for reliable labor and management will continue to increase, even as the supply continues to decrease,” Kehoe predicts. “In many markets average wage rates have increased 10% to 15%. This means that a $12 / hr. foreman is now getting paid $13.50 to $14 per hour.

In addition, many key management positions are remaining open for more than six months,” he says. “This situation is unlikely to change in the short term. The reasons include (1) shortages/timing of H-2B personnel, (2) increases in higher-paying construction jobs stealing jobs from landscaping, (3) relatively low-level management pay and (4) lack of visibility of the landscaping industry in the general labor market. Contractors can expect to incur greater recruiting costs ‘just to get their fair share of talent,’ and increased training and compensation costs to retain talent.”

THE WORD IS “SYSTEMS”

“The shortage of management talent is slowing the growth of many companies at the same time opportunities for new sales are increasing,” Kehoe says. “The trend in high-profit companies is to replace some of the need for management with more effective systems. For example, strong systems that help account managers become more efficient are expanding an account manager’s book of business from $800,000 per year to $1.2 million per year, thereby reducing the number of account managers necessary to handle growth.

In the design/build segment of the market, sales/design/project management systems can increase revenue produced by as much as 20% for the same number of people on staff. Companies that practice lean management are standardizing work, reducing mistakes and increasing the productive time of managers.” (See sidebar on lean management on p. 14).

CALLBACKS, WARRANTIES SCRUTINIZED

“The cost of quality (callbacks and warranties) can cost a contractor 2% to 4% of sales,” Kehoe says. “In a time when all other costs are increasing out of the contractor's control, this is one cost that they can reduce substantially. The trend in high-profit companies is to design quality into the job up front to prevent quality problems during the job. For example, high-profit design/build companies increase the thoroughness of the design and pre-con processes. High-profit grounds maintenance companies spend more time on the sales and contracting processes to clarify specifications and expectations.”

www.landscapecmanagement.net / DECEMBER 2005 / LANDSCAPE MANAGEMENT 15
Pricing: Don't panic

Don't panic about high fuel cost.
— Todd Graus, Pres., Green Turf Landscapes, Worland, WY

Don't panic about high fuel cost.
— Todd Graus, Pres., Green Turf Landscapes, Worland, WY

Don't panic about high fuel cost.
— Todd Graus, Pres., Green Turf Landscapes, Worland, WY

Don't panic about high fuel cost.
— Todd Graus, Pres., Green Turf Landscapes, Worland, WY

Don't panic about high fuel cost.
— Todd Graus, Pres., Green Turf Landscapes, Worland, WY

Prices are pretty stable. As long as competitors work professionally and ethically and don’t get greedy or panicky, prices are stable with a bit of a bump each year.
— Deborah Cole, Pres., Greater Texas Landscape Services, Austin, Texas

Keeping customers informed about the quantity of fuel estimated in your proposal demonstrates increased professionalism and a focus on one of the key variables that you do not have any control over.
— Ed Wandtke, Pres., Wandtke and Associates, Westerville, OH

Ask five landscape maintenance company owners about their pricing strategy and you’ll get five different answers. Our survey results show slight decreases (anywhere from no change to five dollars less) in hourly rate pricing across the board from maintenance to snow and ice management (see figure on pg. 18). Pricing, however, depends on several factors including the competitive marketplace, external costs like fuel and fertilizer and your company’s own strategic plan for growth.

The 'F' factor: fuel and fertilizer

It's old news at this point that fuel and fertilizer prices are rising. The question is, what should you do about it to keep making money in 2006 without scaring customers away?

"Don’t panic about high fuel cost," says Todd Graus, president of Green Turf Landscapes in Worland, WY. "Don’t increase your price until you fully understand how increased cost affected the bottom line in 2005. Instead, figure out ways to offset cost by being smarter and working your crews more efficiently."

Graus raised his prices on select services last year by about 1.5% to make up for the

continued on page 18
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fuel price increases, but he won't increase them further next year. "We have decided to continue to try and cut our cost, become more efficient and ride out the current economic trend," he says.

Deborah Cole, president of Greater Texas Landscape Services in Austin, TX, agrees, saying her company doesn't automatically raise prices when the calendar year flips over, but "watches costs as well as job costing," every year.

If you do plan on hiking prices to make up for your increased materials costs, be smart about it, says Ed Wandtke, president of Wandtke and Associates in Westerville, OH. "It is important to bid based on the estimated fuel consumption for each contract that requires a proposal to cover the entire year," he says. "Keeping customers informed about the quantity of fuel estimated in your proposal demonstrates increased professionalism and a focus on one of the key variables that you do not have any control over."

Focus on service
Looking forward, remember that customers aren't dumb. If you charge more, they'll expect more, whether you provide lawn maintenance, chemical applications or design services. Take this opportunity to focus more on customer service.

"As prices continue to increase, customers are going to expect a higher level of individual and personalized service," says Bill Hoopes, president of Grass Roots Training in Delaware, OH. "I think it will be increasingly difficult to maintain low cancellation rates without delivering greater perceived value. And that is going to be a real challenge."

Better service doesn't come cheap. You might focus more on training and technology for a while to get your technicians up to snuff, but this will pay off in two ways: your team will become more efficient and they'll be better prepared to provide excellent service at a premium.
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* 34-36 HP are projected gross HP rating for the 993cc vertical shaft engine models. Production engines available in July, 2006.
Prepare for new H-2B push

‘06 effort to extend an Act that provides additional seasonal immigrant workers begins again soon

By Ron Hall / Editor-in-Chief

For most of you, laborers make up the largest part of your in-season workforce and those employees are most often hired on a temporary basis (see figures on pages 20 and 22). Who fills these spots? In many cases it's immigrant laborers.

To continue to get the seasonal employees many of you depend on, you'll be asked to join the fight to extend the Save Our Small and Seasonal Businesses Act of 2005. That fight begins again in early 2006.

What will you be asked to do? Simple. You'll be asked to tell your U.S. senator or representative that the H-2B program, the legal way to use immigrant labor, is a business issue and not an immigration issue, and that the SOSSB Act is necessary to get enough of these workers. You'll be asked to tell them what this source of labor means to your business and the many customers it serves. So says Donald Mooers, LLC, the Bethesda, MD, attorney who helped spearhead the successful SOSSB Act effort this past season.

Basically, the SOSSB Act provides for an exemption from the cap for workers who have already been counted toward the H-2B cap during any of one of the three fiscal years. Such workers will be considered as "returning workers." The law also reallocates the H-2B visas so that no more than 33,000 can be used during the first six months of the fiscal year, in this case Oct. 1, 2005.

"The Green Industry is in a unique position to make sure the H-2B bill is extended," Mooers says.

Enforcement on the rise

The availability of reliable labor continues to be a big concern for the landscape/lawn service industry. Unfortunately, the labor...
DON’T COUNT ON THIS.
30.3%
Percentage of in-season workforce who are considered temporary employees.

22.9%
The facility's annual labor turnover rate for the most recent year.

WHAT'S IN A NAME?
When seeking the return of a particular worker through the Save our Small and Seasonal Businesses Act of 2005, make sure your documentation is exact, including the exact spelling and order of the applicant's name. Workers have been denied visas because of small mistakes like their name not processing in the proper order. So make sure, for example, that Juan Rodriguez Ortiz is not processed as Juan Ortiz Rodriguez. Sounds simple, but every letter counts, especially in an unfamiliar language.

"You want to make sure every piece of information you provide is accurate including name, address and contact number so that when the name shows up at the processing center it matches up exactly with the year they first came up as an H-2B worker," advises Robert Wingfield, president of Amigos, Inc., Dallas, TX. Good advice. — RH

continued from page 20
picture into next season isn't cheery. This is particularly true regarding seasonal, unskilled, immigrant workers. These workers are available in two varieties, the so-called "illegals" and H-2B workers.

While H-2B is the preferred route for most employers, there's little doubt that many immigrants on company payrolls (across many industries) are working without proper documentation.

By law, employers are only required to see that the workers have documentation, not to assess if it is genuine or not.

"The great unknown is how the immigration service will enforce our laws. Increasingly we hear about crackdowns around the country," Mooers says. "The Green Industry is one of the first industries they will be looking at."

What's next?
"What we're seeing is unprecedented growth in the number of businesses that are applying for H-2B visas this year, a massive increase," says Mooers.

He cites three reasons: concern among employers of enforcement action for using illegals, a greater awareness of H-2B among all service industries needing seasonal workers and organic growth within the Green Industry itself. As companies grow, they require more workers.

When it established H-2B more than a decade ago, Congress set a cap of 66,000 visas. Last year the cap was reached before many landscape companies could secure visas for their workers. Other industries, those with seasons starting earlier in the year, snapped up many of the visas.

This led to an unprecedented and successful effort by industry to secure more H-2B workers through the SOSSB Act this past spring.

There is risk involved with assuming that the H-2B program will always be there. The successful contractor will learn that recruiting workers is a full-time job." — TONY BASS, PRESIDENT, SUPER LAWN TRUCKS, BONAIRE, GA

I'm not one for predicting the future, but there could be more lay offs in the industry, especially in situations where new equipment can do the work of 2-3 people, where now it may only take one operator." — WALTER BONVELL, GROUNDS FOREMAN, XAVIER UNIVERSITY

"What we fear is that even with the return worker capacity the demand will outstrip the available visas. Congress needs to act starting soon to get this bill (SOSSB Act) extended past September 30, 2006," Mooers says. LM
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Virginia Tech; Application June 13, 2001; 78 DAA

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Readers say they'll deal with rising costs by tightening and training

By Ron Hall / Editor-in-Chief

landscape and grounds owners/managers are implementing strategies to offset higher costs in 2006. Unprecedented price hikes in fuel, fertilizer and commodity materials, and, in some cases, insurance (both workers comp and health), dented the bottom lines of many operations this past year.

While owners budgeted for cost increases in '05, most didn't anticipate the magnitude of these increases. Who could have forecast the surging worldwide demand for natural gas so crucial for the production of nitrogen fertilizer? Or the Gulf Coast hurricanes, especially Katrina, and their affect, albeit short-term, on fuel production?

The cost of labor is always on employers' minds. It's the largest line item expense most incur. The continued availability of H-2B seasonal immigrant labor (not to mention the estimated 10-12 million so-called "illegal" immigrants within U.S. borders) is one factor in stabilizing the cost of labor these past few years. The continued expansion of the U.S. service sector and a tightening of immigration threaten this source of workers. While owners in the Southwest have been experiencing this since 2001, wage creep is starting to be felt in the U.S. heartland too. It's not confined to labor

and, in fact, is more evident at the field supervisor and management level.

"We're beginning to see a little wage inflation," says Thomas J. Pruett, owner of LanArc, Inc., Raleigh, NC. "We're willing to pay quality employees a good wage. The problem is that we're seeing some employees get an excessive wage for their skill level."

Readers say they will attack rising costs, including labor costs, on three fronts — by passing on a portion of them to their clients, by increasing efficiencies and by instituting cost-cutting measures.

What they won't do, they insist is compromise the quality of their services.

"A handful of people balked at our fuel surcharge ($1 per service stop), but most people understood," says Sam Lang of Fairway Green, Raleigh, NC. He says that he will likely drop the surcharge for 2006, but raise his prices slightly to help cover the increased cost of fertilizer and pest controls.

Richard Bare, Arbornomics, Atlanta; and Gary LaScalea, GroGreen, Plano, TX, also reported little customer resistance to fuel surcharges. But even then they couldn't recover all of their costs, mainly because both companies' service fleets are diesel powered. The price of diesel remains more expensive than gasoline.

"It's hard to raise the price in our business," adds LaScalea. "When we advertise a price we have

PAY MORE, GET MORE

Rob Estes of Estes Landscape & Design Inc., Sharpsburg, GA, feels the best way to battle increased costs, at least in terms of employee wages, is to be ahead of the curve. In other words, he pays his people at a higher rate than competing companies and, he feels, gets more productive and loyal employees.

In fact, some of his employees have been with him since he acquired the company almost 10 years ago, or shortly thereafter. He does not use seasonal immigrant labor.

"I have great people. They run the businesses like they own them," says Estes, who owns and manages three separate companies (installation, maintenance and irrigation) from his 17-acre property about a 40-minute drive southwest of Atlanta.

As far as rising equipment costs, Estes reports he's beefing up his vehicle repair and maintenance programs so that he can extend the new appearance and useful life of his fleet. — RH
A few weeks ago I would have thought gas would be the biggest cost increase in 2006. Now prices look like they are stabilizing. But health care costs are a killer. We're looking at a roughly 21% increase in health care costs.

— THOMAS J. PRUETT, OWNER, LAMARC INC., RALEIGH, NC

to live with it. We can't change it in the middle of a season."

Lawn service operations are responding to the high cost of nitrogen fertilizer and pest control products by routing more efficiently and/or providing more services with each stop. For instance, LaScalea's techs also offer perimeter pest control and add-on fire ant treatments.

Tony Sposato, Sposato Landscape Co., Milton, DE, is combating "windshield time" by opening a new branch office. "The new office will cut down on transportation costs and save manhours," he says. "You always try to work more efficiently and find ways to cover these cost increases without your customers getting upset," he adds.

The biggest cost aggravation for many owners, however, is one they can't do much about, at least in terms of operating efficiencies — rising insurance premiums. LaScalea reports a substantial hike in his workers comp insurance premiums even though he's never had a claim. He says his company is lumped into a classification with companies using a lot of mechanical equipment.

Pruett in North Carolina points to a 20% jump in health care premiums as par-

fewer accidents and claims, owners say.

This coming season could well be when the industry, pushed by cost considerations, embraces training like never before. LM

— Associate Editor Mike Seuffert contributed to this article.
Get back to your roots

As a landscape professional you're well acquainted with grass and the tools necessary to maintain it. Here at RISE (Responsible Industry for a Sound Environment) we've spent the past year cultivating a different kind of grass — grassroots — and we've learned a lot about what it takes to grow and maintain these networks.

