WE NEVER STOP PUSHING FOR PERFECTION

More people find more reasons to get behind Ransomes Bobcat than any other mid-size mowers. Because we never stop getting great ideas for improving them. Like our new ultra-durable, double-wide belt for truly uninterrupted mowing. Or our exclusive quick-lock caster clips for dependable wheel security. For landscaping and groundskeeping, remember, no one puts more new features on a wider selection of commercial mowers (32” to 54” cutting widths) than Ransomes. The best selling mid-size mowers in the world.

To see more great ideas, get started at your Ransomes distributor. Or call Ransomes, Inc., One Bob Cat Lane, Johnson Creek, WI 53038, (414) 699-2000.

RANSOMES

WHERE GREAT IDEAS START
**EVENTS**

**APRIL**

7-8—Landscape Estimating Workshop. San Jose, CA. Contact: Charles Vander Kooi, P.O. Box 621414, Littleton, CO 80162; (303) 667-6467.

10-13—Menninger Sunbelt Tree Conference. Cypress Gardens, FL. Contact: Jack Siebenthaler, P.O. Box 6524, Clearwater, FL 34618; (813) 446-3356.

11-12—Playground Safety and Design Workshop. The National Institute on Parks and Grounds Management, Milwaukee, WI. Contact: National Institute, P.O. Box 1936, Appleton, WI 54911; (414) 733-2301.

12-15—Missouri Parks & Recreation Association Annual Spring Conference. Clarion Hotel, St. Louis, MO. Contact: David Ostlund, 1203 Missouri Blvd., Jefferson City, MO 65101; (314) 636-3828.


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Ask for Exmark

Looking for excellence? Ask for Exmark.

From the sleek 48" to the powerful Turf Rake, Exmark's full line of professional lawn care products are engineered, tested and produced to give you excellent results and years of reliable operation. All Exmark products are backed by our national servicing-dealer network and two-year, limited warranty.

What's more, Exmark mowers are easy to buy. Our competitive pricing and new Advanta Lease program help you own for less.

For a great cut at a good price, ask for Exmark. For more information, call Exmark today: 402/223-4010.

*Engine and Peerless transmission warranted separately*

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**SEE WHERE YOU SPRAY**

Hi-Light™ Industrial strength colorant marks herbicide and sterilant treated spots and strips.

Bas-Oil™ hydrocarbon soluble basal dye promotes tree and brush application accuracy.

Turf Mark™ turf colorant defines broadcast treated areas on grass, turf, etc.

Easy-to-see B-U colorants indicate chemically treated areas, spots, strips and spray patterns — even spray drift.

They help reduce application errors (overlap, off target and non target applications) with a bold color.

And they help promote uniform, accurate applications of critical herbicides, soil sterilants, plant growth regulators and insecticides — simply, visually.

Easy to use. All B-U colorants are concentrated, easy to mix, wash off quickly and are available for applications on turf, weeds, brush, small trees, etc. Write or call for brochures.

**SPRAY COLORANT REDUCES SKIPS, DRIFT, OVERLAP**

Becker-Underwood 701 Dayton Road Ames, lowa 50010 (515) 232-5907

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**SEE WHERE YOU SPRAY**

Hi-Light™ Industrial strength colorant marks herbicide and sterilant treated spots and strips.

Bas-Oil™ hydrocarbon soluble basal dye promotes tree and brush application accuracy.

Turf Mark™ turf colorant defines broadcast treated areas on grass, turf, etc.

Easy-to-see B-U colorants indicate chemically treated areas, spots, strips and spray patterns — even spray drift.

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Easy to use. All B-U colorants are concentrated, easy to mix, wash off quickly and are available for applications on turf, weeds, brush, small trees, etc. Write or call for brochures.

Becker-Underwood 701 Dayton Road Ames, lowa 50010 (515) 232-5907

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I'm interested in exhibiting at the Third Annual Landscape Exposition. 

☐ Please send me more information.  ☐ Please have a salesman contact me.

