1. BUSINESS & INDUSTRY

MY PRIMARY BUSINESS AT THIS LOCATION IS:
(PLEASE MARK ONLY ONE IN EITHER A, B OR C)

A. Landscaping/Ground Care at one of the following types of facilities:
01 0005 Golf courses
02 0010 Sports Complexes
03 0015 Parks
04 0025 Schools, colleges, & universities
05 Other type of facility (please specify)

B. Contractors/Service Companies/Consultants:
06 0105 Landscape contractors (installation & maintenance)
07 0110 Lawn care service companies
08 0112 Custom chemical applicators
09 0135 Extension agents/consultants for horticulture
10 Other contractor or service (please specify)

C. Suppliers:
11 0205 Sod growers
12 Other supplier (specify)

Which of the following best describes your title:
(mark only one)
13 10 EXECUTIVE/ADMINISTRATOR
14 20 MANAGER/SUPERINTENDENT
15 30 GOVERNMENT OFFICIAL
16 40 SPECIALIST
17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify)

I would like to receive (continue receiving) LANDSCAPE MANAGEMENT each month: YES □ NO □

Your Signature: __________________________
Date: __________________________
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I would like to receive (continue receiving) LANDSCAPE MANAGEMENT each month: YES □ NO □

Your Signature: ____________________________
Date: ____________________________
Makin’ mulch easy with these chippers

The Chippewa chipper/shredder from W-W Grinder produces wood chips in seconds. Three-inch thick hardwood limbs are soon mulching customer gardens, thanks to the power of the 8-hp Renegade and the 10-hp towable Renegade units.

An extra-wide hopper allows operators to dump overflowing containers of twigs and leaves into the shredder section of the unit without spilling most of it on the ground.

Reversible and staggered hardened steel flails ensure efficient shredding.

Circle No. 191 on Reader Inquiry Card

18-hp chipper/shredder is mobile and rugged

Goosen Industries and Construction has a new, 18-hp chipper/shredder with electric start and recoil backup.

Powered by a Honda engine, the model CS 6000 comes with a heavier trailer that features a durable, 1500 lb. torsion axle.

Goosen says the CS 6000 is suited for highway towing and can take hard use.

A detachable gas tank makes for convenient refueling without towing the unit from the work site. Blower and vacuum attachments are available.

Circle No. 192 on Reader Inquiry Card

Smaller chips ideal due to diversity of landscape uses

Bandit Industries disc chippers produce chips one-third the size of chips normally produced with a standard 12-inch diameter capacity, hydraulic-feed, disc-style chipper. Mulch and potting material have been the major market for chips from wood waste disposal chippers. Chips from some chippers are often reground to produce a finer product. The finer chips break down quicker and hold moisture better.

Mighty Bandit II has more cutting knives to make a smaller chip. Landscapers may leave chips on site as mulch, to eliminate carrying away tree and shrubbery waste.

Circle No. 193 on Reader Inquiry Card

Hydraulic brush chipper now available as mid-size unit

PeCo, Inc. now manufactures a mid-size, hydraulic brush chipper.

The PeCo Model 40/30-OH has variable hydraulic feed up to 170 feet per minute.

The 300 lb. flywheel with two 10-inch cutting blades is powered by a dependable 40-hp Lister diesel engine.

Cutting capacity is nine inches.

The 40/30 has a 360-degree rotating base and discharge chute, two pivoting jack stands, easy-to-adjust heavy duty chip deflector, reversible blades and a hinged flywheel cover for easy maintenance.

Electric brakes or surge brakes are optional.

Weight is distributed evenly, so it’s maneuverable and easy to tow.

Circle No. 194 on Reader Inquiry Card

Reduce larger limbs to chips with three-in-one unit

Salsco, Inc. introduces two units capable of shredding and vacuuming leaves, and chipping brush and limbs up to five inches in diameter.

The 13-hp Honda model will handle limbs, branches and prunings up to three inches in diameter, vacuum and shred leaves and small twigs.