**Regulation on the rise**

During 2005 the specialty pesticide and fertilizer industries were challenged at the grassroots level with campaigns and proposed legislation that would result in product de-selection or outright bans. So-called "cosmetic use" bans of pesticides and fertilizer were introduced in state legislatures in hopes of replicating similar bans already in effect in some Canadian cities. Several states introduced legislation that would prohibit any activity or product until there was absolute certainty of no harm - a scientific and practical impossibility whether you are maintaining a landscape or driving a car.

Onerous and unnecessary applicator "pre-notification" requirements were also introduced as well. A number of states and localities introduced legislation that would pre-empt existing federal law — in other words, create an unnecessary second or third layer of regulation for products and their uses that are already regulated by the federal government. National and state anti-chemical legislative proposals addressing children's health, biomonitoring and "chemical trespass" along with legal challenges under the Endangered Species and Clean Water Acts kept RISE and our many allies busy this year.

**Network for action**

As our advocacy focus moves from federal to local, we've learned that local people must participate in local politics — in other words grassroots is at the heart of any effective strategy. During 2005 we tested this strategy and found that we can provide resources and a strong voice in Washington, but to succeed we need many strong voices in towns, cities and states across the country. Those who oppose our industry and its practices, despite the many benefits of well-maintained landscapes, are well funded and networked. Going about your business may not be enough given the potential for unnecessary or duplicative regulation in 80,000 U.S. jurisdictions.

This year's legislative action was most often driven by emotion and politics, not...
The school IPM Act has been something that we are working to support and implement here on our campus. Through cultural methods, as well as monitoring the campus landscape for disease, weeds and insects, it has changed the way we maintain the areas on campus. Recording and informing the school community of IPM is another part of what is required.

— GEORGE VAN HAASTEREN, DIRECTOR OF GROUNDS, DWIGHT-ENGLEWOOD SCHOOL, ENGLEWOOD, NJ

science. Challenging these agendas and ensuring that professionals and consumers have a choice will continue to be a top priority for RISE and its allies in 2006 and should be a top priority for everyone in our industry — individually and through professional organizations.

As you plan for business or product application during the 2006 season, take a minute to also think about opportunities to promote not only your work, but that of the entire profession. We’re part of a great industry and now, more than ever, it’s important to let our customers, communities and elected officials know about it. Working at the grassroots level in your own

backyard is the key to ensuring that the products and practices you rely on remain available — promoting your industry and its benefits before there’s a challenge is the first step. In 2006 RISE will further develop this grassroots capacity with our members and our allies. We urge all of our industry to step forward.

— The author is president of RISE (Responsible Industry for a Sound Environment). Contact him at 202/872-3860.

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Green movement surging

Challenges revolving around sustainable facility management will grow for grounds pros in '06

By Thomas C. Shaner

Campus “greening” and other environmental sustainability initiatives will challenge grounds managers who maintain school, public and corporate properties in 2006. One of these initiatives is LEED, short for Leadership in Energy and Environmental Design (see sidebar). Many colleges, universities and corporations are striving to obtain LEED certification, which can have tremendous implications on short or long-term maintenance strategies.

Grounds managers need to become familiar with this current “greening” movement and how it blends with traditional ways of conducting business.

Green means growth

Wise grounds managers will approach this and other challenges as opportunities, not stumbling blocks.

But they will have to become more practiced at protecting budget dollars. Not only is it increasingly harder to get the necessary piece of the financial facilities management pie, grounds managers are being held to higher standards of accountability for the dollars allocated to their maintenance programs. This is happening just as they’re expected to deliver, manage and maintain more attractive, safer and more “environmentally-friendly” properties.

Make the leap

Grounds pros must become more proficient in areas beyond what previously was considered a grounds pro’s traditional expertise. They must become effective leaders, knowledgeable about diversity training, gender, internal politics, communication, understanding budgetary procedures and essentially doing more with less.

One of the most cost-effective and rewarding ways to gain these skills is to participate in professional organizations, from regional networking groups to national ones such as the Professional Grounds Management Society (PGMS).

Education programs like the classes held each year at the Green Industry Expo or as part of one of the new PGMS regionally rotated management forums provide educational and networking opportunities.

PGMS also offers its expanding certified grounds manager program, which enables individual grounds managers gain more skills through continued education and professional development. PGMS continues to see more professionals interested in this certification standard.

The grounds management professional of tomorrow can no longer focus only on keeping trees, plants and grass healthy and beautiful. He or she must go further than any of today’s professionals.

The goal is to become leaders, skilled in employee relations, policy development, labor laws and environmental stewardship, as well as to be proactive in presenting the intrinsic values offered any institution by the beauty of a well-maintained and professionally managed grounds.

— The author is executive director of the Professional Grounds Management Society. Contact him at PGMS@assnhqtrs.com.

www.usgbc.org
Visit the U.S. Green Building Council to learn more about LEED programs.
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Events / GreenBook 2006

Visit www.landscapemanagement.net/calendar for the latest industry event updates.

Major national and multi-association regional meetings are highlighted in this color.

January 2006


4-5 Maryland Turfgrass Council Annual Conf. / College Park, MD, Maryland Turfgrass Council, 410/836-2876, www.mdttfcouncil.org

4-6 Minnesota Green Expo / Minneapolis, MN, Minnesota Nursery and Landscape Assn.; Minnesota Turf & Grounds Foundation, 888/886-6652, www.minnesotagreenexpo.com

4-6 PLANTS 2006 / Indianapolis, IN, Indiana Nursery and Landscape Assn., 800/443-7336, www.inla1.org

5-6 Mid-States Horticultural Expo / Louisville, KY, KY NLNA, TN NLNA, Southern Nursery Assn., 770/953-3311, wwwОСшоnla.org


9-12 Virginia Turfgrass Conf. / Richmond, VA, Virginia Turfgrass Council, www.thetvc.org


11-13 Mid-Atlantic Nursery Trade Show (MANTS) / Baltimore, MD, State Nursery and Landscape Assns. of MD, VA and WV, 800/431-0066, www.mants.com


17-19 Midwest Turf Expo / Indianapolis, IN, Midwest Regional Turf Foundation, 765/494-8087, www.agry.purdue.edu/turf/

17-20 Mid-America Horticultural Trade Show / Chicago, IL, Mid-America Hort Trade Show, 847/526-2010, www.midam.org


23-25 CENTS: Central Environmental Nursery Trade Show / Columbus, OH, ONLA, 800/825-5062, www.onla.org


23-27 Turfgrass Ecology and Management Short Course / College Station, TX, Dept. of Soil and Crop Sciences, Texas A&M University, 979/845-0804, rece.ece.tamu.edu


26-27 IN-IL Turfgrass Short Course / Indianapolis, IN, Midwest Regional Turf Foundation, 765/494-8087, www.nationalturf.org


26-27 Focus on Professionalism: Landscape Design/Build Seminar / Columbus, OH, Kinman Institute, 614/764-8733, www.kinmaninstitute.com


30-February 24 Turf Managers Short Course / Guelph, Ontario, Canada, Guelph Turfgrass Institute, 519/767-5000, www.open.uoguelph.ca

30-February 1 Iowa Turfgrass Conf. & Trade Show / Des Moines, IA, Iowa Turfgrass Institute, 515/232-8222, www.iowaturfgrass.org


31-February 1 Alberta Landscaping & Groundskeeping EXPO / Calgary, Alberta, Canada, 888/570-0499, www.landscapingexpo.net


31-February 1 Landscape Master Class: Bridging the Design/Build Gap / Louisville, KY, ANLA, 202/789-2900, www.anla.org

February

1-4 ANLA Management Clinic / Louisville, KY, ANLA, 202/789-2900, www.anla.org

1 NYSTA Lobby Day / Albany, NY, New York State Turfgrass Assn., 800/873-8873, www.nynga.org


12-16 TCIA Winter Management Conf. / St. Kitts, West Indies, Tree Care Industry Assn., 800/733-2622, www.tcia.org

13-16 IN-IL Turfgrass Short Course / Indianapolis, IN, Midwest Regional Turf Foundation, 765/494-8039, www.agry.purdue.edu/turf/


15-16 The High Desert Green Industry Conf. /
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Redmond, OR, Oregon State University Extension, 541/447-5658, extension.oregonstate.edu


20-24 Turf and Landscape Short Course / Louisville, KY, University of Kentucky Turf Research and Extension, 502/569-2344, www.uky.edu/Agriculture/ukturf/

22-March 3 IN-IL Turfgrass Short Course / Willobrook, IL, Midwest Regional Turf Foundation, 765/494-8039, www.agry.purdue.edu/turf

23-24 Focus on Professionalism: Landscape Design/Build Seminar / Columbus, OH, Kinman Institute, 614/764-8733, www.kinmaninstitute.com

27-March 3 NCSU Turf Short Course / Raleigh, NC, North Carolina State University, 910/695-1333, www.ncturfgrass.org

March

1-3 NTEA Work Truck Show / Atlanta, GA, National Truck Equipment Assn., 800/441-6832, www.ntea.com


7-8 CALCP Spring Training Conf. / Aurora, CO, Colorado Assn. of Lawn Care Professionals, 303/708-7587, www.lawnweecolorado.org


April


9-13 NRPA Southeast Regional Conf. and Trade Show / Louisville, KY, National Recreation and Park Assn., 800/626-6772, www.nrpa.org


May

11-12 Greening Rooftops for Sustainable Communities Conf. / Boston, MA, Green Roofs for Healthy Cities, 416/971-4494, www.greenroofs.org

June

8-10 Super Floral Show / Salt Lake City, UT, Super Floral Show, 617/728-0300, www.superfloralshow.com

14-17 Snow and Ice Symposium / Hartford, CT, Snow & Ice Management Assn., 814/835-3577, www.sima.org


August


September

5-7 IOG SALTEx / Windsor, England, United Kingdom, Institute of Groundsmanship, 11440-1908-312511, www.iog.org
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13-16 ANLA Landscape Distribution Tour / Dallas, TX, American Nursery & Landscape Assn., 202/789-2900, www.anla.org


28-29 ONLA/OGGA Convention & Trade Show / Oklahoma City, OK, Oklahoma Nursery and Landscape Assn., 405/942-5276, www.oknurserymen.org

October


7-10 ASLA Annual Meeting & Expo / Minneapolis, MN, American Society of Landscape Architects, 202/898-2444, www.asla.org


22-26 Kentucky Turfgrass Council Conf. and Trade show / Bowling Green, KY, Kentucky Turfgrass Council, 859/625-9448, www.uky.edu/Agriculture/ukturf/

November

1-4 Green Industry Expo / Columbus, OH, PLANET, PGMS, 800/458-3466, www.gieonline.com

1-4 PGMS School of Grounds Management / Columbus, OH, Professional Grounds Management Society, 800/609-7467, www.pgms.org

1-4 Green Industry Conf. / Columbus, OH, PLANET, 800/458-3466, www.landcarenetwork.org

December

5-7 International Irrigation Show / San Antonio, TX, Irrigation Assn., 703/536-7080, www.irrigation.org

9-11 TCI Expo 2006 / Baltimore, MD, Tree Care Industry Assn., 800/733-2622, www.treecareindustry.org

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Key Associations / GreenBook 2006

Professional Landcare Network (PLANET)
800/395-2522; Fax: 703/736-9668
www.landcarenetwork.org

Key events:
Feb. 2-5 Executive Forum,
Lake Las Vegas, NV
March 23-26 Student Career Days,
Provo, UT
July 23-25 Legislative Day on the Hill,
Washington, DC
Aug. 16-20 Summer Leadership Meeting,
Isle of Palms, SC
Nov. 1-4 Green Industry Expo,
Columbus, OH

American Nursery & Landscape Assn.
202/789-2900; Fax: 202/789-1893
www.anla.org

Key events:
Feb. 1-4 Management Clinic, Louisville, KY
July 12-16 Annual Convention and Learning Retreat, Vail, CO

American Society of Irrigation Consultants
508/763-8140
Fax: 508/763-8102
E-mail: normanB@asic.org
www.asic.org

Key event:
April 29-May 1 Annual Conference, San Diego

Turfgrass Producers International
800/465-8873 or 847/649-5555
Fax: 847/649-5678
E-mail: info@turfgrassod.org
www.turfgrassod.org

Key events:
Feb. 14-17 Midwinter Conference & Expo, Savannah, GA
July 17-20 Summer Field Days, Memphis, TN

Professional Grounds Management Society
800/609-7467
Fax: 410/752-8295
E-mail: pgms@assnqhtrs.com
www.PGMS.org

Key events:
Jan. 24-26 PGMS 2006 Green Industry Professional Seminar, Annandale, VA
Nov. 1-4 Green Industry Expo, Columbus, OH

Irrigation Assn.
703/536-7080
Fax: 703/536-7019
E-mail: info@irrigation.org
www.irrigation.org

Key event:
Nov. 5-7 International Irrigation Show, San Antonio, TX

Snow & Ice Management Assn.
814/835-3577
Fax: 814/835-0527
www.sima.org

Key event:
June 14-17 2006 Snow & Ice Symposium, Hartford, CT

Sports Turf Managers Assn.
805 New Hampshire, Suite E
Lawrence, KS 66044
785/843-2549; 800/323-3875
Fax: 800/366-0391
E-mail: sportsTmgr@aol.com
www.sportsturfmanager.com

Key event:
Jan. 18-22 STMA Annual Conference, Lake Buena Vista, FL

American Society of Landscape Architects
202/698-2444
Fax: 202/698-1185
www.asla.org

Key event:
Oct. 6-9 ASLA Annual Meeting & Expo, Minneapolis, MN

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**Alabama**
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  College of Agriculture, Dept. of Agronomy and Soils, Auburn, AL
  www.ag.auburn.edu/agrn/turfgrass/

**Arizona**
- Arizona State University Turfgrass Research, Education and Extension
  College of Agriculture and Life Sciences
  Tucson, AZ
  cals.arizona.edu/turf/
- Arizona State University Professional Golf Management Program
  ASU Polytechnic, Morrison School of Agribusiness and Resource Management, Mesa, AZ
  www.east.asu.edu/msabr/pgm/

**Arkansas**
- University of Arkansas Turfgrass Science Program
  Dept. of Horticulture, Fayetteville, AR
  www.uark.edu/campus-resources/turf/
- University of Arkansas–Riverside Turfgrass Research Facility
  Riverside, CA
  ucturf.ucr.edu