Name  
Title  
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Address  
City  State  Zip  
Telephone (Include area code)
THE 3rd ANNUAL

Landscape Exposition

October 22-24, 1988 / Nashville Convention Center
Nashville, Tennessee

The Green Industry's
Most Far-Reaching Event

Your customers will be there
Exhibit in Landscape Expo and you'll reach commercial and residential lawn care specialists, university and park grounds superintendents, golf course managers, sports field managers, landscape contractors and many more. You'll meet decision-makers from around the country who are interested in buying new power equipment; chemicals; seed; fertilizers; irrigation systems; vehicles; accessories and services. Dollar for dollar, you won't find a better advertising value!

Timely seminars
Acknowledged experts will offer answers and solutions to the technical, managerial and regulatory problems facing every segment of the landscape industry.

Industry strength
Landscape Exposition is sponsored by Landscape Management and Lawn Care Industry, the leading publications in the green industry. They will spearhead the promotional campaign, assuring maximum penetration into this market.

Fall timing
You'll meet your customers when they've just concluded a successful season and have funds available to buy for next year.

An unbeatable location
Nashville occupies a unique position in the heartland of America — within driving distance of dozens of major cities, and a short plane hop from many more. And because Tennessee is a right to work state, you'll save on labor costs. Attendees will be drawn to Nashville's many attractions, and the full spectrum of accommodations — from luxury hotels to KOA Campgrounds — make it the perfect spot for a family vacation.

Weekend dates
Attendees can get away from their businesses and bring the family for a relaxing getaway. Discount coupons from local shops, restaurants and attractions will add to the fun.

Exciting incentives
Prizes, giveaways and in-hall entertainment will create an upbeat, exciting atmosphere during all three days of the show.

Plan to be there — reserve space today!
Your customers will be at the Landscape Exposition in Nashville — you should be there too! For a complete exhibitor prospectus and floorplan call Becky Lerew, Show Manager or Mary Sue Christoffers, Sales Manager at (203) 853-0400 or write to Landscape Expo, 50 Washington Street, Norwalk CT 06854.

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Sponsored by Landscape Management and Lawn Care Industry Magazines
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CLASSIFIEDS

RATES: $1.10 per word (minimum charge, $25). Bold face words or words in all capital letters charged at $1.35 per word. Boxed or display ads: $90 per column-inch (1x); $85-3x; $80-6x; $75-9x; $70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add $10 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-725-9200.

BOX NUMBER REPLIES: Mail box number replies to LANDSCAPE MANAGEMENT, Classified Ad Department, 1 East First St., Duluth, MN 55802. Please include box number in address.

BUSINESS OPPORTUNITIES

PALM BEACH & WEST PALM BEACH FLORIDA - Landscape Maintenance Company offering full service. Est. 1980. Be your own boss. Will train some. Landscape Maintenance Company full service. $85-3x; $80-6x; $75-9x; $70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add $10 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-725-9200.


HELP WANTED

LANDSCAPE EMPLOYMENT OPPORTUNITIES - One of the Midwest's largest commercial landscape maintenance firms seeks motivated, quality individuals to fill the following positions: Landscape Maintenance Supervisor, Estimators/Contract Administrator, Landscape Materials Buyer, Foremen, Pesticide Applicators. Excellent salary and benefit package. Send resume to: Reinhold Landscape, 23216 Telegraph, Flat Rock, MI 48134.

We are looking for a Landscape Foreman with experience in leading and working with installation crews. Duties include job estimating, reading blueprints, staking jobs, and pruning. We are located in the heart of the Blue Grass State of Kentucky. Family owned business since 1841. Benefits include paid vacation after 1 year, health insurance, plus profit sharing. Your salary is negotiable depending on experience. Contact Stephen Hillenmeyer, C.Hillenmeyer Nursery, 2371 Sandersville Road, Lexington, KY 40511. 3/88


PRIME OPPORTUNITY OPERATIONS MANAGER - Our rapidly expanding landscape construction/maintenance firm seeks aggressive well organized individual for operations manager. Candidate should have 2 years supervising experience in horticulture, be very good working with people and be very knowledgeable of ornamental plants and turfgrasses. Pesticide experience helpful but not required. Good salary and benefits. Send resume and salary requirements to Pro Scapes Inc., 1223 Old Stonehouse Road, Syracuse, NY 13070, or call 315-446-5353. 3/88

San Francisco Bay Area landscape firm seeks individual with strong horticultural, construction, irrigation, and client relation skills for landscape installation foreman position. Learning and growth opportunities with established company. Competitive compensation and benefits. Letter and/or resume to Landscape Care Company, 4026 Pacheco Boulevard, Martinez, CA 94553.

