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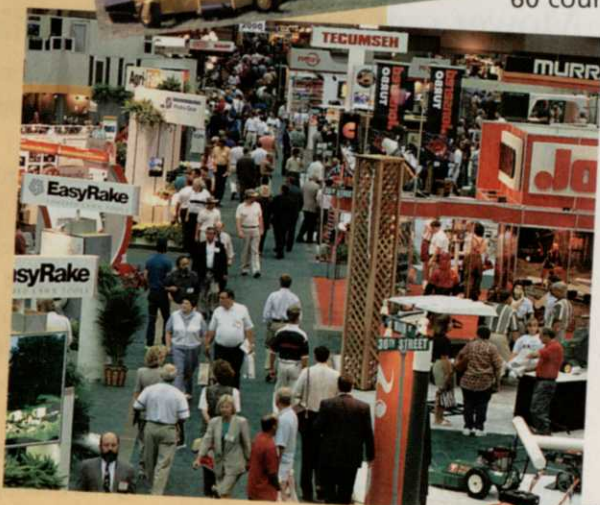
International... 29,000 participants from 60 countries in '95. Dealers, distributors, lawn & garden centers, rental operators, nurserymen, national retailers, commercial landscapers, commercial mowing and maintenance pros, plus suppliers – All find their marketplace in Louisville each year!

Lawn & Garden... 68% of EXPO 95's nearly 600 exhibitors featured or included nonpower products ranging from garden tools and terracotta pots, to patio furniture and barbecue grills. One-stop shopping!

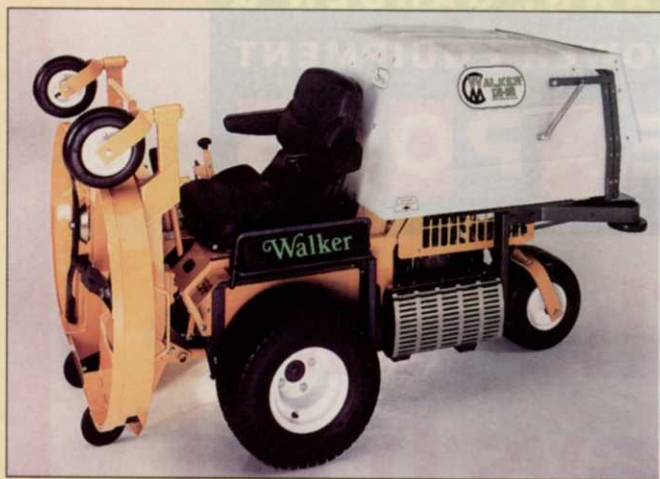
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>PRODUCT REVIEW



Tilt-up option for 42-, 48-inch decks makes cleaning a snap

Easy deck cleaning and underside maintenance are offered by the new tilt-up deck option for the Walker mower.

A hinged deck carrier frame, large retractable handle on the front of the deck and roller wheels on the back provide quick, easy tilt-up of the deck assembly. One person can tilt the deck

up and then lower to the normal operating position in 15 seconds, Walker says.

For safety, the cutter blades are automatically locked and cannot be operated in the tilt-up position.

A retrofit kit will be available to install the tilt-up option on earlier models with 42- or 48-inch decks.

Circle No. 307



This zero-turn rider is made for everyone

Commercial landscapers and homeowners alike can appreciate the features of the new Yazoo YZTK20, specially designed for high productivity on dense terrain.

They include: Hydro-Gear, stick-piston hydraulic pumps, 20 hp Kohler Command OHV engine and 48-inch cutting deck made of 12-gauge steel.

Steering is by the twin-stick method for zero turn radius. Cutting heights are one, two, three or four inches.

For more information, phone toll-free (800) 723-9496 or

Circle No. 308

Mower cuts and trims at same time

The Grazer mower from Ingersoll Equipment Co. cuts more acres of turf in less time because of its higher ground speed and wide deck.

A 5-gallon capacity fuel tank maximizes continuous cutting time.

Engine, transmission and operator weight are positioned to pivot over the axle for superior performance on slopes and hills.

The forward deck is positioned so that the operator can easily cut under fences, shrubs and bushes for minimal trimming time.

Wheels are positioned behind the deck for an even cut every time because grass remains upright before being moved.

Large discharge chute helps to prevent clumps of grass from forming which in turn eliminates after-mowing and cleanup.

Circle No. 309

Flail mowers eliminate raking and bagging clippings

Alamo's AC48 and AC60 flail mowers can be used in parks, on golf course fairways, playgrounds, schoolyards and other areas where a smooth cut and finish is needed.