**California**
- University of California–Riverside Turfgrass Research Advisory Committee
  Riverside, CA
  ucturf.ucr.edu/urctrachome.htm
- California State Polytechnic University-Pomona Landscape Irrigation Science Program
  College of Agriculture, Pomona, CA
  www.csupomona.edu/hs/Plant/7elis/index.html

**Colorado**
- Colorado State University Turf Program
  College of Agricultural Sciences, Dept. of Horticulture and Landscape Architecture,
  Fort Collins, CO
  csuturf.colostate.edu
- Front Range Community College, Horticulture and Landscape Technologies Program
  Westminster, CO
  www.frontrange.edu

**Connecticut**
- University of Connecticut Landscape Architecture Program
  College of Agriculture, Dept. of Plant Science, Storrs, CT
  www.canr.uconn.edu/plsc/lai/index.html

**Florida**
- University of Florida Turfgrass Science Institute of Food and Agricultural Science,
  Gainesville, FL
  turf.ufl.edu
- Lake City Community College Golf, Landscape and Forestry Program
  Lake City, FL
  www.lakecity.cc.fl.us/departments/GLO/

**Georgia**
- University of Georgia: Georgia Turf Program
  College of Agricultural and Environmental Sciences, Griffin, GA
  www.griffin.uga.edu/caes/turf/index/index.html

**Idaho**
- University of Idaho: Horticultural Sciences
  College of Agricultural and Life Sciences, Dept. of Plant, Soil & Environomical Sciences, Sand Point, ID
  www.ag.uidaho.edu/pss/divisions/horticulture/hort.htm

**Illinois**
- University of Illinois Turfgrass Science & Management Program
  College of Agricultural, Consumer and Environmental Sciences, Dept. of Natural Resources and Environmental Sciences, Urbana-Champaign, IL
  www.turf.uiuc.edu
- Illinois Central College: Horticulture, Landscaping and Turf Management Programs
  Agricultural and Industrial Technologies, East Peoria, IL
  web4.icc.edu/air/aghorticulture.asp

**Indiana**
- Purdue Turfgrass Program
  Purdue Agriculture, Dept. of Agronomy, West Lafayette, IN
  www.agry.purdue.edu/turf
- Purdue University Horticulture & Landscape Architecture Program
  Purdue Agriculture, Dept. of Agronomy, West Lafayette, IN
  www.hort.purdue.edu/hort

**Iowa**
- Iowa State University Turfgrass Central College of Agriculture
  Ames, IA
  turfgrass.hort.iastate.edu
- Indian Hills Community College Turf and Greenhouse Management Program
  Advanced Technologies, Centerville, IA
  www.ihcc.cc.ia.us/hc/index.html

**Kansas**
- Kansas State University Turfgrass Management Program
  Department of Horticulture, Forestry & Recreation Resources, Manhattan, KS
  www.ksu.edu/hort/TRUFWelcome.htm

**Kentucky**
- University of Kentucky Dept. of Horticulture
  College of Agriculture, Lexington, KY
  www.uky.edu/Agriculture/Horticulture/
- University of Kentucky Dept. of Landscape Architecture

**Louisiana**
- Louisiana State University Horticulture Dept.
  Baton Rouge, LA
  www.lsu.edu/horticulture/

**Massachusetts**
- University of Massachusetts Turf Program
  Agriculture and Landscape Program, Amherst, MA
  www.umass turf.org
- North Shore Community College Horticulture Program
  Dept. of Environmental Technology, Danvers, MA
  www.northshore.edu

**Maryland**
- University of Maryland Turfgrass / Golf Course Management Programs
  Institute of Applied Agriculture, College Park, MD
  iaa.umd.edu/AAHOMEPAGE/Turf.html
- University of Maryland Ornamental Horticulture Program
  Institute of Applied Agriculture, College of Agriculture and Natural Resources, College Park, MD
  iaa.umd.edu/AAHOMEPAGE/OrnHort.html
- University of Maryland Ornamental Landscape Management Program
  Institute of Applied Agriculture, College of Agriculture and Natural Resources, College Park, MD
  iaa.umd.edu/AAHOMEPAGE/OrnLandscape.html

**Michigan**
- Michigan State University Turfgrass Science Program
  Dept. of Crop and Soils Sciences, East Lansing, MI
  turf.msu.edu

**Minnesota**
- University of Minnesota Turfgrass Science Program
  College of Agricultural Food and Environmental Sciences, Horticultural Science Dept., Minneapolis, MN
  www.turf.umn.edu

**Mississippi**
- Mississippi State University Horticulture, Golf Course Management Program
  College of Agriculture, Lexington, KY
  www.uky.edu/Agriculture/LA/
and Sports Turf Management Studies Programs
College of Agriculture and Life Sciences, Dept. of Plant and Soil Sciences, Mississippi State, MS
www.msstate.edu/dept/pss/academics/under-graduate/index.html

Missouri
► University of Missouri-Columbia Plant Sciences Program (Turfgrass Management)
Columbia, MO
agebb.missouri.edu/stat/students.htm

Montana
► Montana State University Horticultural Science / Landscape Design Programs
College of Agriculture, Dept. of Plant Sciences and Plant Pathology, Bozeman, MT
plantsciences.montana.edu/Hort.htm

North Carolina
► North Carolina State University Center for Turfgrass Environmental Research & Education
College of Agriculture and Life Sciences, Dept. of Horticultural Science, Raleigh, NC
www.turffiles.ncsu.edu

North Dakota
► North Dakota State University Horticulture Program
Dept. of Plant Sciences, Fargo, ND
www.ndsu.edu/ndsu/academic/factsheets/ag/hortfo.shtml

Ohio
► Ohio State University Turf Program
Dept. of Horticulture & Crop Science, Columbus, OH
hcs.osu.edu: 16080/turf/

► Ohio State University Agricultural Technical Institute Turfgrass Management Program
Wooster, OH
www.ati.osu.edu

► Cincinnati State Technical & Community College Landscape Horticulture / Turfgrass Management Program
Business Technologies Dept., Cincinnati, OH
www.cincinnatist.edu

Nebraska
► University of Nebraska Turfgrass Science Team
Dept. of Agronomy and Horticulture, Lincoln, NE
turfgrass.unl.edu

► University of Nebraska Ornamental Horticulture, Landscape Ecology and Design Program
Dept. of Agronomy and Horticulture, Lincoln, NE
agronomy.unl.edu/panel/ohled.thrust.htm

New Jersey
► Rutgers Center for Turfgrass Science
Dept. of Plant Biology and Pathology, New Brunswick, NJ
rutf.turfag.edu

New Mexico
► New Mexico State University Landscape Horticulture Program
College of Agriculture, Dept. of Agronomy & Horticulture, Las Cruces, NM
landscape.nmsu.edu

New York
► Cornell Turfgrass Program
Dept. of Horticulture, Ithaca, NY
www.hort.cornell.edu/department/faculty/rossi/turfweb/

► SUNY-Delhi Golf and Plant Sciences Dept.
Applied Sciences & Recreation Division, Delhi, NY
www.delhi.edu/academics/golf/

► SUNY-Cobleskill Plant Science Dept.
Agriculture and Natural Resources Division, Cobleskill, NY
www.cobleskill.edu/Catalog/AG/PlantSci/PlantSci/index.html

Ohio
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Oklahoma
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www.turf.okstate.edu

► Oklahoma State University Horticulture and Landscape Architecture Dept.
Division of Agricultural Sciences & Natural Resources, Stillwater, OK
www.okstate.edu/ag/arm/hortla

Oregon
► Oregon State University Horticulture Dept.
College of Agricultural Sciences, Corvallis, OR
oregonstate.edu/depthort

Pennsylvania
► Penn State Turfgrass Management Program
College of Agricultural Sciences, Dept. of Soil and Crop Sciences, University Park, PA
turfgrassmanagement.psu.edu

Rhode Island
► University of Rhode Island Dept. of Plant Science & Entomology
College of Environment and Life Sciences, Kingston, RI
www.uri.edu/ceis/pls

South Carolina
► Clemson University Ornamental Program
College of Agriculture, Forestry and Life Sciences, Dept. of Horticulture, Clemson, SC
virtual.clemson.edu/groups/hort/scop/

► Clemson University Turfgrass Program
Clemson, SC
virtual.clemson.edu/groups/turfornamental

South Dakota
► South Dakota State University Dept. of Horticulture, Forestry, Landscape & Parks
College of Agriculture and Biological Sciences, Brookings, SD
htfp.sdstate.edu

Tennessee
► University of Tennessee Dept. of Plant Sciences Institute of Agriculture
Knoxville, TN
plantsciences.utk.edu

► University of Tennessee-Martin Golf Course & Landscape Management Program
Dept. of Agriculture & Natural Resources, Martin, TN
www.utm.edu

Texas
► Texas A&M University Turf Program
College of Agriculture and Life Sciences, College Station, TX
aggieturf.tamu.edu

► Texas State Technical College Golf Course & Landscape Management Program
Waco, TX
www.waco.tstc.edu/glm/

► Texas Tech University Horticulture Program
Dept. of Plant and Soil Science, Lubbock, TX
www.pssc.ttu.edu/techhort

► Western Texas College Golf Course & Landscape Technology Program
Snyder, TX
www.wtc.edu

Utah
► Brigham Young University Dept. of Plant & Animal Sciences
College of Biological and Agricultural Sciences, Provo, UT
pas.byu.edu

► Utah State University Landscape Horticulture Program
College of Agriculture, Dept. of Plants, Soils &
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University Contacts

Biometeorology, Logan, UT
psb.usu.edu/htm/plants/landhorticulture

Virginia
- Virginia Tech Turfgrass Science Program
  Blacksburg, VA
- Virginia Polytechnic Institute & State University
  Dept. of Crop & Soil Environmental Sciences
  College of Agriculture and Life Sciences,
  Blacksburg, VA,
  www.cses.vt.edu

Vermont
- University of Vermont Sustainable Landscape Horticulture Degree
  College of Agriculture and Life Sciences, Plant & Soil Science Dept., Burlington, VT
  www.uvm.edu/~pss/

Washington
- Washington State University Turfgrass Management Program
  Dept. of Crop and Soil Sciences, Pullman, WA
  turf.wsu.edu

Wisconsin
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  College of Agriculture and Life Sciences, Dept. of Horticulture, Madison, WI
  www.hort.wisc.edu/uwturf/default.htm
- University of Wisconsin-Madison Horticulture Program
  College of Agriculture and Life Sciences, Dept. of Horticulture, Madison, WI
  www.horticulture.wisc.edu

Canada
- Guelph Turfgrass Institute & Environmental Research Centre
  Ontario Agricultural College, Guelph, Ontario, Canada
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**Suppliers** (see page 62)

Turn to this section for an alphabetical list of suppliers. Each listing includes the company's name, telephone number and Web site. In addition, Buyer's Guide advertisers are highlighted in blue. Use the ad locator cross reference at the bottom of the listing to locate their ad.

• SEARCH BY PRODUCT

**Buyer's Guide** (see page 82)

This section provides specific listings by product headings and includes the name and telephone numbers of all companies offering these products. Refer back to the Suppliers Listings for company Web sites. Advertisers are highlighted in black.

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<td>Phone: 614-866-0112, 800-837-3344</td>
<td><a href="http://www.screenmachine.com">www.screenmachine.com</a></td>
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<td>Seed Research of Oregon</td>
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<td>Phone: 541-757-2663, 800-253-5766</td>
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<td>Seedland Inc</td>
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<td>Phone: 386-963-2080, 888-820-2080</td>
<td><a href="http://www.seedland.com">www.seedland.com</a></td>
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<td>Seeds West Inc</td>
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<td>Phone: 928-783-2050, 888-905-3434</td>
<td><a href="http://www.seedswest.com">www.seedswest.com</a></td>
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<td>Selbro Inc</td>
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<td>SenDEC CEM Group</td>
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<td>Senninger Irrigation Inc</td>
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<td>Shindaiwa Inc</td>
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Fertilizers, Micronutrients

Advanc LLC 800-250-5024
Aggene Corp 800-577-GROW
AnCon Bio-Services 510-782-6737
Andersens Inc, Professional Lawn Prod 866-234-0505
Arbor Systems LLC 800-986-4641
BEST-Pro Products Simplot Co Complete Green Co 800-GREEN-99
Conklin Inc 800-888-8888
Creative Sales Inc, Tree Systems Medicap 800-759-7739
Doggett Corp 800-448-1862
Emerald Isle Ltd 800-628-4769
Fiorantine Products 919-853-2308
GreenPro Services 800-645-6464
Grigg Bros 888-246-8873
Gro-Power Inc 800-473-1307
Growth Products Ltd 800-648-7626
Helena Chemical Co, Eastern Business Unit 803-822-8028

LESCO Inc 800-321-5325
Menefee Mining Corp 214-750-4696
Midwest Arborist Supplies 800-423-3789
Milliken Chemical 864-503-2200
Novozymes Biologicals Inc, Roots@Plant Care Group 800-342-6173
Nutramax Agriculture Inc, BSN Arbor Products 888-773-8777
Nutramax Agriculture Inc, Agriculture Division 800-925-5187
Organica Biotech Inc 631-544-0348
PBGordon Corp 800-821-7925
Plant Food Co Inc 800-562-1291
Plant Marvel Laboratories Inc 800-524-7031
Poulenger USA Inc 866-709-8102
Nu-Gro Technologies Inc 800-866-0572
Nu-Gro Technologies Inc, Roots@Plant Care Group 800-342-6173
Nutramax Agriculture Inc, Agriculture Division 800-925-5187
Organica Biotech Inc 631-544-0348
PBGordon Corp 800-821-7925
Pheonix Corp Inc 800-622-1291
Poulenger USA Inc 866-709-8102
Profile Products LLC 800-207-6457
S & S Seeds 805-684-0436
Schulz Good Stuff Organic Fertilizer Inc 507-288-3999
Soil Technologies Corp 800-221-7645
Tessenderlo Kerley Inc 800-669-0559
Western Nutrients Corp 800-542-6664
( CA Only )