$1,000,000.00 SALES PERSON - Our top producing landscape salesperson sold $1.6 million during 1987. We're looking for a challenger, a motivated and client-oriented salesperson with a proven track record. If you are looking for top wages, an opportunity to excel, and your background includes sales of quality landscapes and developing client loyalty, call today and accept the challenge. Our 16 year young, award-winning Design/Build firm serves residential and commercial clients in the booming Cleveland, Ohio market area. Call 216-357-8400.

MANAGEMENT: Ever-Green Lawns Corporation, a division of the multi-national Hawley Group, Ltd., is looking for Landscape-related Professionals. Please respond in writing only to Richard D. Niemann, Corporate Recruiter, Ever-Green Lawns Corp., 1390 Charlestown Industrial Drive, St. Charles, MO 63303.

LANDSCAPE FOREMAN - Year round with a quality company located on the coast of MAINE. Experience managing construction and planting crews. Generous benefit package for qualified candidate. Send resume with work experience and salary history to: EARTHWORKS/MATTESON, LANDSCAPE AND TREE EXPERTS, P.O. Box 31, Yarmouth, ME 04096.

ASSISTANT MANAGER/FOREMEN - Expanding maintenance/design firm servicing corporate accounts and estates, requires quality-conscious assistant manager and maintenance division foremen. Experienced foremen for maintenance and construction divisions. Associate horticulture degree plus 2 years experience desirable. Excellent compensation package, advancement and attractive opportunities for goal-oriented individuals. Submit letter of application, resume and salary history (in confidence) to: Eastern Land Management, 433 West Main Street, Stamford, CT 06902.

LANDSCAPE MAINTENANCE SUPERVISOR - Rapidly expanding landscape management firm seeking experienced quality individuals with ability to manage people. Tremendous opportunity with full benefits. Forward your resume with salary history to TERRAFIRMA INC., 33W480 Fabyan Parkway, Suite 101, West Chicago, IL 60185.

TREEx CARE SALESPERSON - B.S. degree preferred in Urban Forestry, Horticulture or related field. We offer Medical Plan, Profit Sharing, Savings Plan and Paid Vacation. Send resume with salary history to 11 McNamara Office Park, Road, Spring Valley, NY 10977, 914-354-3400, attention John.

Lawn and Tree Care Technician: Experience a must. Should be state licensed. Must be able to provide references. Great opportunity for motivated employees. Send resume or call: Vidosh Bros., Inc., 36199 Mound Rd., Sterling Heights, Michigan 48310, 313-264-9492.

Lawn Maintenance Foreman: Experience in all phases of landscape installation on commercial and residential sites. Able to provide experienced lawn and tree care crew and work from a set of landscape plans. Excellent growth potential with Michigan's largest landscape contractor. Send resume or call: Vidosh Bros., Inc., 36199 Mound Rd., Sterling Heights, MI 48310, 313-264-9492.

Law and Tree Care Professional: Commercial landscape firm looking for responsible person to start up lawn care division. Responsibilities to include applications, service calls, record keeping, training and inventory. Prefer B.S. in Agronomy or at least 2 years field experience. Generous wage and benefits package. Send resume to Hunt & Hulteen, Inc., 50 Spark Street, Brockton, MA 02402, 617-580-1062.

MANAGEMENT TRAINEE: Tampa area commercial landscape management firm has opening for person with horticulture degree. Must have knowledge of Florida plants and have the ability to communicate. Initial responsibilities include horticultural quality control and customer service. No experience required. Positive professional attitude and willingness to learn a must. Call Mr. Blanchard 813-854-2383.

Seeking manager with excellent administrative, sales and marketing skills for position in well established, fast growing landscape company north of Denver. Horticultural background preferred, "people skills" a must. To develop innovative sales programs, coordinate schedules, evaluate and hire employees, conduct maintenance overview meetings, prepare marketing plan and/or resume to: Doke Enterprises, Inc., 1425 Weld County Road 32, Longmont, CO 80501, Attn: Personnel.

