It can handle 16 or 32 different watering stations using the AC model and 12 or 24 stations using the DC model. Each station is adjustable to a choice of valves, pumps, filters and fertilizer injectors.

**Circle No. 197 on Reader Inquiry Card**

**Sunscreen protects skin with SPF 15**

SBS Products presents “Deflect,” an SPF 15 formula which provides 15 times the skin’s normal protection from the sun’s harmful ultra-violet rays. It is waterproof, greaseless and free of PABA and fragrance.

Deflect, which was supplied to U.S. troops during Operation Desert Storm, is recommended for use by utility, parks and recreation, and construction workers, or virtually anyone whose work or leisure activities involve extended sun exposure.

**Circle No. 198 on Reader Inquiry Card**

**Yard machine combines vacuum, chipper in one**

The EasyRake Chipper/Vac is the newest addition to the company's line of outdoor power equipment for residential and commercial use.

Features include:
- 5-hp I/C Briggs & Stratton engine;
- self-feeding chipper with large chute;
- three-inch diameter branch chipping capacity;
- The Chipper Vac has a capacity of 10-45 bushels, and can dispose of three-inch branches and limbs.

**Circle No. 199 on Reader Inquiry Card**

**Utility vehicle, sprayer for golf and athletic turf uses**

The new John Deere 1800 utility vehicle can be matched with a Broyhill 200-gallon Accumaster spray system for a stable and durable self-propelled sprayer in golf course and other athletic turf applications.

The 1800 is a heavy-duty, 2000-lb. capacity traction unit that's powered by an 18-hp liquid-cooled gasoline engine for quiet efficiency. The engine is a V-twin for smooth operation. Pressurized lubrication and oil filter are standard.

A hydrostatic transmission provides infinite speed control between zero and 11.5 mph. The UV has an oil cooler and oil filter to increase machine life. A power takeoff shaft transmits power at rated engine rpm to the transaxle output shaft, to power the sprayer pump at peak torque independent of ground speed.

**Circle No. 200 on Reader Inquiry Card**

**Power hydraulic center mount for easy alignment**

The new Worksaver Power Ram Hydraulic Center Mount Post Drivers, Models HPD-16HC and HPD-20HC, are equipped with 3-point mounts. These mounts use hydraulic cylinders for quick positioning and effortless alignment.

Engineered to handle all standard-size wood or steel posts, the drivers deliver up to 40, heavy impact strokes per minute without "mushrooming."

**Circle No. 201 on Reader Inquiry Card**

**New trimmer line shaped with multiple cutting edges**

The new Cross Fire premium trimmer line from Echo, Inc., features eight cutting surfaces that cut rather than tear the grass.

The multiple surface design produces eight 90° edges. The new line is made from a long-lasting copolymer used in Echo’s standard line. The line is described as tip split resistant and wear resistant.

**Circle No. 203 on Reader Inquiry Card**
Pre-emergent treatment for crabgrass, other weeds

Pre-San Granular selective herbicide is a pre-emergent treatment for crabgrass, goosegrass, poa annua and other weeds in lawns, parks and golf courses.

Pre-San is marketed by PBI Gordon Corporation of Kansas City, Mo.

The product, acquired from Grace-Sierra Corporation, is offered in two strengths, 12.5G and 7G. These designations reflect the percentages of the active ingredient, bensulide (Betasan).

According to PBI/Gordon, Pre-San is regarded as one of the safest, most widely accepted pre-emergents available for use on bentgrass greens, tee boxes and high profile lawns.

Brochure lists guidelines for shoreline protection walls

A guideline for design and construction of Versa-Lok segmental retaining walls in shoreline and retention pond embankment protection applications is available from Versa Lok. Problem areas covered include foundation strength, scour protection, hydrostatic buildup and fines migration. Typical wall sections for this application are included.

Light, portable hose reel snaps together quickly

The 790 Reeltote Portable Hose Reel from Melnor, Inc. snaps together in minutes without tools and can be neatly stored. The hose stores up to 150 feet of 5/8-inch hose or 200-feet of 1/2-inch hose. Comfort-grip handle folds down for easy storage. Dual, built-in foot stabilizers on a no-tip sled base keep the unit in place on any surface and provide for smooth winding and unwinding, says Melnor.

Centrifugal pumps eliminate engine misalign problems

Berkeley pumps has rugged type B pumps with end suction centrifugal.

The B-series pump end is for mounting on engines with S.A.E. standard flywheel housing.

These products are for application in general irrigation, water transfer or any water pumping applications within its performance range.

The B-series centrifugals have a capacity range of 50 to 5000 gallons per minute. Horsepower ranges from 15 to 240 BHP with heads to 550 feet.

High wheel mower features exclusive mulching system

Yazoo Manufacturing Company has a new high wheel mower, the S22CB1.

The new mower features Yazoo's exclusive Vari-Mulch system, and other user-friendly features. The Vari-Mulch system lets the operator vary the rate at which clippings are returned to the lawn. This enables him to match the mower to mowing conditions.

In heavier, wet grass, when other mowers would bog down, the operator can shift the selector to the heavy grass position, allowing easy mowing and mulching without a loss of power or mulching ability.
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Seasonal from page 20

I often hear how they provide companies with a new view on how to do the work.