Fertilizers, Slow-release

A M Leonard 800-543-8995
Acres Group, Maintenance/Constr/Snow Removal 630-307-0700
Aggene Corp 800-577-GROW
Agrotain International LLC 262-240-0870
AnCon Bio-Services 510-782-6737
Andersens Inc, Professional Lawn Prod 866-234-0505
Bonide Products Inc 800-536-8231
CSI Geoturf Inc 888-208-5772
Dakota Peat & Equipment 800-424-3443
Doggett Corp 800-448-1862
Earth Works Natural Organic Products 800-764-6464
Emerald Isle Ltd 800-628-4769
Greener Pastures Development Corp 800-798-1069
Grigg Bros 888-246-8873
Gro-Power Inc 800-473-1307
Growth Products Ltd 800-648-7626
Lebanon Seaboard Corp 800-532-0090
Midwest Arborist Supplies 800-423-3789
Milliken Chemical 864-503-2200
Nature Safe Natural & Organic Fertilizers, Div of Griffin Industries 800-252-4727
Novozymes Biologicals Inc, Roots@Plant Care Group 800-342-6173
Nutramax Agriculture Inc, Agriculture Division 800-925-5187
Organica Biotech Inc 631-544-0348
PBGordon Corp 800-821-7925
PCC 212-697-4994
Plant Marvel Laboratories Inc 800-524-7031
Poulenger USA Inc 866-709-8102
Profitline Products LLC 800-207-6457
S & S Seeds 805-684-0436
Schulz Good Stuff Organic Fertilizer Inc 507-288-3999
Soil Technologies Corp 800-221-7645
Southern Importers, Div of Jolly Gardener Inc 800-334-9658
Spring Valley 800-635-2123
Standard Tar Products Co 800-825-7650
Western Nutrients Corp 800-542-6664
( CA Only )

Fertilizers/Pesticides, Combination

Acres Group, Maintenance/Constr/Snow Removal 630-307-0700
Advanc LLC 800-250-5024
American Marking Corp 800-777-4655
Andersens Inc, Professional Lawn Prod 866-234-0505
BEST-Pro Products Simplot Co 800-992-6066
Bird-X 800-662-5021
Bonide Products Inc 800-536-8231
CSI Geoturf Inc 888-208-5772
Landscape Equipment Suppliers - USA, Warren E Hill Associates Inc 800-553-2424
Lebanon Seaboard Corp 800-532-0090
Midwest Arborist Supplies 800-423-3789
Na-churs/Alpine Solutions, Corp Office 800-622-1291
Nature Safe Natural & Organic Fertilizers, Div of Griffin Industries 800-252-4727
Novozymes Biologicals Inc, Roots@Plant Care Group 800-342-6173
Nu-Gro Technologies Inc 800-866-0572
Organica Biotech Inc 631-544-0348
PBGordon Corp 800-821-7925
Poulienger USA Inc 866-709-8102
Spring Valley 800-635-2123
Tessenderlo Kerley Inc 800-669-0559
Tree Tech Microinjection Systems 800-622-2831
Western Nutrients Corp 800-542-6664
( CA Only )

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### Fungicides/Bactericides, Ornamental

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<td>Bayer Environmental Science</td>
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<td>Domo Inc</td>
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### Fungicides/Bactericides, Turf

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Advan LLC ..........................800-250-5024
Bayer Environmental Science, 
Turf & Ornamentals...........800-843-1702
Creative Sales Inc,
Tree Systems Medicap .........800-759-7739
Crompton Crop Protection,
World HQ ........................203-573-2400
Environmetrics Systems Inc, 
Bug Barrier Tree Band ® .......800-379-9677
kincaid Enterprises Inc ........800-951-3377
Lebanon Seaboard Corp, 
Lebanon Turf Products .......800-532-0090
FMC Corp, Specialty Products Business 800-321-1362
J J Maugen Co .....................800-873-3779
Mosquito Barrier Inc .........800-424-7990
Organica Biotech Inc ...........631-544-0348
Prentiss Inc .....................800-645-1911
Tree Tech Microinjection Systems.800-622-2831
Valent USA ........................800-89-VALENT
Whitmore Micro-Gen Res Labs Inc...800-777-8570

Nematicides
Advan LLC ..........................800-250-5024
AgSci Inc .........................800-274-8930
Bayer Environmental Science, 
Turf & Ornamentals...........800-843-1702
Tessenderlo Kerley Inc .........800-669-0559

Rodenticides
Oldham Chemicals Co Inc, 
Equipment ......................800-888-5502

Root Control
J C Whltham Mfg Co, 
Pain Div ..........................800-321-8358

Soil Amendments
Advanced Water Management Inc ..................................................877-994-3494
Aggrene Corp ....................800-577-GROW
Aquatrols .........................800-257-7797
Bio-Plex Organics ..............800-441-3573

BioOrganics Inc ..................888-332-7676
Complete Green Co .............800-GREEN-99
Dakota Pest & Equipment .......800-424-3443
Degussa, Goldschmidt Chemical Corp .......800-446-1809
Diamond Pro Prof Groundkeeping Prod ..........................800-228-2987
Earth Works Natural Organic Products .......800-732-7URF
Earthgreen Products Inc .......800-764-5464
Emerald Isle Ltd .................800-628-4769
Erosion Control Technologies Inc...800-245-0551
Ewing Irrigation Products ....800-343-9464
Fafard ..............................800-732-8667
Finn Corp .........................800-543-7166
GreenPro Services ...............800-645-6464
Grigg Bros .......................888-246-8873
Growth Products Ltd ..........800-648-7626
JRM Chemical Inc ...............800-962-4010
Landscape Equipment Suppliers - USA, 
Warren E Hill Associates Inc ....800-633-2424
Menefee Mining Corp ..........214-750-4966
Michigan Peat Co ...............800-324-7128
Milliken Chemical ...............864-503-2200
Moisture Mizer Products, 
Div Multiple Concepts Inc ....800-278-9490
National Bark Sales .............800-441-2036
National Lime & Stone Co ......800-584-0944
Nature Safe Natural & Organic Fertilizers, 
Div of Griffin Industries ....800-252-4727
Nu-Arbor Products ..............888-773-8777
Profile Products LLC ..........800-207-6457

This new player is no stranger to the game.

The name is new, but our roots run deep in the turf and ornamentals protection business.
Advan, LLC. Blending the people and the products of Sipcam Agro USA and Certis USA.
## Equipment/Accessories

### Aerators, Turf, Deep Time/Sub-soil

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<td>BLEC USA Inc</td>
<td>888-325-Blec</td>
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<tr>
<td>BlueBird International, Electrolux Professional Outdoor Prod Inc</td>
<td>800-808-2473</td>
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<tr>
<td>Classen Mfg Inc</td>
<td>888-252-7710</td>
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<tr>
<td>First Products Inc</td>
<td>800-363-8780</td>
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<tr>
<td>Grasshopper Co</td>
<td>620-345-8621</td>
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<tr>
<td>Holland Equipment Ltd</td>
<td>800-457-8310</td>
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<td>John Deere, Worldwide Commercial &amp; Consumer Equipment Div</td>
<td>800-537-8233</td>
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<tr>
<td>John Deere Worldwe Commercial &amp; Consumer Equip Div</td>
<td>800-537-8233</td>
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<td>Krome Co LLC</td>
<td>800-373-0337</td>
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<td>Land Pride</td>
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<td>Van Dill Plains Mfg Inc</td>
<td>888-987-7433</td>
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<td>Miltona Turf Products</td>
<td>800-456-4351</td>
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<td>Northern Tool &amp; Equipment, Commercial Sales</td>
<td>800-517-1963</td>
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<td>Redexim Charterhouse Inc</td>
<td>800-597-5664</td>
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<tr>
<td>SISIS Inc</td>
<td>864-843-5972</td>
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<tr>
<td>SubAir</td>
<td>866-641-6663</td>
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<tr>
<td>Wood Bay Enterprises Inc, Golf Course Design &amp; Engineering</td>
<td>800-661-4942</td>
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### Aerators, Turf, Non-powered

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<td>AerWay</td>
<td>800-457-8310</td>
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<tr>
<td>Agri-Fab Inc</td>
<td>217-728-8388</td>
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<tr>
<td>BLEC USA Inc</td>
<td>888-325-Blec</td>
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<tr>
<td>BlueBird International, Electrolux Professional Outdoor Prod Inc</td>
<td>800-808-2473</td>
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<tr>
<td>Broyhill Co</td>
<td>800-226-1003</td>
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<tr>
<td>Bush Hog</td>
<td>334-872-6251</td>
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<td>Gandy Co</td>
<td>800-443-2476</td>
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<td>Greenline</td>
<td>800-356-0717</td>
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<td>JRCO</td>
<td>888-922-TURF</td>
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<td>Fred Marvin Associates</td>
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<td>Mi-T-M Corp</td>
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<td>Northern Tool &amp; Equipment, Commercial Sales</td>
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<tr>
<td>Stanley Hydraulic Tools</td>
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<td>Stanley Tools</td>
<td>800-634-8759</td>
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<td>Stellar Industries Inc</td>
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### Aquatic Weed Harvesters

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<td>Air-Lac Industries Inc</td>
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<td>Midwest Rake Co, Lawn &amp; Garden</td>
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### Arborist Supplies

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<td>Forestry Suppliers Inc</td>
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<td>Northeast Arborist Supply</td>
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### Backfillers

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<td>Paladin Light Construction, Bradco McMillen</td>
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<td>Div of Jolly Gardener Inc</td>
<td>800-334-9658</td>
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<tr>
<td>Decorative Stone Products</td>
<td>866-496-7625</td>
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<tr>
<td>Aeration Services</td>
<td>800-336-9312</td>
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<td>GreenBook 2006</td>
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### Backhoe Accessories

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<tr>
<td>ASV Inc</td>
<td>800-345-5954</td>
</tr>
<tr>
<td>Burch Mfg Co Inc</td>
<td>515-573-4136</td>
</tr>
<tr>
<td>Bush Hog</td>
<td>334-872-6261</td>
</tr>
<tr>
<td>Case I H</td>
<td>262-636-0111</td>
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<tr>
<td>Caterpillar</td>
<td>800-229-7717</td>
</tr>
<tr>
<td>Danuser Machine Co Inc</td>
<td>573-642-2246</td>
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<tr>
<td>Danuser Industrial Group</td>
<td>800-654-6481</td>
</tr>
<tr>
<td>Farmtrac North America, LLC</td>
<td>252-823-4151</td>
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<tr>
<td>General Equipment Co</td>
<td>800-533-0524</td>
</tr>
<tr>
<td>John Deere</td>
<td>309-765-8000</td>
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<tr>
<td>John Deere Worldwide</td>
<td>800-537-8233</td>
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### Kwik Way

<table>
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<tr>
<td>ASV Inc</td>
<td>800-987-7433</td>
</tr>
<tr>
<td>Low Country Machinery Inc.</td>
<td>888-431-0130</td>
</tr>
<tr>
<td>Massey Ferguson</td>
<td>800-767-3221</td>
</tr>
<tr>
<td>MTD Products Inc</td>
<td>330-225-2600</td>
</tr>
<tr>
<td>Northern Tool &amp; Equipment, Commercial Sales</td>
<td>800-517-1963</td>
</tr>
<tr>
<td>Paladin Light Construction, Bradco Mclllion</td>
<td>800-922-2981</td>
</tr>
<tr>
<td>Power Trac</td>
<td>800-843-9273</td>
</tr>
<tr>
<td>Ramrod Equipment</td>
<td>800-667-1581</td>
</tr>
<tr>
<td>SWEEPER</td>
<td>800-456-7100</td>
</tr>
<tr>
<td>Thomas Equipment Ltd</td>
<td>506-276-4511</td>
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<tr>
<td>Vermeer Mfg Co</td>
<td>888-VERMEER</td>
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<tr>
<td>Marketing/Sales</td>
<td>800-839-6637</td>
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<tr>
<td>Woods Equipment Company</td>
<td>800-839-6637</td>
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### Battery Chargers

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<td>Jacobsen</td>
<td>888-922-TURF</td>
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<tr>
<td>Lester Electrical of NE Inc</td>
<td>402-477-8988</td>
</tr>
<tr>
<td>Northern Tool &amp; Equipment, Commercial Sales</td>
<td>800-517-1963</td>
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### Backhoes

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<td>Affordible Tree Landscape Rentals &amp; Equip</td>
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<tr>
<td>Alamo Group Agricultural Div</td>
<td>800-221-2855</td>
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<tr>
<td>Allmand Bros Inc</td>
<td>800-562-1373</td>
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<tr>
<td>ASV Inc</td>
<td>800-345-5954</td>
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<tr>
<td>Bobcat Company</td>
<td>866-823-7898</td>
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<tr>
<td>Broyhill Co</td>
<td>800-228-1003</td>
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<tr>
<td>Case I H</td>
<td>262-636-0111</td>
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<td>Case Mfg Co</td>
<td>800-767-3221</td>
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<tr>
<td>Compact Power Inc</td>
<td>800-476-9673</td>
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<tr>
<td>Coyote Loaders Inc</td>
<td>888-269-6830</td>
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<td>Ditch Witch /The Charles Machine Works Inc</td>
<td>800-654-6481</td>
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<td>Farmtrac North America, LLC</td>
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<td>John Deere</td>
<td>309-765-8000</td>
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<td>John Deere Constr &amp; Forestry Co</td>
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### Blade Balancers

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<td>Greeline</td>
<td>800-356-0717</td>
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<td>Magna-Matic Corp</td>
<td>800-328-1110</td>
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<td>Prime Line Power Equipment</td>
<td>217-324-9400</td>
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<td>Stens Power Equipment Parts</td>
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<td>ASV Inc</td>
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<td>Bobcat Company</td>
<td>866-823-7898</td>
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<td>Case I H</td>
<td>262-636-0111</td>
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<tr>
<td>Caterpillar</td>
<td>800-228-7717</td>
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<tr>
<td>Casco Manufacturing</td>
<td>800-458-1929</td>
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<td>Kubota Tractor Corp</td>
<td>888-458-2662</td>
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<tr>
<td>Kwik Way</td>
<td>800-843-7370</td>
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<tr>
<td>Massey Ferguson</td>
<td>800-767-3221</td>
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<tr>
<td>MTD Products Inc</td>
<td>330-225-2600</td>
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<tr>
<td>Paladin Light Construction, Bradco McMillen</td>
<td>800-922-2981</td>
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<tr>
<td>Paladin Products</td>
<td>800-872-2822</td>
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<td>Ramrod Equipment</td>
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<td>SWEEPER</td>
<td>800-456-7100</td>
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<td>Thomas Equipment Ltd</td>
<td>506-276-4511</td>
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<td>Toro Company</td>
<td>800-348-2424</td>
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<td>Ventrac by Venture Products Inc</td>
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### Battery Chargers