LANDSCAPE/MAINTENANCE POSITIONS: Hard-working supervisors, foremen and crew members needed by Northern Virginia firm engaged in all phases of landscaping, maintenance and hydroseeding. Call or write Turf Specialists, Inc., 10109 Gjes Run Road, Lorton, VA 22079, (703) 550-9196. 3/88
The TURF BLAZER II, designed to be a highly productive, mowing machine in a variety of mowing conditions, yet gentle enough to groom the finest lawn.

SELECT the KUBOTA engine to fit your needs. Choose the 4-cylinder 22HP diesel, the 3-cylinder, 16.5 HP diesel or the 3-cylinder, 21 HP gas. ALL engines are water-cooled.

A new direct drive system to the cutting deck eliminates PTO belts. This direct drive system assures maximum power transfer to the deck. NO belts means NO belt wear and no slippage.

Choose a 48", 60", 72" or 82" deck. These side-discharge rotaries allow close trimming and uniform discharge of clippings.

DON'T WAIT! Contact your Local HOWARD PRICE distributor for a demo on your turf.

Manufactured by HOWARD PRICE TURF EQUIPMENT
18155 Edison Avenue
Chesterfield, Mo. 63017
HELP WANTED

TREE WARDEN/ARBORIST - The City of Boston Department of Parks and Recreation is seeking a tree warden/arborist to assume a leadership role in a new commitment to improve the City's tree population. This effort is part of a much larger commitment to the restoration and improvement of the City's green spaces. Responsibilities: Administrative and staff/contract development and organization and supervision of all tree planting, trimming, removal, and I.P.M. of street and park trees. Qualifications: Bachelor's Degree in Arboriculture or related field. At least 5 years management experience in urban parks and street tree maintenance with a strong background in the technical aspects of tree maintenance. Must possess strong people and supervisory skills. Strong communication and public outreach skills are essential. Massachusetts Pesticide Applicator Certificate in Ornamentals, Turf and Right of Way and Valid Driver's License are required. Salary Range: $37,500 - $40,000. City of Boston residency is required. Please send resumes to: Don King, Parks and Recreation Dept., Room 816, Boston City Hall, City Hall Plaza, Boston, MA 02201. The City of Boston is an Equal Opportunity Employer. M/F/H. 3/88

LESCO, INC.

A leader and complete supplier of equipment and products to the Turf Care Industry is seeking aggressive, mature, customer oriented individuals to join the team as:

SERVICE CENTER MANAGER

This position will have P/L responsibility for the management of a warehouse operation serving the professional lawn care industry, including local sales development, inventory control and accounts receivable. Ideal candidates should have previous experience in the lawn care and/or golf course industries, or possess a horticultural background. Past selling experience helpful.

Positions are available in Long Island, Baltimore, Philadelphia, Washington, Rochester, N.Y., Cincinnati, Phila., Detroit, Cleveland, Columbus, Akron, Dayton, also in various Florida metropolitan markets.

Our firm has an established growth pattern and record of profit sharing. Individuals with experience and sales management background as well as executive management skills will be given serious consideration and salary history to: Brad Gerson, LESCO, INC., 20005 Limpk Road Rocky River, OH 44144 Equal Opportunity Employer 4/88

HELP WANTED

LANDSCAPE SALES/SERVICE MANAGER

Needed: Experienced Landscape person to handle design, sell, manage and oversee the day-to-day operations of the service division. Must be aggressive, competitive, self-motivated and able to develop and maintain strong professional relationships. Must be at least 21. Knowledge of irrigation and sprinklers a must. Send resume and salary requirements to: A & R Landscape, Inc., P.O. Box 3079, Framingham, MA 01701. 3/88

LANDSCAPE CONSTRUCTION FOREMAN.