Seasonal recruitment is an ongoing process; employees will quit at some of the busiest times. A ready reserve of pre-qualified candidates gives you the power to react whenever turnover hits.

If you recruit seasonals at the start of the season, you will be forced to make decisions on the hiring of individuals based on immediate needs. As a result, you will not be choosing the individuals who can satisfy both your short-term and long-term needs. These last-minute hiring decisions often result in more turnover, or in choosing someone who doesn't work out. Avoid this by making the seasonal employee interviewing process a year-round activity.

**What skills?**—Have a job description for each position in the company. This makes assigning both seasonal and full-timers easier. It is important to let seasonal workers make decisions and assume authority and responsibility. These opportunities will help the employee become an integral part of the company.

Allowing permanent employees to make decisions will encourage the seasonal employees to speak out and know they will be listened to.

Evaluating the performance of your seasonal employees as well as your full-time employees will encourage everyone not to be concerned with job titles.

**Personality matches**—Choosing the individual who will work best in your company requires you to know your company's "personality." You must know this before you hire, or you may wind up with quality people who don't fit in.

For most green industry companies, the characteristics I have most observed are: competitiveness, team attitude, aggressiveness and personable nature.

Adaptability is important. Flexibility, cooperation and teamwork are the key characteristics which an individual needs to bring to the job in order to contribute to the overall profitability and effectiveness of your company.

—The author is a principle in Wandtke & Associates, a management and marketing consulting firm in Columbus, Ohio.

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**Ultrasonic transmitter is the smallest available**

Flowline has added another sensor to its family of level products for plastic tanks.

A new electronic design offers an ultrasonic level transmitter in the smallest package available.

The transmitter provides a two-wire, 4 or 20 mA or TTL compatible voltage signal output.

Flowline says the transmitter is excellent for difficult liquids where fouling of floats from foam or turbulence is a problem.

The transmitter is highly sensitive and well-suited for leak detection and point level measurement, resisting variations in temperature, light, viscosity, dielectric value and density.

**Circle No. 209 on Reader Inquiry Card**

**Vegetation mat speeds uniform turf growth**

Contractors and landscapers can achieve fast, efficient lawn growth over large problem areas by using large-sized, natural, biodegradable Futerra revegetation/erosion control mats.

To use the mats, apply seed and fertilizer to the ground and roll out the mats. After an initial watering, the mat bonds to ground contours.

**Circle No. 211 on Reader Inquiry Card**

**High pressure washer is direct driven, skid mounted**

Karcher has a new Cold-Hot Steam High pressure washer.

The direct drive, skid mounted unit is durable and designed for applications where optimum cleaning power and gasoline independence is a must.

The HDS 1200 BE comes complete with infinitely variable operating pressure, water volume temperature control, and chemical metering.

A high-performance electric-start unit, it features a plus-90%-plus fuel efficient burner system, automatic idle down when the trigger gun is released, and low water, fuel and oil cut-off which protects the machine from damage.

**Circle No. 210 on Reader Inquiry Card**

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**Correction**

A product news release in our February issue incorrectly described products from Great Salt Lake Minerals Corporation as containing sodium of potash. This should have read "sulfate of potash." The products, Mini-Granular and Greens Grade Turf Blend, contribute a highly pure source of potassium, and protect growth environments from excess salt and chloride.

Landscape Management regrets any confusion caused by the error.
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Progressive Northern NJ Firm seeks outstanding candidate to manage 6 man crew. The right individual will possess a Horticultural degree and have 3 years hands-on experience. Excellent communication skills are required. Competitive salary and full company benefits. Please forward resume in confidence to: PO Box 623, Livingston, New Jersey 07039 or call Mr. Scott at 201-992-0633.

EOE M/F

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Established, Full Service Landscape Maintenance & Construction Company seeks an experienced quality-minded individual to assist in the continued growth and development of our Maintenance Division. Duties include estimating, sales and scheduling. Must have Horticultural background, sales/estimating experience and 3-5 years field experience. If you are a hard working, responsible individual, please send a complete resume along with past work history and salary to: Harder Landscape Constructors 63 Jerusalem Avenue Hempstead, New York 11550

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Self motivated, conscientious, personable Horticulturist 17 years in green industry plus college seeks more than another dead end. Willing to learn and/or relocate upper Midwest or Rockies. Contact Chris Brake, Rt. 1 Box 176, Odessa, MO 64076. (816)633-8231 evenings. 4/93


Position sought that involves research, technical service, or sales with a university, or company involved in furthing the turfgrass industry through education, communication, and scientific evaluation. Turfgrass Masters, June 1993. Paul Zarlingo, 5425 Frank Ave., Canton, OH 44720, 501-443-4229. 4/93

LANDSCAPER/ARBORIST: Seeking landscape maintenance opportunity. Western Mass. Experience in site location, nutrient requirements, disease, pest control. 18 years experience, Massachusetts Certified Arborist, Stockbridge School of Agriculture, UMass, Amherst, MA. Resumes/references: S. Nielupec, 18 Mineral St., Easthampton, MA 01027. 4/93

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LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be creative, self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. 5/93

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