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<td>888-922-TURF</td>
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<td>Lester Electrical of NE Inc</td>
<td>402-477-8988</td>
</tr>
<tr>
<td>Northern Tool &amp; Equipment, Commercial Sales</td>
<td>800-517-1963</td>
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### Contact Numbers

- **ASV Inc**: 800-345-5954
- **Burch Mfg Co Inc**: 515-573-4136
- **Bush Hog**: 334-872-6261
- **Case I H**: 262-636-0111
- **Caterpillar**: 800-229-7717
- **Danuser Machine Co Inc**: 573-642-2246
- **Danuser Industrial Group**: 800-654-6481
- **Farmtrac North America, LLC**: 252-823-4151
- **General Equipment Co**: 800-533-0524
- **John Deere**: 309-765-8000
- **John Deere Worldwide**: 800-537-8233
- **Kwik Way**: 800-843-3720
- **Land Pride**: 888-987-7433
- **Low Country Machinery Inc**: 888-431-0130
- **Massey Ferguson**: 800-767-3221
- **MTD Products Inc**: 330-225-2600
- **Northern Tool & Equipment, Commercial Sales**: 800-517-1963
- **Paladin Light Construction, Bradco Mclllion**: 800-922-2981
- **Power Trac**: 800-843-9273
- **Ramrod Equipment**: 800-667-1581
- **SWEEPER**: 800-456-7100
- **Thomas Equipment Ltd**: 506-276-4511
- **Vermeer Mfg Co, Marketing/Sales**: 888-VERMEER
- **Woods Equipment Company**: 800-839-6637
- **Kwik Way**: 800-843-3720
- **Ramrod Equipment**: 800-667-1581
- **SWEEPER**: 800-456-7100
- **Woods Equipment Company**: 800-839-6637

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MTD Products Inc ................. 330-225-2600
Tru-Cut Inc ..................... 310-630-0422

Mowers, Reel, Walk-behind

John Deere Worldwide Commercial & Consumer Equip Div ............. 800-537-8233
Locke Turf Inc .................. 800-537-3713
Magneto Sales .................. 800-663-9499
MTD Products Inc ................. 330-225-2600
ProMow Inc ..................... 877-477-6669
Tru-Cut Inc ..................... 310-630-0422
Wood Bay Enterprises Inc, Golf Course Design & Engineering ......... 900-661-4942

Mowers, Rotary, PTO-driven

Alamo Group Agricultural Div ........... 800-221-2855
BEFCO Inc ..................... 800-334-6617
Brown Mfg Corp ................ 800-633-8909
Trenchmaster ................... 800-261-8711
Buhler Industries, John Buhler Inc ....... 204-661-8711
Degelman Industries Ltd ........ 800-667-3545
Dixie Chopper ................... 800-233-7596
Farmtrac North America, LLC .... 252-823-4151
Flail-Master .................... 800-251-4020
Gravely, An Ariens Company ....... 800-472-8359
John Deere Worldwide Commercial & Consumer Equip Div ............. 800-537-8233

Mowers, Rotary, Riding (more than 48-inch cut)

AGCO Lawn & Garden Equip ............ 262-284-8669
Dixie Chopper ................... 800-233-7596
Dixon Industries Inc ............... 800-264-6075
Exmark Mfg Co ................ 800-667-5296

Ferris Industries ................ 800-933-6175
Flail-Master ..................... 800-251-4020
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Hustler Turf Equipment .......... 800-495-4757
John Deere Worldwide Commercial & Consumer Equip Div ............. 800-537-8233
Kut Kwick Corp ................ 800-248-5945
LASTEC Inc .................... 800-515-6798
Massey Ferguson Lawn & Garden Equipment ............. 262-284-8669
Power Trac ..................... 800-843-9273
Rich Mfg Inc ................... 765-436-2744
Saxon Turf Equipment, Div Wolfe Metal Fab Inc .......... 800-550-5358
Simplicity Mfg Inc .............. 262-284-8669
Snapper Inc .................... 800-548-0227
Sutech Ind Inc ................. 309-341-3255
Walker Mfg Co ................ 800-279-8537
Wolfe Metal Fab Inc ............. 724-339-7790
Wright Manufacturing Inc ........ 301-360-9810
Yazoo/Kees, Electrolux Prof Outdoor Prod Inc .... 877-368-8873

Land Pride, Div Great Plains Mfg Inc ............. 688-987-7433
LASTEC Inc .................... 800-515-6798
Locke Turf Inc ................. 800-537-3713
Progressive Turf Equipment Inc ............. 800-668-8873
Saxon Turf Equipment, Div Wolfe Metal Fab Inc .......... 800-550-5358
Sutech Ind Inc ................. 309-341-3255
Wolfe Metal Fab Inc ............. 724-339-7790

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Exmark Mfg Co .........................................................................800-666-4368
Flail-Master ................................................................................800-251-4020
Sarlo Power Mowers Inc ..............................................................800-749-5296
Snapper Inc ..................................................................................800-808-2473
Tru-Cut Inc ..................................................................................310-630-0422

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Better Outdoor Products LLC .......................................................866-290-7295
Billy Goat Industries Inc ..............................................................816-524-9666
Country Clipper .........................................................................800-344-8237
Dixon Industries Inc .....................................................................800-264-6075
Eastman Industries Hover Mowers™ ........................................800-760-1680
Exmark Mfg Co .........................................................................800-666-4368

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Ferris Industries .........................................................................608-933-6175
Flail-Master ................................................................................800-251-4020
Gravely, An Ariens Company ........................................................800-472-8359
Kunz Engineering Inc ................................................................815-539-6954
Magna-Matic Corp .....................................................................800-328-1110
Rich Mfg Inc ...............................................................................765-436-2744
Scag Power Equipment .................................................................920-387-0100
Snapper Inc ..................................................................................800-808-2473
Suthel Ind Inc .............................................................................309-341-3255
Walker Mfg Co ..........................................................................800-279-8537
Wolfe MetalFab Inc ...................................................................724-339-7790
Wright Manufacturing Inc ...........................................................301-360-9810
Yazoo/Kees, Electrolux Prof Outdoor Prod Inc .........................877-368-8873

Mowers, Sharpeners, Reel Blade
Bernhard & Co Ltd ....................................................................888-474-6348
Diamond Machining Technology Inc .........................................800-666-4368
Locke Turf Inc ...........................................................................800-537-3713
Trion Lifts Inc .............................................................................800-426-3634

Mowers, Sickle Bar
B C S America Inc ......................................................................800-543-1040
BEFCO Inc ..................................................................................800-334-6617
Lawn Pride ..................................................................................608-760-1680

Mowers, Slope
Eastman Industries Hover Mowers™ ........................................800-760-1680
Hustler Turf Equipment ...............................................................800-495-4757
John Deere Worldwide Commercial & Consumer Equip Div ........800-537-8233
Kut Kwick Corp .........................................................................800-248-5945
Land Pride, Div Great Plains Mfg Inc .........................................888-987-7433
LASTECH Inc ...............................................................................800-515-6798
Progressive Turf Equipment Inc .................................................800-668-8873
Rich Mfg Inc ...............................................................................765-436-2744
Scag Power Equipment .................................................................920-387-0100
Snapper Inc ..................................................................................800-808-2473
Suthel Ind Inc .............................................................................309-341-3255
Walker Mfg Co ..........................................................................800-279-8537
Wolfe MetalFab Inc ...................................................................724-339-7790
Wright Manufacturing Inc ...........................................................301-360-9810
Yazoo/Kees, Electrolux Prof Outdoor Prod Inc .........................877-368-8873

Mowers, Zero-turning radius
B & H Mfg Inc ...........................................................................800-240-3288
B L C USA Inc ............................................................................888-325-8LEC
Bluebird International, Electrolux Professional Outdoor Prod Inc ........................................................................800-808-2473
Bowling Industries Inc ..............................................................800-433-0934
Easy Lawn Inc .............................................................................800-949-2383
Express Blower Inc .....................................................................800-285-7227
Mico-Mower Co .........................................................................800-465-6937
NMC Wollard .............................................................................800-458-6937
Swinger Loader Division .............................................................800-556-6867
R L Parsons & Son ECI ...............................................................800-456-4597
Rayco Mfg Inc ............................................................................800-392-2685
TGMi Inc .....................................................................................800-214-8464

Mulchers, Hydraulic
Bowie Industries Inc .................................................................800-433-0934
Dakota Mfg Co ...........................................................................800-949-2383
Easy Lawn Inc .............................................................................800-638-1769
Express Blower Inc .....................................................................800-285-7227
Micro-Mower Co .......................................................................800-465-6937
R L Parsons & Son ECI ...............................................................800-456-4597
Rayco Mfg Inc ............................................................................800-392-2685
TGMi Inc .....................................................................................800-214-8464

Overseeders
Billy Goat Industries Inc .............................................................816-524-9666
BLEC USA Inc ............................................................................800-325-BLEC
Express Blower Inc .....................................................................800-285-7227
Kut Kwick Corp .........................................................................800-248-5945
Land Pride, Div Great Plains Mfg Inc .........................................888-987-7433
LASTECH Inc ...............................................................................800-515-6798
Progressive Turf Equipment Inc .................................................800-668-8873
Rich Mfg Inc ...............................................................................765-436-2744
Scag Power Equipment .................................................................920-387-0100
Snapper Inc ..................................................................................800-808-2473
Suthel Ind Inc .............................................................................309-341-3255
Walker Mfg Co ..........................................................................800-279-8537
Wolfe MetalFab Inc ...................................................................724-339-7790
Wright Manufacturing Inc ...........................................................301-360-9810
Yazoo/Kees, Electrolux Prof Outdoor Prod Inc .........................877-368-8873

Paint, Strippers
American Marking Corp .............................................................800-777-6655
Brophy Co .................................................................................800-228-1001
J C Whitlam Mfg Co, Paint Div ................................................800-321-8358
Kromer Co LLC ..........................................................................800-373-0337

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American Marking Corp .............................................................800-777-6655
Brophy Co .................................................................................800-228-1001
J C Whitlam Mfg Co, Paint Div ................................................800-321-8358
Kromer Co LLC ..........................................................................800-373-0337

Paint, Strippers
American Marking Corp .............................................................800-777-6655
Brophy Co .................................................................................800-228-1001
J C Whitlam Mfg Co, Paint Div ................................................800-321-8358
Kromer Co LLC ..........................................................................800-373-0337
Parts Cleaning Washers
Ex-Cell Metal Products Inc. 800-392-3557
Landa Water Cleaning Systems 800-547-8672
Mi-T-M Corp 800-553-9053
Safety Storage Inc 800-344-6539
Stens Power Equipment Parts 800-475-7444

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Ardisam Inc 800-345-6007
Eastern Metal/USA-SIGN® 800-872-7446
EFCO, Tilton Equipment Co 800-447-1152
General Equipment Co 800-533-0524
Greenlee Textron Inc 800-435-0986
Hoffman Companies Inc 800-999-8161
MacKissic Inc 800-348-1117
McLaughlin Mfg Co 800-435-9346
Paladin Light Construction 800-922-2981
Power Trac 800-843-9273
Ramrod Equipment 800-667-1581
Sweepster 800-456-7100
Wixco Industries 800-872-8864

Pressure Washers
American Water Broom Co 800-241-6555
EFCO, Tilton Equipment Co 800-447-1152
GNC Industries Inc 800-462-2005
Hydro Turf Inc 651-452-9320
JONSERED, Tilton Equipment Co 877-693-7729
Landa Water Cleaning Systems 800-547-8672
RGF Environmental Group 800-842-7771
Safety Storage Inc 800-344-6539
Setter Manufacturing Div 204-774-2218
Sioux Steam Cleaner Corp 888-763-8833
Stens Power Equipment Parts 800-457-7444

Post Hole Diggers, Self Propelled
ASV Inc 800-345-5954
General Equipment Co 800-533-0524
MacKissic Inc 800-348-1117

Post Hole Diggers, Tractor or Truck-mounted
Caterpillar Inc 800-228-7717
Danuser Machine Co Inc 573-642-2246
General Equipment Co 800-533-0524
John Deere Worldwide Commercial & Consumer Equip Div 800-537-8233
Land Pride Div Great Plains Mfg Inc 800-987-7433
Lowe Mfg Co 800-344-5693
McLaughlin Mfg Co 800-435-9346
Paladin Light Construction, Bradco McMullen 800-922-2981
Power Trac 800-843-9273
Ramrod Equipment 800-667-1581
Sweepster 800-456-7100
Thomas Equipment Ltd 506-276-4511

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<table>
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<tr>
<th><strong>Rakes, Landscape</strong></th>
<th>Turfco Mfg, Turfco Direct - Lawncare...</th>
<th><strong>Yearbook Technologies Inc...</strong></th>
<th>Turbo Technologies Inc... <strong>800-822-3437</strong></th>
<th>**Turfcut, Turfco Direct - Lawncare...</th>
<th><strong>800-679-8201</strong></th>
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<td>Absolute Innovations Inc...</td>
<td><strong>877-788-7253</strong></td>
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<td><strong>800-532-6958</strong></td>
<td><strong>800-537-0984</strong></td>
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<td><strong>800-221-2855</strong></td>
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<td><strong>800-679-8201</strong></td>
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<td><strong>800-342-0950</strong></td>
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<td><strong>800-342-0950</strong></td>
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<td><strong>888-325-BLEC</strong></td>
<td><strong>888-325-BLEC</strong></td>
<td><strong>888-325-BLEC</strong></td>
<td><strong>800-679-8201</strong></td>
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<tr>
<td>Corona Clipper...</td>
<td><strong>800-847-7863</strong></td>
<td><strong>800-847-7863</strong></td>
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<td>Dakota Peat &amp; Equipment...</td>
<td><strong>800-424-3443</strong></td>
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<td>Degelman Industries Ltd...</td>
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<td>Harley Rakes...</td>
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Sod Equipment