Experienced persons needed to lead our construction crews. A thorough knowledge in sodding, planting, R/R tie work, and walk/patio construction are required. Come grow with this progressive landscape corporation. Send resume and salary history to: D.J. Murphy Landscape Co., Inc., P.O. Box 3079, Framingham, MA 01701. 3/88

GROUNDS MANAGER - Well established, quality conscious, real estate development and management firm requires full time Grounds Operation Manager for all seasons management of large corporate campus located primarily in the lower Connecticut/Westchester/Putnam, New York area. Applicant must have minimum five years experience in care and management of trees, shrubs, turf and pavement. Knowledge of and ability to administer contracts. A working knowledge of site work and irrigation systems. Individual must have good communication skills and ability to deal with labor as well as executive staff. Growth position. Salary open. Send resume and salary requirements to: Grounds Management, Box 269, 324 Main Street, Norwalk, Connecticut 06851. 5/88

OLD WESTBURY GARDENS is seeking applications for experienced gardeners in the areas of: 1) general landscape maintenance, 2) cutting garden planning, planting and maintenance, and 3) herbaceous perennial maintenance. Salary commensurate with experience. Contact Robert Bowden, Director, Horticulture and Operations, Box 430, Old Westbury, NY 11568. Call (516) 333-0048. Available immediately. 4/88

CREW SUPERINTENDENTS: Houston, TX. We are looking for experienced, aggressive people to grow with us. Send resume and salary history to: THE GROUND CREW, INC., P.O. Box 219041, HOUSTON, TX 77218. Or just call me collect. Stuart Scandridge, 713-578-9819. 4/88

SALES: Landscape Sales person with 1-2 years experience. Individual must be aggressive, motivated and able to develop new accounts. Send resume and salary history to: FOUR SEASONS LANDSCAPING, INC., 112 B Frederick Ave., Rockville, MD 20850. 3/88

TRAIINEES & FOREMEN: Washington D.C. area design/build firm is looking for career-minded individuals who want to learn top of the line residential landscaping-construction, planting & landscape maintenance. We need professionals who are willing to work and can produce. We work a 4-5 day week and offer good pay. Send resume with references to: Garden Gate Landscaping, 821 Norwood Road, Silver Springs, MD 20879. Attn: Jim Seipel. 3/88

PERSONNEL: Hydro Lawn, a Mid-Atlantic full service lawn care company is accepting applications for Sales/Customer Service management positions. Applicants must be aggressive, responsible, neat and experienced in sodding, turf and customer service. Compensation from $25-35,000 plus full benefit package. Send resume to: Hydro Lawn, 7905 Airpark Road, Gaithersburg, Maryland 20879. TF 3/88

FLORIDA LANDSCAPE CONTRACTOR: Florida landscape contractor has an opening for a highly qualified operations manager for its maintenance division. Ability to schedule, organize and manage people in a rapidly growing organization. Heavy field experience and a commitment to quality work required. Opportunity for an aggressive person to be a key member of a top-notch team. Excellent salary and benefits. Call Mr. Singh (305) 831-8101. 5/88
For over 35 years Snapper has been building the highest quality outdoor power equipment money can buy. Lawn care professionals know that such quality means lasting dependability and steady profits. And now Snapper makes this quality available in a wider selection of commercial products for your business.

All heavy-duty walk mowers come with the power and options to make big jobs a snap. Pick from 32", 36", or 48" models. A 60" model will be available soon. Our mid-duty walk mowers come with 30" or 41" decks featuring pivoting front ends to reduce scalping. 21" Hi-Vac® walks feature 3 bushel grass catchers, and have 5 hp engines with heavy-duty parts for longer life.

Snapper is America's number one choice in rear engine riders. Our Extra Tough models feature 12 hp engines and 5 forward speeds with on-the-go shifting. Our lawn tractors give you a choice of 33", 41" and 48" mowing decks.

There's more to this business than mowing and Snapper has you covered with power pluggers, power rakes, trimmers, edgers and even a 2-stage commercial snowthrower.

So, for day in day out profitability, invest in Snapper quality. Write Snapper Power Equipment, Dept. 000000, McDonough, GA 30253.
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CAREER OPPORTUNITIES
ORKIN LAWN CARE (a division of Rollins, Inc.), is one of the nation's largest and fastest growing Lawn Care Companies. With over 43 branches located in 12 states our expansion plans for FY88 will require more proven management.

We are looking for Branch, District and Region Management talent, as well as, Sales and Service Management employees.