The commercial unit comes standard with an 18-hp Vanguard Engine and will accept odd shapes and sizes of logs and limbs up to five inches in diameter.

A road-ready trailer is offered, as an option, providing easy transport.

Both units are built with thick steel impellers and continuous welds.

Circle No. 195 on Reader Inquiry Card
**Durable tool chests lightweight, easy to carry**

Rubbermaid Commercial Products, Inc. now offers a series of professional-grade, heavy-duty, all-plastic tool boxes.

Available in three sizes, the line consists of a 26-, 35-, and 36-inch chest style, which can be fitted with an optional caster kit.

In usual Rubbermaid fashion, the boxes are easy to clean and rust and dent resistant.

The 26-inch and 35-inch versions accommodate most standard padlocks. The chest model has a built-in key lock.

**New fertilizer line lets you choose preferred N source**

Lebanon Turf Products has a new line of two-step granular fertilizers for golf course maintenance, made to offer a choice in nitrogen sources combined with a premium quality homogeneous fertilizer base.

The initial NX-Pro line includes three fairway and two greens grade fertilizers, along with pre-emergence herbicide combinations. Additional products are being developed, and will be added to the line to meet market demand, says Lebanon.

**Personnel forms, office organizers listed in catalog**


Products for training, motivation and recognition have been selected to raise an organization's productivity by helping to improve employee attitude.

The catalog includes training books, award certificates, daily planners, inventory and bookkeeping controls and health/environment signs.

The catalog also includes general office forms and products, and forms in compliance with the Americans with Disabilities act. The catalog is free from V.W. Eimicke of Bronxville, New York.

**Sod cutter designed for golf course, landscape jobs**

Classen’s new SC-18 is a self-propelled, 18-inch sod cutter.

Powered by a 5.5-hp Honda engine, the SC-18 cuts sod at depths as low as 2½ inches.

**New riding mower design, not yet available, will eliminate 150 components**

John Deere’s Stealth mower is a product of joint research between Deere and Dow Plastics, meant to improve riding mower design.

The mower is in the design stage, and release date is unknown.

Three sections, using Dow’s in-mold colored Sabre thermoplastic allow for the two upper body halves and Isoplast long-glass thermoplastic polyurethane composite for the lower body, are bonded together to create a single, monocoque frame and body unit.

According to Deere, the design eliminates more than 150 individual parts from a traditional riding mower.

According to Deere, other design features will eliminate flat tires and make steering easier.

**New aerator gentle on turf, has easy-to-remove spoons**

Millcreek Manufacturing Company of Bird-In-Hand, Pa., has introduced a new, 84-inch, 3-pt. hitch coring aerator.

The Model 840 is built for use by schools, universities, golf courses, and landscape professionals.

Millcreek says its aerators are reliable and economical, and incorporate important features, including:
- individually rotating spoon wheels; continued on page 88
Get the competitive edge with good business management: improve customer service; enhance finances; know the industry; bid smart. Make sure up-to-date information is at your fingertips by adding these books to your library:

**LANDSCAPE MANAGEMENT 1993 DIRECTORY AND BUYER’S GUIDE**
Your complete guide to the professionals you want to contact for business, including key contacts at land grant universities across the country. Sections include equipment, equipment companies, seed and chemical companies, and control products. Find extra tips and information in special departments spotlighting products and “As We See It.” 112pp. IS-BG—$10.00

**BIDDING FOR CONTRACTORS: HOW TO MAKE BIDS THAT MAKE MONEY** by Paul J. Cook
A clearly defined working guide for producing winning bids. Learn the benefits of the author’s extensive experience in construction project management by providing contractors with the necessary tools to develop competitive bids from small jobs to multi-million dollar projects.
225pp. BK-348—$35.95