AerWay ........................................... 800-457-8310
Classen Mfg Inc, Schiller-Pfeiffer .................. 888-252-7710
Micro-Trak Systems Inc ................................ 800-328-9613
RotaDairon Emrex Inc ................................ 800-554-4863
Screen Machine Industries, Inc ......................... 800-837-3344

Soil Blenders/Screeners

Screen Machine Industries, Inc ................. 800-837-3344
Sooreen Machine Industries Inc, Tiger Screen ... 800-837-3344

Soil Fumigation Equipment

Sioux Steam Cleaner Corp ................................. 888-763-8833

Spray Booms

Broyhil Co ........................................... 800-228-1003
Chemical Containers Inc ............................... 800-346-7867
Demco-Dethmers Mfg Co ................................ 800-543-3626
Gregson Clark Spraying Equipment ................. 800-706-9530
John Bean Sprayers ..................................... 800-241-2308
Kromer Co LLC ......................................... 800-373-0337
Rogers Sprayers Inc ...................................... 888-975-8294
Smucker Mfg Inc .......................................... 800-333-4503
SP Systems Inc ........................................... 800-457-3440

Spray Guns

Chemical Containers Inc ............................... 800-346-7867
Demco-Dethmers Mfg Co ................................ 800-543-3626
GNC Industries Inc ....................................... 800-682-2005
Graham Lawn Equipment Inc ......................... 800-543-2810
GreenPro Services ......................................... 800-645-6464
Oldham Chemicals Co Inc, Equipment ................. 800-888-5502
Rogers Sprayers Inc ...................................... 888-975-8294
SP Systems Inc ........................................... 800-457-3440

Spray Hoses & Reels

American Water Broom Co ......................... 800-241-6565
Chemical Containers Inc ............................... 800-346-7867
Demco-Dethmers Mfg Co ................................ 800-543-3626
GNC Industries Inc ....................................... 800-462-2005
Graham Lawn Equipment Inc ......................... 800-543-2810
GreenPro Services ......................................... 800-645-6464
Gregson Clark Spraying Equipment ................. 800-706-9530
Hannay Reels ............................................. 877-467-3357
H D Hudson Mfg Co, Green Garde Div ............... 800-745-2392
John Bean Sprayers ...................................... 800-241-2308
Mertz Fire Apparatus ..................................... 800-654-6433
Na-churs/Alpine Solutions, Corporate Office ...... 800-622-4877
Oldham Chemicals Co Inc, Equipment ................. 800-888-5502
Precision Tank & Equipment Co ....................... 800-811-7814
Rogers Sprayers Inc ...................................... 888-975-8294
Setter Manufacturing Div ............................... 204-774-2218
SP Systems Inc ........................................... 800-457-3440
Spraying Devices Inc (SDI) ............................ 559-734-5555
United Spray Systems Inc ............................... 800-950-4883

Spray Nozzles

Chemical Containers Inc ............................... 800-346-7867
Demco-Dethmers Mfg Co ................................ 800-543-3626
GNC Industries Inc ....................................... 800-682-2005
Graham Lawn Equipment Inc ......................... 800-543-2810
Gregson Clark Spraying Equipment ................. 800-706-9530
H D Hudson Mfg Co, Green Garde Div ............... 800-745-2392
Hypro, Agric Prods & Road De-icing .............. 800-424-9776
Jacto Inc ................................................... 800-522-8610
John Bean Sprayers ...................................... 800-241-2308
Kromer Co LLC ......................................... 800-727-8160
Mertz Fire Apparatus ..................................... 800-654-6433
Na-churs/Alpine Solutions, Corporate Office ...... 800-622-4877
Oldham Chemicals Co Inc, Equipment ................. 800-888-5502
Precision Tank & Equipment Co ....................... 800-811-7814
Rogers Sprayers Inc ...................................... 888-975-8294
Setter Manufacturing Div ............................... 204-774-2218
SP Systems Inc ........................................... 800-457-3440
Spraying Devices Inc (SDI) ............................ 559-734-5555

Spray Proportioners

Mertz Fire Apparatus ..................................... 800-654-6433

Sprayer Calibrators

Contree Sprayer & Equipment Co ....................... 800-433-3579
H D Hudson Mfg Co, Green Garde Div ............... 800-745-2392
Precision Tank & Equipment Co ....................... 800-811-7814
Spraying Devices Inc (SDI) ............................ 559-734-5555

TeeJet®

Spraying Systems Co, Mobile Systems Div ........ 630-665-5000
Tri-Con Inc ............................................. 800-448-2486

Sprayer-control Systems

Chemical Containers Inc ............................... 800-346-7867
Demco-Dethmers Mfg Co ................................ 800-543-3626
DICKEY-john Corp ........................................ 800-637-2952
FORCE America ........................................... 888-99FORCE
Graham Lawn Equipment Inc ......................... 800-543-2810
Gregson Clark Spraying Equipment ................. 800-706-9530
Hinkler Co ................................................. 800-333-5620
Micro-Trak Systems Inc ................................ 800-424-9776
H D Hudson Mfg Co, Green Garde Div ............... 800-745-2392
John Bean Sprayers ...................................... 800-241-2308
Micro-Trak Systems Inc ................................ 800-328-9613
Precision Tank & Equipment Co ....................... 800-811-7814
Rogers Sprayers Inc ...................................... 888-975-8294
Setter Manufacturing Div ............................... 204-774-2218
Spraying Devices Inc (SDI) ............................ 559-734-5555

Sprayers, Backpack

Chemical Containers Inc ............................... 800-346-7867
Demco-Dethmers Mfg Co ................................ 800-543-3626
GNC Industries Inc ....................................... 800-462-2005
Graham Lawn Equipment Inc ......................... 800-543-2810
H D Hudson Mfg Co, Green Garde Div ............... 800-745-2392
Hiniker Co ................................................. 800-522-8610
Lab Safety Supply ........................................ 800-356-0783
Maruyama US Inc ......................................... 253-735-7368
Oldham Chemicals Co Inc, Equipment ................. 800-888-5502
Performance Trailers Inc, Landscapracks.com .. 800-768-7708
Robin Outdoor Power Products ......................... 800-929-1848
Shindaiwa Inc ............................................ 800-521-7733
SP Systems Inc ........................................... 800-457-3440
United Spray Systems Inc ............................... 800-950-4883
Wheel Spray Corp ......................................... 262-646-8640

Sprayers, Hand-held

Chemical Containers Inc ............................... 800-346-7867
Demco-Dethmers Mfg Co ................................ 800-543-3626
GNC Industries Inc ....................................... 800-462-2005
Graham Lawn Equipment Inc ......................... 800-543-2810
H D Hudson Mfg Co, Green Garde Div ............... 800-745-2392
Hiniker Co ................................................. 800-522-8610
Kalo Inc ..................................................... 800-255-5196

www.landscapemanagement.net / DECEMBER 2005 / LANDSCAPE MANAGEMENT
## Sprayers, Skid-mounted

<table>
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<tr>
<th>Company</th>
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<tbody>
<tr>
<td>Bucks Fabricating</td>
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<tr>
<td>Switch-N-Go</td>
<td>888-311-0867</td>
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<tr>
<td>Buffalo Turbine LLC</td>
<td>716-592-2700</td>
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<tr>
<td>Chemical Containers Inc</td>
<td>800-346-7867</td>
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<tr>
<td>Denco-Dethmers Mfg Co</td>
<td>800-543-3626</td>
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<tr>
<td>Grasmorpher Co</td>
<td>620-345-8621</td>
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<tr>
<td>Jacto Inc</td>
<td>800-522-8610</td>
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<tr>
<td>John Bean Sprayers</td>
<td>800-241-2308</td>
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<tr>
<td>JRICO Inc</td>
<td>800-966-8442</td>
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<tr>
<td>Walker Mfg Co</td>
<td>800-279-8537</td>
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## Sprayers, Tractor-mounted

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<tr>
<td>Buffalo Turbine LLC</td>
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<td>Walker Mfg Co</td>
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## Sprayers, Nose-end

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<td>800-462-2005</td>
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<tr>
<td>Gregson Clark Spraying Equipment</td>
<td>800-706-9530</td>
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<tr>
<td>Mertz Fire Apparatus, Div of Mertz Mfg Co</td>
<td>800-654-6433</td>
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## Sprayers, Push Cart-mounted

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<td>Mertz Fire Apparatus, Div of Mertz Mfg Co</td>
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## Sprayers, Self-propelled

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<td>Switch-N-Go</td>
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<td>J C Whilm Mfg Co, Paint Div</td>
<td>712-258-0108</td>
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<td>Master Mfg Co</td>
<td>800-997-8294</td>
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<td>Rogers Sprayers Inc</td>
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<td>Spray Devices Inc (SDI)</td>
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<td>Wheel Spray Corp</td>
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## Spreader Calibration Equipment

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<td>Conveyor Application Systems LLC</td>
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<tr>
<td>EarthWay Products Inc</td>
<td>800-294-0671</td>
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<tr>
<td>PSB Co, White Castle Corp</td>
<td>614-228-5781</td>
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<tr>
<td>Spyker Spreaders LLC</td>
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<td>Wheel Spray Corp</td>
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## Spreaders, Broadcast

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<td>Agri-Fab Inc</td>
<td>217-728-8388</td>
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<td>BEFCO Inc</td>
<td>800-334-6617</td>
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<td>Conveyor Application Systems LLC</td>
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<td>Curtis International, Curtis Tractor Cab</td>
<td>800-343-7676</td>
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<tr>
<td>Dalton Cooper</td>
<td>516-759-2011</td>
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<tr>
<td>EarthWay Products Inc</td>
<td>800-294-0671</td>
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<tr>
<td>Gandy Co</td>
<td>800-443-2476</td>
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<tr>
<td>Herd Seeder Co</td>
<td>574-753-6311</td>
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<tr>
<td>JRICO Inc</td>
<td>800-966-8442</td>
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<td>Land Pride, Div Great Plains Mfg Inc</td>
<td>888-987-7433</td>
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<tr>
<td>Lely Usa Inc</td>
<td>888-245-4686</td>
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<td>Palmer Products</td>
<td>800-872-2828</td>
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<td>Perma Green Supreme</td>
<td>800-346-2001</td>
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<td>PSB Co, White Castle Corp</td>
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<tr>
<td>Spyker Spreaders LLC</td>
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<tr>
<td>Thompson Seeder Co</td>
<td>574-753-6311</td>
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<td>TryEx Inti</td>
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<tr>
<td>Ty-Crop Inc</td>
<td>800-845-7246</td>
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<td>Valmar Airflo Inc</td>
<td>204-353-2782</td>
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<tr>
<td>Vandervelben Corp</td>
<td>973-992-8506</td>
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<tr>
<td>Wilco Industries</td>
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## Spreaders, Drop

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<td>Agri-Fab Inc</td>
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<td>Bucks Fabricating</td>
<td>888-311-0867</td>
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<tr>
<td>Curtis International, Curtis Tractor Cab</td>
<td>800-343-7676</td>
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<tr>
<td>Dalton Cooper</td>
<td>516-759-2011</td>
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<tr>
<td>Earth &amp; Turf Products LLC</td>
<td>888-693-2638</td>
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<tr>
<td>EarthWay Products Inc</td>
<td>800-294-0671</td>
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<td>Gandy Co</td>
<td>800-443-2476</td>
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<td>Henderson Mfg</td>
<td>800-359-4970</td>
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<tr>
<td>PSB Co, White Castle Corp</td>
<td>614-228-5781</td>
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<tr>
<td>Truax Company Inc</td>
<td>763-537-6639</td>
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<tr>
<td>Ty-Crop Inc</td>
<td>800-845-7249</td>
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## Steam Cleaners

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<tr>
<td>Landa Water Cleaning Systems</td>
<td>800-547-8672</td>
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<tr>
<td>Sioux Steam Cleaner Corp</td>
<td>888-763-8833</td>
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## Stump Cutters

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<tr>
<td>Cray Bear Cat</td>
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<tr>
<td>Outdoor Power Equipment</td>
<td>800-247-7335</td>
</tr>
<tr>
<td>Heckendorf Equipment Co of Kansas Inc</td>
<td>800-835-7805</td>
</tr>
<tr>
<td>JP Carlton</td>
<td>800-243-9335</td>
</tr>
<tr>
<td>Rayco Mfg Inc</td>
<td>800-392-2688</td>
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## Sulkies, Walk-behind Tractor & Mower

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<tr>
<td>Better Outdoor Products LLC</td>
<td>866-290-7295</td>
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<tr>
<td>Jungle Jim's Accessory Prd</td>
<td>888-844-5467</td>
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<tr>
<td>Protero</td>
<td>866-476-8376</td>
</tr>
<tr>
<td>Redexim Charterhouse Inc</td>
<td>866-476-8376</td>
</tr>
<tr>
<td>Rich Mfg Inc</td>
<td>765-436-7244</td>
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<tr>
<td>Wright Manufacturing Inc</td>
<td>301-360-9810</td>
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## Sweepers, Pull-type

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<tr>
<th>Company</th>
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<tr>
<td>Eastman Industries Hoover Mowers</td>
<td>800-760-1680</td>
</tr>
<tr>
<td>MASCO Sweepers</td>
<td>800-345-1246</td>
</tr>
<tr>
<td>Minuteman Parker</td>
<td>800-323-9420</td>
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<tr>
<td>Redexim Charterhouse Inc</td>
<td>800-597-5664</td>
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<tr>
<td>Smithco Inc</td>
<td>800-891-9435</td>
</tr>
<tr>
<td>Wilco Industries</td>
<td>800-872-8864</td>
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<tr>
<td>York Modern Corp</td>
<td>800-836-YORK</td>
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Sweepers, Push-type
Ariens Company 800-472-2359
B.C.S. America Inc 800-543-1040
BCO, Titon Equipment Co 800-447-1152
Ciciri Ltd Inc 800-472-8359
An Ariens Company 800-966-8442