If you are ready to join an aggressive company with over 87 years of service business experience, one that is stable, growing and one where you can build a strong career with unlimited advancement opportunities then send your resume TODAY or call 404-888-2771.

Personnel Director
Orkin Lawn Care Division
P.O. Box 647
Atlanta, GA 30301

Landscape assistant at major Country Club. Design, installation, and maintenance of Clubhouse and landscaped areas on Golf Course. Must have sign, installation, and maintenance of Clubhouse to: 665 Hightower Trail, Dunwoody (Atlanta), GA 30350. Attn: Golf Maintenance or call 404-993-2040. 3/88

LANDSCAPE MAINTENANCE SUPERVISOR:
Scapes, Inc., a commercial landscape firm in Atlanta, Georgia, is seeking an individual who has strong management skills, as well as, extensive landscaping experience and knowledge of plants. Advancement potential — up to Division Manager — makes this position ideal for a goal oriented individual. 404-956-7500.

PRODUCTION/SALES/MANAGEMENT — Aggressive Texas full-service landscape firm now accepting resumes for entry level positions in sales, production and management. Excellent opportunities for career, growth oriented persons. Send full resume to LM Box 443. 3/88

LANDSCAPE MANAGEMENT MANAGER:
Leading Kansas City landscape company has immediate opening for talented, experienced and aggressive person to manage and develop our sales, production and maintenance. Excellent growth opportunity. B.S. in horticulture or related field preferred. Salary incentive, benefits. Send resume with experience and salary history to: Hermes Company, P.O. Box 14336, Lenexa, KS 66215. 913-888-2413. 3/88

WANTED - Aggressive Manufacturer's Reps - Manufacturer of agricultural, golf course, municipal and lawn & garden spraying equipment is seeking qualified reps with experience in sprayer sales. Seeking nationwide network, exclusive territory contract, excellent technical support and top of the line equipment. Send resume and current line card to: The Broyhill Company P.O. Box 475-CB, Dakota City, NE 68731-0475. Phone: 1-800-228-1003. 3/88

Get Serious about Hydro-Mulching

Bowie Industries invented the Hydro-Mulcher®. And whether you specialize in large or small projects, Bowie makes a Hydro-Mulcher that will save you money. The Bowie Victor 800 is ideal for lawn and landscape jobs. Like all our equipment, the Victor 800 is built Bowie tough for long, trouble-free service. Its 800 gallon tank can easily spread 350 pounds of mulch over 8,000 square feet in one application. The Bowie Victor 800 is equipped with a built-in shredder bar, and uses twin agitators to keep slurry homogeneous. Call or write Bowie today. We make serious equipment for serious landscapers.

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P.O. Box 931, Bowie, Texas 76230
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5/88

Landscape Salesperson position available with Yardmaster, Inc. in Cleveland, Ohio. Excellent compensation plan and benefits. Join Ohio's largest design/build and maintenance firm. Send resume or call YARDMASTER, INC., 1447 N. Ridge R.D., PAINESVILLE, OH 44077, 216-357-8400.


LANDSCAPE ARCHITECT/SALESMAN - An established, reputable, growing Cleveland landscaping firm seeking a highly motivated, aggressive individual. Excellent opportunities for career advancement. Professional wages and benefits year-round. Incentive bonus. Send resume with experience and salary history in confidence to Emerallawn, 35144 Lakeland Boulevard, Eastlake, OH 44094.

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Sewage Deodorization now available. Our new Android model utilizes the latest hydro-mechanical technology to solve your sewage disposal problem. For more information, contact the Sewage Deodorization Division, 3851 W. Lakeview Ave., Chicago, IL 60613.

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Proven results and superior quality - the Hydro-Mulcher is the answer.

Simply Operated with quick responding steering levers and comfortable secure ride plus complete view of the full floating deck.

Counter Rotating drive wheels powered by dual hydrostatic transmissions provide a true zero turning radius.

Tilt Back Deck eases cleanout, servicing blades and spindles.

Grazer is available in models from 11.5 to 18 hp with a wide range of deck widths and attachments.

Competitively Priced for commercial use.

Grazer Division • Willsey-D, Inc.
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not an ordinary out front riding lawn mower. Grazer has the features you want enhanced by rugged smart styling.

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