**START & RUN YOUR OWN PROFITABLE SERVICE BUSINESS** by Irving Burstiner
Step-by-step how to follow your dream of owning your own business into the reality of the service sector. Find out how to plan, launch and successfully run a service business; prepare a business plan; master the financials; buy an existing business or start a new one; choose a place of business; market your service; forms required for a proprietorship, partnership, corporation; model business plan; sample tax returns; and a list of selected franchise operations.
286pp. BK-349—$18.95

**ACHIEVING EXCELLENCE THROUGH CUSTOMER SERVICE** by John Tschohl with Steve Franzmeier
This savvy guide holds all the ways to establish caring, dependable and speedy service to bring customers back again and again. From hiring and motivating workers to refocusing company policies and procedures on customer satisfaction, this book is the answer to customer service.
304pp. BK-350—$22.95

**FINANCE AND ACCOUNTING FOR NONFINANCIAL MANAGERS** by Steven A. Finkler
Completely updated, this expanded edition explains the basics of finance and accounting in clear, non-technical language. Get a firm grip on everyday business transactions involving finance, assets, depreciation, liabilities, inventory, costing, owner’s equity, capital budgeting, audits, cost accounting, cash-flow statements, ratio analysis. Includes current tax laws.
225pp. BK-351—$14.95

**WINNING STRATEGIES FOR LAWN & LANDSCAPE CONTRACTORS - A SYSTEM FOR SUCCESS** by Brent Demos
Discover proven techniques that will help you meet and beat the competition! Win more bids, increase jobs from current clients, hire productive employees, and learn successful management skills. This comprehensive manual also includes effective tips for marketing and advertising, equipment management, diversification, education and training.
136pp. LSM-BK-761—$59.95

**LAWN CARE INDUSTRY STATE OF THE INDUSTRY REPORT**
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Polymer coated fertilizer offers controlled N release

Lesco has introduced Poly Plus, a premium sulfur-coated fertilizer with advanced polymer coating technology.

The polymer-based coating of Poly Plus means slower, more controlled nitrogen release into turfgrass.

According to the company, Poly Plus offers turfgrass managers optimum release characteristics with 12 to 16 weeks of feeding.

The uniform nutrient characteristics of Poly Plus help maximize turf's efficient nutrient uptake without generating excessive clippings. Lesco also reports that the slower nitrogen release helps control potential groundwater contamination.

Poly Plus is available in Lesco fertilizer blends and combination products, and on sulfur-coated urea, coated potassium sulfate or sulfur-coated diammonium phosphate.

There are three particle sizes: standard, mini and elite.

Wetting agent improves pesticide leaf coverage

A new wetting agent from Terra is reported to provide excellent coverage of herbicide sprays on weed leaf surfaces.

Riverside Silkin is a non-ionic, low-foam surfactant that expands pesticide activity by creating more spray droplets for better coverage. Silkin also causes the pesticide to penetrate the canopy quickly and enter into the cuticle of the plants.

Terra says the product has a higher contact angle, so pesticide sprays don't run off the leaves as quickly.

Silkin can be used with most pesticides and fertilizer products on turfgrass, greens, tees and deep-feeding trees.

The product is sold in one gallon containers.

Large ATV-compatible sprayer booms reach to 28 ft.

Dethmer Manufacturing Co. of Boyden, Iowa has a new Demco ATV sprayer.

The sprayer is available in 110 and 150 gallon sizes. Tandem axles have row width adjustment. Booms are available in 21 ft. to 28 ft. lengths. The 19.5 x 9.50 pneumatic tires result in better flotation, and the unit can be equipped with a PTO roller pump or engine driven pump.

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COMING IN OCTOBER:

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Send ad copy with payment to: Brian Kanaba, LANDSCAPE MANAGEMENT, 7500 Old Olmsted Road, Cleveland, OH 44130, or call (216) 225-4565 ext. 110 outside Ohio. (216) 911-2865 inside Ohio. FAX (216) 926-3766.

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Circle No. 305 on Reader Inquiry Card

Landscape Management, September 1993
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