JRCO Inc 800-966-8442

Sweepers, Truck-Mounted
MASCO sweepers 800-345-1246
Minuteman Parker 800-323-9420
Pave Tech 800-728-3832
Shaver Mfg Co 712-859-3293
TrynEx Intl 800-725-8377
York Modern Corp 800-643-YORK

Topboxes
Arboretch 800-255-5715
Fiskars Consumer Products Inc, Garden Tools 800-500-4849
Kohler Mfg of Venice Inc 800-330-KENT
Mi-T-M Corp 800-553-9053
Reading Truck Body Inc 800-458-2226
Stellar Industries Inc 800-321-3741

Topdressers
Earth & Turf Products LLC 888-693-2638
EarthWay Products Inc 800-294-0671
Express Blower Inc 800-285-7227
John Deere World wide Commercial & Consumer Equip Div 800-537-8233
Lely USA Inc 888-245-4664
Redexim Charterhouse Inc 800-597-5664
Turco Mfg 800-679-8201
Ty-Crop Inc 800-845-7249
Valmar Airflo Inc 204-353-2782

Topdressing Materials
Jalite Industries Inc 800-795-TIRE

Tractor Attachments
AGCO Lawn & Garden Equip 262-284-8669
ATI Corp 800-342-0905
Burch Mfg Co Inc 515-573-4136
Clasen Mfg Inc 888-252-7710
Country Clipper 800-344-8237
Daniels Pull Pow Inc 800-386-2932
Danuser Machinery Co Inc 800-533-0524
Danuser Industrial Group 573-642-2246
EarthWay Products Inc 800-294-0671
Eastman Industries Hover Mowers 800-760-1680
Farmtrac North America LLC 252-823-4151
Farmtrac North America, LLC 800-533-0382
General Equipment Co 800-533-0524
Glenmac Inc, Harley Rakes 800-437-9779
John Deere Worldwide Commercial & Consumer Equip Div 800-537-8233

Tractors, Wheel-type
Allmand Bros Inc 800-562-1373
John Deere Constr & Forestry Co 800-333-7357
Low Country Machinery Inc 888-431-0130

Tractors, Wheels/tyre Utility
Allmand Bros Inc 800-562-1373
John Deere Constr & Forestry Co 800-333-7357
Low Country Machinery Inc 888-431-0130

Tractor Roll Protection
Bars
Country Clipper 800-344-8237
Farmtrac North America, LLC 252-823-4151
Full Vision Inc 316-283-3344
John Deere World wide Commercial & Consumer Equip Div 800-537-8233

Tractors, Lawn & Garden Riding
AGCO Lawn & Garden Equip 262-284-8669
Eastman Industries Hover Mowers 800-760-1680
Farmtrac North America, LLC 252-823-4151
John Deere World wide Commercial & Consumer Equip Div 800-537-8233
Massey Ferguson Lawn & Garden Equipment 262-284-8669

Tractors, Mowing (18-hp & up with integral mower)
John Deere World wide Commercial & Consumer Equip Div 800-537-8233
Kut Kwic Corp 800-248-5945
Shivers Mfg, Country Clipper 800-344-8237

Tractors, Wheel-type Utility
Allmand Bros Inc 800-562-1373
John Deere Constr & Forestry Co 800-333-7357
Low Country Machinery Inc 888-431-0130

Trailers, Equipment Transport
Advance Metalworking Co Inc 800-369-5367
Bil-Jax Inc 800-537-0540
Burch Mfg Co Inc 515-573-4136
Case Construction 262-636-6011
Clasen Mfg Inc 888-252-7710
Country Clipper 800-344-8237
Massey Ferguson Lawn & Garden Equipment 262-284-8669
Quick Attach Attachments Inc 866-428-8224
Silverson Mfg Inc 800-284-8669
Tree Toad 800-479-3099
TrynEx Intl 800-725-8377

Tractor Canopies/Cabs
Buch Mfg Co Inc 515-573-4136
Full Vision Inc 316-283-3344
John Deere World wide Commercial & Consumer Equip Div 800-537-8233
Kent Mfg of Venice Inc 800-330-KENT
R L Parsons & Son ECI 800-456-6937
W E Chapps Inc 800-816-2427

Tires/Tubes
McCord Terra Tire Sales 800-348-2396
McCarron Ind Inc 800-836-0096
Prime Line Power Equipment 217-324-9400
Safety Tire Seal Corp 800-233-8473
Stop & Go Int'l Inc 800-747-0238

Tool Boxes
Arboretch 800-255-5715
Fiskars Consumer Products Inc, Garden Tools 800-500-4849
Kohler Mfg of Venice Inc 800-330-KENT
Mi-T-M Corp 800-553-9053
Reading Truck Body Inc 800-458-2226
Stellar Industries Inc 800-321-3741

Trees, Skid-steer-mounted
Thomas Equipment Ltd 506-276-4511
York Modern Corp 800-643-YORK

Tanks, Polyethylene Spray
Burch Mfg Co Inc 515-573-4136
Chemical Containers Inc 800-346-7867

Tanks, Storage
Burch Mfg Co Inc 515-573-4136
Chemical Containers Inc 800-346-7867

Tillers, Wheel-type Utility
Allmand Bros Inc 800-562-1373
John Deere Constr & Forestry Co 800-333-7357
Low Country Machinery Inc 888-431-0130

Tillers, Wheel-type Utility
Allmand Bros Inc 800-562-1373
John Deere Constr & Forestry Co 800-333-7357
Low Country Machinery Inc 888-431-0130

Tillers, Walk-behind
AGCO Lawn & Garden Equip 262-284-8669
American Honda Motor Co Inc, Power Equipment Div 800-426-7701
Ardisam Inc 800-345-6007
B.C.S. America Inc 800-543-1040
Honda Power Equipment 800-426-7701
Massey Ferguson Lawn & Garden Equipment 262-284-8669
Simplicity Mfg Inc 262-284-8669

Tires/Tube
McCord Terra Tire Sales 800-348-2396
McCarron Ind Inc 800-836-0096
Prime Line Power Equipment 217-324-9400
Safety Tire Seal Corp 800-233-8473
Stop & Go Int'l Inc 800-747-0238

Topdressers
Midwest Rake Co, Lawn & Garden 800-815-7253
Turfline Inc, The Greens Team 800-443-8506
Wood Bay Enterprises Inc, Golf Course Design & Engineering 800-661-4942

Topdressing Brushes
Jalite Industries Inc 800-795-TIRE

Tractor Attachments
AGCO Lawn & Garden Equip 262-284-8669
ATI Corp 800-342-0905
Burch Mfg Co Inc 515-573-4136
Clasen Mfg Inc 888-252-7710
Country Clipper 800-344-8237
Daniels Pull Pow Inc 800-386-2932
Danuser Machinery Co Inc 800-533-0524
Danuser Industrial Group 573-642-2246
EarthWay Products Inc 800-294-0671
Eastman Industries Hover Mowers 800-760-1680
Farmtrac North America LLC 252-823-4151
Farmtrac North America, LLC 800-533-0382
General Equipment Co 800-533-0524
Glenmac Inc, Harley Rakes 800-437-9779
John Deere Worldwide Commercial & Consumer Equip Div 800-537-8233
### Turf Pluggers
- Clasen Mfg Inc, Schiller-Pfleiderer...888-252-7710
- JRCO Inc...888-966-8442
- Wilco Industries...800-672-9864

### Vacuums
- Bear Cat...800-247-7335
- Billy Goat Industries Inc...816-524-9666
- Country Clipper...800-344-8237
- Crazy Bear Cat, Outdoor Power Equipment...888-247-7335
- Ditch Witch/The Charles Machine Works Inc...800-654-6481

### Vibratory Plows
- Line-Ward Corp...800-816-9621
- Parsons Trenchers & Cable Plows...800-236-9944
- Vermeer Mfg Co, Marketing/Sales...888-VERMEER

### Wagons, Nurseries & Garden
- Tiger Line Equipment...419-628-3388
- Unverferth Mfg Co...800-322-6301
- Wilco Industries...800-872-8864

### Washwater-recycling Equipment
- Chemical Containers Inc...888-346-7867
- Landa Water Cleaning Systems...800-547-8672
- Mi-T-M Corp...800-533-9053
- RGF Environmental Group...888-842-7771

### Water Brooms
- American Water Broom Co...800-241-6565

### Irrigation/DRAINAGE/WATER MANAGEMENT

### Aerators, Aquatic
- Air-O-Lator Corp...800-821-3177
- Aqua Control...800-377-0019
- Aquamaster Fountains & Aerators, 800-993-3144
- Aquascape Designs Inc...888-877-6637
- Aquascaping by Aeromix...800-556-9251
- R E Aeration...800-726-2756
- Ozing Irrigation Products...888-343-9464
- Ozone Pumps...800-365-3880
- Rain Bird Corp, Commercial and Contractor...520-741-6100
- SubAir...886-641-6663

### Drainage Materials
- Colbord Geosynthetics, A member of the Acordis Group. 800-365-7391
- Diamond Pro Pref Groundscaping Prod...800-228-2987
- Duperon Corp...800-383-8479
- Ewing Irrigation Products...888-343-9464
- Fabriscrape Inc...800-952-0550
- Goulds Pump DivITT Industries, Water Technologies...315-586-7100
- LASCO Fittings Inc...800-776-2756
- Marsen Turf & Irrigation...800-600-8873
- NDS Inc...800-726-1994
- T R Mfg Inc, Grassy Pavers...800-957-5575
- T Christy Enterprises Inc...800-258-4583

### Drainage Pipe & Tubing
- ConTech Construction Products...800-338-1122
- Ewing Irrigation Products...888-343-9464
- Marsen Turf & Irrigation...800-600-8873
- NDS Inc...800-726-1994
- NIBCO INC...800-350-9930
- Raindrip Inc...800-423-2741

### Irrigation Systems & Components, Drip-type
- Agrifim...800-688-8108
- Antecio Micro Irrigation...800-869-7597
- Aquarium Brands Inc...888-828-9919
- AquaSenseAccessBoxes, Pentair Water Treatment/Plymouth Prod...800-348-7558

### Irrigation Systems & Components, Seep-type
- Aquarius Brands Inc, 800-828-9919
- AquaSenseAccessBoxes, Pentair Water Treatment/Plymouth Prod...800-348-7558

### Irrigation Systems & Components, Sprinkler-type
- Antelco Micro Irrigation...800-869-7597
- Armstrong AccessBoxes, Pentair Water Treatment/Plymouth Prod...800-348-7558
Irrigation, Backflow Preventers/Protectors

Backflow Prevention Device Enclosures

Guard Shack

800-266-5411

Consolidated Pipe & Tube Co Inc

506-735-2342

DIG Corporation, Commercial Products

800-338-0312

Backflow Irrigation Products

800-343-9464

Ewing Irrigation Products

800-343-9464

Irrigation, Controllers, Remote Control

Buckner by Storm

800-328-4469

Campbell Scientific Inc

435-753-2342

Rain Bird Corp

800-777-1477

Torco Company

Weathermatic

888-4-THE-PRO

Ewing Irrigation Products

800-343-9464

Irrigation, Electrical Fittings/Connections

Antelco Micro Irrigation

800-869-7597

Aquarius Brands Inc

800-603-0414

Armstrong A AccessBoxes

800-348-7558

Pentair Water Treatment/Plymouth Prod

800-322-9146

Consolidated Pipe & Tube Co Inc

800-678-3669

Davis Instruments

805-238-7100

Filtration Irrigation & Fertigation (FIF)

800-705-0215

Hydro Saver, Inc

800-821-1322

Irrigation Division

800-664-4740

L R Nelson Corp

888-Nelson 8

Marsan Turf & Irrigation

800-600-8873

Miller-Leaman Inc

800-881-0320

NDS Inc

800-726-1994

Rain Bird Corp

800-520-741-6100

Transitional Systems Mfg Inc

800-275-8558

Weathermatic

888-4-THE-PRO

Wilkins Operation,

Zurn Industries Inc

805-238-7100

Irrigation Systems & Components, Sub-surface Type

Antelco Micro Irrigation

800-869-7597

Aquarius Brands Inc

800-828-9919

Armstrong A AccessBoxes

800-348-7558

Pentair Water Treatment/Plymouth Prod

800-322-9146

Guard Shack

800-266-5411

Buckner by Storm

800-328-4469

Campbell Scientific Inc

435-753-2342

DIG Corporation, Commercial Products

800-338-0312

Rain Bird Corp

800-777-1477

Torco Company

Weathermatic

888-4-THE-PRO

Ewing Irrigation Products

800-343-9464

Irrigation, Controllers, Other

Buckner by Storm

800-328-4469

Champion Irrigation Products, Professional Div

800-33-CHAMP

Consolidated Pipe & Tube Co Inc

800-338-0312

Davis Instruments

805-238-7100

Filtration Irrigation & Fertigation (FIF)