Raking and bagging clippings is not required because windrowing is eliminated by distributing the finely-clipped grass the entire width of the flail mower. By discharging the clipped grass downward, instead of outward, there is less chance for accidents caused by flying material. The AC48 has a four-foot cutting width and the AC60 has a five-foot cutting width.

The mowers will fit on smaller tractors. The AC48 may be mounted on a 12- to 25-hp tractor while the AC60 requires a 15- to 25-hp tractor.

Circle No. 310

NEW JERSEY '96 LANDSCAPE

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- Sod Farms/Growers

***CONFERENCE:** Seminars presented by Rutgers University Cooperative Extension Service. DEP Recertification credits offered. **Special Guest Speakers.**

>PRODUCT REVIEW

A time-saver that's also convenient to use

The new Zipper-TS commercial mower is designed for the grounds maintenance professional. It's safe, reliable, easy to transport and has a steel frame and body.

Cutting widths are available from 44 to 74 inches, and engine sizes from 14 to 22 hp. It also has a zero turn steering system.

Other features:

- lift-back deck for easy cleaning, servicing and storage,
- flip-open hood for easy access and maintenance of all major components,
- user-friendly instrument panel and cushioned steering grips,
- optional dual tailwheels install in just minutes, and
- optional 5.5-bushel vacuum grass-catcher system.



Circle No. 311

Power to spare with this front mower

The Kubota F3060 front mower is equipped with a hefty 30-hp, liquid-cooled, four-cylinder diesel engine. It comes with either a 60 or 72-inch deck with side discharge.

Designed to deliver maximum mowing performance, the F3060 features new dual-acting overrunning four-wheel drive with a clutch to prevent turf scuffing; hydrostatic transmission; and hydraulic independent power take-off.

The tilt-up mowers, designed for easy service, feature a cutting height from 1 to 4 inches. A tilt steering wheel, power steering, deluxe high-back seat with armrest and an easy-to-read instrument panel ensure maximum operator comfort and convenience.

Circle No. 312



Fast rider: commercial quality, consumer price

Encore's new Z42 is a fast, efficient intermediate riding mower with a new quality/cost standard, according to Encore's Dick Tegtmeier. Even though the mower was built for commercial use, it is "priced within the consumer range."

Top speed of the Z42 is 7 mph. It has zero-turning-radius ability, and its wide stance increases stability and gives maximum control over rough terrain.

The 42-inch cutting deck has both anti-scalp rollers and large turf tires. The deck itself is 11-gauge steel with 10-gauge wear strips and 7-gauge reinforcement bars. It's made to resist warp and blade vibration, too.

The Z42 has a 16-hp Briggs & Stratton Vanguard v-twin engine with side discharge, mulching deck or grass catcher.

Circle No. 313

Reel mower powered by low-emissions engine

Jacobsen's new Tri-King 1900D triplex reel mower is designed with a new, 19 hp, liquid-cooled, low-emissions Kubota diesel engine for greater power and performance.

"The new Tri-King is also easier to operate," says Steve Yolitz, company director of product management. According to Yolitz, the new steering system and three-wheel drive offers better maneuverability and operator comfort.

New, heavy-duty Eaton 2000 Series traction motors, plus a larger fan and high-flow water pump are features that have been designed in to make the Tri-King more reliable.

Tri-King mowers feature 72-inch and 84-inch cutting widths, with five- and ten-blade reels. Seven-blade reels will be available in mid-1996.

Circle No. 314

cont. from page 32



Stihl 044: carburetor is heated



Shindaiwa 577: advanced filter



McCulloch 5700: for serious cutters

These are two machines at the opposite ends of the professional spectrum. If—more likely—you want something in between, you'll be surprised how many different kinds of features are available.

For instance, Stihl's 023L is called "the world's quietest gasoline-powered chain saw" because its noise level is just 92dBa at the operator's ear. Standing at someone using an electric typewriter, the company says, is like standing 33 feet from someone

running an 023L.

Because such a wide range of features is available, the commercial chain saw user can also choose the protection and the power needed in extremely dusty conditions. And Shindaiwa's 577 and 488 offer advanced filtration options (the Power Pro Air Filter) for just that kind of use.

Here, then, are some of the sizes and styles of chain saws for the professional user. This month, we've included phone numbers in the company listings to make it even faster to receive information on the product.

—Jerry Roche

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Send blind box replies to: Landscape Management, 131 W. First St., Duluth, MN 55802 (Include box number in address.)