800-705-0215

Hydro Saver, Inc

800-821-1322

Weathermatic

888-4-THE-PRO

Ewing Irrigation Products

800-343-9464
DIG Corporation, Commercial Products
- 800-322-9146

Dura Plastic Products Inc
- 800-854-2322

Ewing Irrigation Products
- 800-343-9464

Hendrickson Bros
- 95173-8822

Hit Products Corp
- 800-468-0071

KBI, King Bros
- 800-322-9146

LASCO Fittings Inc
- 800-776-2756

Netafim USA
- 888-638-2346

NIBCO INC
- 574-295-3000

Olson Irrigation Systems
- 800-776-5766

Richway Industries Ltd
- 800-553-2404

Senninger Irrigation Inc
- 407-877-5655

Signature Control Systems Inc
- 866-474-4628

Spears Mfg Co
- 800-862-1499

Transitional Systems Mfg Inc
- 530-751-2610

Valvette Systems Corporation
- 866-200-8590

Weathermatic
- 888-4-THE-PRO

Wilkins Operation,
Zurn Industries Inc
- 805-238-7100

Irrigation, Flow Sensors

Data Industrial Corp
- 800-338-0312

Ewing Irrigation Products
- 800-343-9464

Hunter Industries
- 800-733-2823

Rain Master
- 800-777-1477

Senninger Irrigation Inc
- 407-877-3655

Signature Control Systems Inc
- 866-474-4628

TechTurf Systems Inc
- 866-784-0498

Weathertech
- 888-4-THE-PRO

Irrigation, Moisture Sensors

Campbell Scientific Inc
- 435-753-2342

Davis Instruments
- 800-678-3669

Ewing Irrigation Products
- 800-343-9464

Hunter Industries
- 800-733-2823

Irrrometer Co Inc
- 951-689-1701

Netafim USA
- 888-638-2346

Soil moisture Equipment Corp
- 888-964-0040

Irrigation, Pipe

Aquarius Brands Inc
- 800-828-9919

Calmar Industries Ltd
- 306-975-1999

Consolidated Pipe & Tube Co Inc
- 806-763-9591

DIG Corporation, Commercial Products
- 800-322-9146

Ewing Irrigation Products
- 800-343-9464

Raindrirp Inc
- 800-843-2741

Saico Products Inc
- 909-434-1770

Weathertech
- 888-4-THE-PRO

Irrigation, Pipe Solvents/Cements

Ewing Irrigation Products
- 800-343-9464

Neptune Research Inc
- 800-328-0090

Saico Products Inc
- 909-434-1770

T Christy Enterprises Inc
- 800-258-4583

Irrigation, Pressure Gauges

Aquarius Brands Inc
- 800-828-9919

Ewing Irrigation Products
- 800-343-9464

Irrometer Co Inc
- 951-689-1701

Netafim USA
- 888-638-2346

Raindrirp Inc
- 800-423-2741

Saico Products Inc
- 909-434-1770

T Christy Enterprises Inc
- 800-258-4583

Weathertech
- 888-4-THE-PRO

Wilkins Operation,
Zurn Industries Inc
- 805-238-7100

Irrigation, Pumps

American Honda Motor Co Inc
- 800-426-7701

Buckner by Storm
- 800-328-4469

Calmar Industries Ltd
- 306-975-1999

Consolidated Pipe & Tube Co Inc
- 806-763-9591

Delmec Pump Norway
- 503-653-0330

Domasic USA
- 800-344-6767

Duperon Corp
- 800-383-8479

Ewing Irrigation Products
- 800-343-9464

Goulds Pumps/ITT Industries,
Water Technologies
- 315-568-7100

Greenscape Pump Services Inc
- 887-401-4774

Kifco Irrigation
- 888-888-1290

Oase-Pumps Inc
- 800-365-3880

Robin America Inc, Subarau
- 800-277-6246

Sulzer Pumps
- 800-955-5847

Synco Flo Inc
- 800-856-4443

TechTurf Systems Inc
- 866-784-0490

Irrigation, Replacement Parts

Aquarius Brands Inc
- 800-828-9919

Buckner by Storm
- 800-328-4469

DIG Corporation, Commercial Products
- 800-322-9146

Ewing Irrigation Products
- 800-343-9464

Hunt Industries
- 800-733-2823

KBI, King Bros
- 800-322-9146

Lasco Fittings Inc
- 800-776-2756

Na-churs/Alpine Solutions,
Corporate Office
- 866-222-4877

NIBCO INC
- 574-295-3000

Toro Company
- 800-664-4740

Valvette Systems Corporation
- 866-200-8590

Irrigation, Sprinklers

Antelco Micro Irrigation
- 800-869-7597

Calmar Industries Ltd
- 306-975-1999

Champion Irrigation Products,
Professional Div
- 800-33-CHAMP

Ewing Irrigation Products
- 800-343-9464

Hit Products Corp
- 800-468-0071

Hunter Industries
- 800-733-2823

K-Rain
- 800-73-KRAIN

L R Nelson Co
- 888-Nelson 8

Na-churs/Alpine Solutions,
Corporate Office
- 866-222-4877

Senninger Irrigation Inc
- 866-474-4628

Signature Control Systems Inc
- 866-784-0490

Toro Company,
Irrigation Division
- 800-664-4740

Valvette Systems Corporation
- 866-200-8590

Weathermatic
- 888-4-THE-PRO

Irrigation, Water Filtration

DIG Corporation, Commercial Products
- 800-322-9146

Ewing Irrigation Products
- 800-343-9464

Filtration & Irrigation (FIF)
- 888-705-0215

Greenscape Pump Services Inc
- 877-401-4774

Miller-Leaman Inc
- 800-881-0320

Oase-Pumps Inc
- 800-365-3880

Orval Water Filters
- 800-567-9767

Irrigation, Water Meters

Data Industrial Corp
- 800-338-0312

Ewing Irrigation Products
- 800-343-9464

TechTurf Systems Inc
- 866-784-0490

Locators, Pipe/Cable

Aqua-Tronics Inc
- 208-528-8875

Ewing Irrigation Products
- 800-343-9464

Locators, Water Leak

Aqua-Tronics Inc
- 208-528-8875

Ozonators, Aquatic

RGF Environmental Group
- 800-842-7771

Pond Liners

Aquascape Designs Inc
- 866-877-6637

Discount Pond Supply
- 800-399-9999

Environmental Protection Inc
- 800-655-4637

Ozone Pumps Inc
- 800-881-0320

Orval Water Filters
- 800-567-9767

Sper Mfg Co
- 800-862-1499

Pondscape Materials

AirLight Systems Inc
- 877-424-7544

Aquascape Designs Inc
- 866-877-6637

Bioverse Inc
- Healthy Ponds by Bioverse
- 877-948-0303

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GreenBook 2006 / Buyer's Guide

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Snow Fence
Tex-Net Inc.............................................800-541-1123

Snow Plows
Boss Snowplow........................................800-286-4155
Daniels Pull Plow Inc.................................800-386-2932
Fisher Engineering..................................207-701-4200
Grasshopper Co.......................................620-345-8621
Henderson Mfg.........................................800-359-4970
Hiniker Co...............................................800-433-5620
Kasco Manufacturing................................800-458-9129
Koyker Mfg Co..........................................800-456-1107
Lehnhorst Industries/Avalanche®Snowplows.....203-232-6950
Meyer Products Inc.................................216-486-1313

Sprayers, Ice Control Products
Bare Ground Systems.................................888-800-8356
DEL Hydraulics.........................................877-550-9798
FORCE America........................................888-99FORCE
Henderson Mfg.........................................800-359-4970
Hypro..........................................................
ICR Procs & Road De-icing..........................800-424-9776
Micro-Trak Systems Inc..............................800-328-9613
Richway Industries Ltd...............................800-553-2404
Spraying Systems Co,
Mobile Systems Div................................630-665-5000
Standard Tar Products Co............................800-825-7650
Turbo Technologies Inc.............................800-822-3437

Sprayers, Ice Control Products
Boss Snowplow........................................800-286-4155
DEL Hydraulics.........................................877-550-9798
DICKY-John Corp.......................................800-637-2952
EarthWay Products Inc...............................800-294-0671
Fisher Engineering..................................207-701-4200
FORCE America........................................888-99FORCE
Henderson Mfg.........................................800-359-4970
Herd Seeder Co..........................................574-753-6311
Highway Equipment Co...............................800-363-1771
Hiniker Co...............................................800-433-5620
JRCO Inc.......................................................800-966-8442
Lely USA Inc.............................................888-245-4684
Meyer Products Inc....................................800-486-1313
Micro-Trak Systems Inc.............................800-328-9613
PSB Co.....................................................614-228-5781
Richway Industries Ltd...............................800-553-2404
Snow-Vialt Int Co......................................262-673-7200
Spyker Spreaders LLC.................................800-972-6130
Standard Tar Products Co............................800-825-7650
Thompson Seeder Co................................800-753-6366
Tiger Line Equipment.................................419-628-3388
Truck Craft Corp.......................................800-755-3867
TrimEx Int...............................................800-725-8377

Ornamental Grasses
Western Production Inc,
Oregon Div...............................................800-564-3637

Ryegrass, Annual
Lebanon Seaboard Corp,
Rye Grass Turf Products..............................800-532-0090
Oregon Ryegrass Commission......................503-364-2944

Ryegrass, Perennial
Lebanon Seaboard Corp,
Lebanon Turf Products...............................800-532-0090
Oregon Ryegrass Commission......................503-364-2944

Seed, Native Plant or
Revegetation
AADvanced Water Management Inc.................877-994-3494

Seed-impregnated Mats
Profile Products LLC..................................800-207-6457

Sod/Sprigs (south only)
AADvanced Water Management Inc.................877-994-3494

Spill Absorbants
Moisture Mizer Products,Div Multiple Concepts Inc..........................800-278-9490

Turfseed Mixes or Blends
Ewing Irrigation Products..........................800-343-9464
Lebanon Seaboard Corp,
Lebanon Turf Products...............................800-532-0090

Zoysiagrasses
Quail Valley Grasses................................800-666-0007

SERVICES
Advertising/PR/
Marketing
American Lawn Care Mktg Grp.....................800-790-0096
Dentoco.................................................800-993-3689
JPL Horticultural Business Consultants.........416-606-9124
Marty Gründer! Inc.................................866-GRUNDER
Pancoast Concern Ltd...............................585-924-4570
PBC - Professional Business Consultants.......708-744-6715
Plantfind.com Inc....................................877-473-3363
ProFits Unlimited....................................800-845-0499
ProGreen EXPO........................................303-756-1079

LANDSCAPE MANAGEMENT / DECEMBER 2005 / www.landscapemanagement.net
Consultants, Business Management

COMPASS SYSTEM, INC.
Compass System Inc .............................................. 302-324-1614
Data Trak Inc ...................................................... 800-453-3972
Horticultural Research Institute ................................ 202-789-2900
Include Software .................................................. 800-475-0311
JPL Horticultural Business Consultants ...................... 416-606-9124
Landscape Development Inc .................................. 661-295-1970
Marcus Drake Consultants Inc ................................ 888-544-9122
Marty Grunder Inc ................................................ 866-GRUNDER
Obisdian Enterprises Inc ...................................... 317-237-4122
Outdoor Lighting Perspectives ................................ 877-898-8808
PBC - Professional Business Consultants .................. 708-744-6715
Profits Unlimited .................................................. 800-845-0499
Symbiot ............................................................... 888-223-5518
U S Lawns ........................................................... 800-US LAWNS
Vander Kooli & Associates Inc .............................. 303-697-6467

Consultants, Computer
FMC Software Solutions ...................................... 800-874-7594
Practical Solutions Inc .......................................... 614-436-9066

Consultants, Environmental Compliance
Regulatory Consultants Inc .................................... 800-888-9596

Consultants, Irrigation
Aqua Engineering Inc .......................................... 970-229-9668
Bryant Taylor Gordon Golf ................................... 909-338-8983
David D Davis & Association ................................ 509-338-4372
Irrigation Technical Services ................................ 626-294-9006
La Jolla Pacific Ltd .............................................. 800-645-8955
ValleyCrest Companies ....................................... 818-223-8500

Consultants, Labor
Marcus Drake Consultants Inc ................................ 888-544-9122
Mid Atlantic Solutions Inc .................................... 434-263-4300

Consultants, Pond/Wetland
Bioverse Inc ....................................................... 877-948-0303
Healthy Ponds by Bioverse .................................. 877-948-0303
Otterbine Barebo Inc ........................................... 800-237-8837
Pondswipe Manufacturing .................................... 888-742-5772
ValleyCrest Companies ....................................... 818-223-8500

Consultants, Tree
Bartlett Tree Experts .......................................... 877-BARTLETT
Bugsway Exterminating Service Inc ......................... 561-242-0222
CLC LABS ......................................................... 614-888-1663
La Jolla Pacific Ltd ............................................. 800-645-8955
SavaTree/SavaLawn, Corporate ................................ 914-241-4999
Symbiot ............................................................... 888-223-5518
ValleyCrest Companies ....................................... 818-223-8500
Wallace Laboratories ......................................... 800-473-3699

Design/Architecture
Cybergolf ........................................................... 877-640-7170
Gill Design Inc ..................................................... 800-886-4853
JPL Horticultural Business Consultants .................... 416-606-9124
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1. My primary business at this location is: (Fill in ONE only)
   a. Landscape Contractors/Service Companies
   b. Lawn Care Service Companies & Custom Chemical Applicators (ground & air)
   c. Irrigation Contractors & Consultants
   d. Other Contractors/Service Companies (please specify)

2. Which of the following best describes your title? (Fill in ONE only)
   a. Executive/Administrator - President, Owner, Partner, Director, General Manager, Chairman of the Board
   b. Manager/Superintendent - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
   c. Government Official - Government Commissioner, Agent, Other Government Official
   d. Specialist - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
   e. Other Titled and Non-Titled Personnel (please specify)

3. Which of the following services does your company provide? (Fill in ALL that apply)
   a. Mowing
   b. Turf Fertilization
   c. Turf Insect Control
   d. Turf Weed Control
   e. Turf Disease Control
   f. Ornamental Care
   g. Ornamental/Nursery Products
   h. Irrigation Systems (Hardscape Materials)
   i. Tractors
   j. Irrigation Installations
   k. Landscape Lighting
   l. Landscape Design
   m. Paving/Deck/Patio Installation

4. Type of customer served? (Fill in ONE ONLY)
   a. Commercial
   b. Residential
   c. Both

5. Which of the following landscape products do you purchase or specify? (Fill in ALL that apply)
   a. Blowers
   b. Herbicides
   c. Ornamental/Nursery Products
   d. Irrigation Systems
   e. Pavers/Masonry/Frcks/Rocks
   f. Tree Trimmers
   g. Mowers
   h. Line Trimmers
   i. Turf Fertilizers
   j. Seed/Sod
   k. Irrigation Systems
   l. Turf Insecticides
   m. Sod Growers
   n. Tuft Seed Growers & Nurseries
   o. Chainsaws
   p. Pavers/Masonry/Blocks/Rocks

6. My firm's annual revenue is: (Fill in ONE only)
   a. Less than $500,000
   b. $500,000 - $999,999
   c. $1,000,000 - $1,499,999
   d. $1,500,000 - $1,999,999
   e. $2,000,000 - $4,000,000
   f. $4,000,000 - $6,000,000
   g. $6,000,000 - $8,000,000
   h. $8,000,000 - $10,000,000
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