Every month the Market Showcase offers the readers of Landscape Management a complete and up-to-date section of the products and services you're looking for. Check it out every month, or you might miss out.

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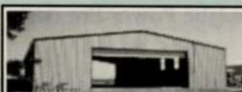
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Harder Tree and Landscape Service, a 74 year old full service tree and landscape company is seeking qualified individuals for the following positions:

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Send or fax resume to:

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Send Resume to: Project Manager; 4497 Windsor Oaks Drive; Marietta, GA 30066.

MAINTENANCE MANAGER Well established, San Francisco based landscape contractor has immediate opening for operations manager in its interior/exterior maintenance department. We are seeking an experienced and goal-oriented individual. Knowledge of landscape maintenance, pest control, irrigation. Position includes sales, estimating, administration of contracts, staff management, quality control, billing, etc. Please fax resume to (415)621-2324, mail to Korotkin Associates, 75 Spencer, San Francisco, CA 94103, or call (415)621-7173. 2/96

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Send Resume to: **Gibbs Landscape Co.; Human Resources; 4055 Atlanta Rd.; Smyrna, GA 30080; or FAX to (770) 432-9809.**

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Highways Railroads & Utilities | 11 <input type="checkbox"/> 55 Hospital/Health Care Institutions |
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26 215 Dealers, Distributors, Formulators & Brokers
27 220 Manufacturers

2. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR TITLE? (check ONE only)

- 28 10 EXECUTIVE/ADMINISTRATOR: President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
29 20 MANAGER/SUPERINTENDENT: Arborist, Architect, Landscape/Ground Manager, Superintendent, Foreman, Supervisor
30 30 GOVERNMENT OFFICIAL: Government Commissioner, Agent, Other Government Official
31 40 SPECIALIST: Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
32 50 OTHER TITLED AND NON-TITLED PERSONNEL: (please specify) _____

3. SERVICES PERFORMED: (check ALL that apply)

- | | |
|--|---|
| 33 <input type="checkbox"/> A Mowing | 41 <input type="checkbox"/> I Landscape/Golf Design |
| 34 <input type="checkbox"/> B Turf Insect Control | 42 <input type="checkbox"/> J Turf Weed Control |
| 35 <input type="checkbox"/> C Tree Care | 43 <input type="checkbox"/> K Paving, Deck & Patio Installation |
| 36 <input type="checkbox"/> D Turf Aeration | 44 <input type="checkbox"/> L Pond/Lake Care |
| 37 <input type="checkbox"/> E Irrigation Services | 45 <input type="checkbox"/> M Landscape Installation |
| 38 <input type="checkbox"/> F Turf Fertilization | 46 <input type="checkbox"/> N Snow Removal |
| 39 <input type="checkbox"/> G Turf Disease Control | 47 <input type="checkbox"/> O Other (please specify) |
| 40 <input type="checkbox"/> H Ornamental Care | |

4. WHAT IS YOUR ANNUAL BUDGET FOR EQUIPMENT, CHEMICALS, SUPPLIES? (please check one)

- | | |
|---|---|
| 48 <input type="checkbox"/> 1 Less than \$50,000 | 51 <input type="checkbox"/> 4 \$250,001-500,000 |
| 49 <input type="checkbox"/> 2 \$50,000-\$100,000 | 52 <input type="checkbox"/> 5 More than \$500,000 |
| 50 <input type="checkbox"/> 3 \$100,001-\$250,000 | |

- | | | | | | | | | | | | |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 101 | 119 | 137 | 155 | 173 | 191 | 209 | 227 | 245 | 263 | 281 | 299 |
| 102 | 120 | 138 | 156 | 174 | 192 | 210 | 228 | 246 | 264 | 282 | 300 |
| 103 | 121 | 139 | 157 | 175 | 193 | 211 | 229 | 247 | 265 | 283 | 301 |
| 104 | 122 | 140 | 158 | 176 | 194 | 212 | 230 | 248 | 266 | 284 | 302 |
| 105 | 123 | 141 | 159 | 177 | 195 | 213 | 231 | 249 | 267 | 285 | 303 |
| 106 | 124 | 142 | 160 | 178 | 196 | 214 | 232 | 250 | 268 | 286 | 304 |
| 107 | 125 | 143 | 161 | 179 | 197 | 215 | 233 | 251 | 269 | 287 | 305 |
| 108 | 126 | 144 | 162 | 180 | 198 | 216 | 234 | 252 | 270 | 288 | 306 |
| 109 | 127 | 145 | 163 | 181 | 199 | 217 | 235 | 253 | 271 | 289 | 307 |
| 110 | 128 | 146 | 164 | 182 | 200 | 218 | 236 | 254 | 272 | 290 | 308 |
| 111 | 129 | 147 | 165 | 183 | 201 | 219 | 237 | 255 | 273 | 291 | 309 |
| 112 | 130 | 148 | 166 | 184 | 202 | 220 | 238 | 256 | 274 | 292 | 310 |
| 113 | 131 | 149 | 167 | 185 | 203 | 221 | 239 | 257 | 275 | 293 | 311 |
| 114 | 132 | 150 | 168 | 186 | 204 | 222 | 240 | 258 | 276 | 294 | 312 |
| 115 | 133 | 151 | 169 | 187 | 205 | 223 | 241 | 259 | 277 | 295 | 313 |
| 116 | 134 | 152 | 170 | 188 | 206 | 224 | 242 | 260 | 278 | 296 | 314 |
| 117 | 135 | 153 | 171 | 189 | 207 | 225 | 243 | 261 | 279 | 297 | 315 |
| 118 | 136 | 154 | 172 | 190 | 208 | 226 | 244 | 262 | 280 | 298 | 316 |



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management

FEBRUARY 1996

*This card is void
after April 15, 1996*

NAME _____
TITLE _____
FIRM _____
ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE (____) _____ FAX (____) _____
HAVE A SALES REP CALL ME 18 (A)

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: **Yes** **no**

Signature: _____ Date: _____

1. MY PRIMARY BUSINESS AT THIS LOCATION IS: (check only ONE in either A, B or C)

A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:

- | | |
|---|--|
| 01 <input type="checkbox"/> 05 Golf Courses | 08 <input type="checkbox"/> 40 Private/Public Estates & Museums |
| 02 <input type="checkbox"/> 10 Sport Complexes | 09 <input type="checkbox"/> 45 Condominiums/Apartments/Housing Developments/Hotels/Resorts |
| 03 <input type="checkbox"/> 15 Parks | 10 <input type="checkbox"/> 50 Cemeteries/Memorial Gardens |
| 04 <input type="checkbox"/> 20 Rights-Of-Way, Maintenance for
Highways Railroads & Utilities | 11 <input type="checkbox"/> 55 Hospital/Health Care Institutions |
| 05 <input type="checkbox"/> 25 Schools, Colleges & Universities | 12 <input type="checkbox"/> 60 Military Installations & Prisons |
| 06 <input type="checkbox"/> 30 Industrial & Office Parks/Plants | 13 <input type="checkbox"/> 65 Airports |
| 07 <input type="checkbox"/> 35 Shopping Centers, Plazas & Malls | 14 <input type="checkbox"/> 70 Municipal Government/Municipal Facilities |
| | 15 <input type="checkbox"/> Other (please specify) _____ |

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- | | |
|--|---|
| 16 <input type="checkbox"/> 105 Landscape Contractors (Installation & Maintenance) | 20 <input type="checkbox"/> 125 Landscape Architects |
| 17 <input type="checkbox"/> 110 Lawn Care Service Companies | 21 <input type="checkbox"/> 130 Land Reclamation & Erosion Control |
| 18 <input type="checkbox"/> 112 Custom Chemical Applicators (Ground & Air) | 22 <input type="checkbox"/> 135 Extension Agents/Consultants for Horticulture |
| 19 <input type="checkbox"/> 120 Tree Service Companies/Arborists | 23 <input type="checkbox"/> 140 Irrigation Contractors |
| | 24 <input type="checkbox"/> Other Contractor or Service _____ |

C. SUPPLIERS:

- 25 210 Sod Growers, Turf Seed Growers & Nurseries
26 215 Dealers, Distributors, Formulators & Brokers
27 220 Manufacturers

2. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR TITLE? (check ONE only)

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- | | |
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| 39 <input type="checkbox"/> G Turf Disease Control | 47 <input type="checkbox"/> O Other (please specify) _____ |
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49 2 \$50,000-\$100,000 52 5 More than \$500,000
50 3 \$100,001-\$250,000

101	119	137	155	173	191	209	227	245	263	281	299
102	120	138	156	174	192	210	228	246	264	282	300
103	121	139	157	175	193	211	229	247	265	283	301
104	122	140	158	176	194	212	230	248	266	284	302
105	123	141	159	177	195	213	231	249	267	285	303
106	124	142	160	178	196	214	232	250	268	286	304
107	125	143	161	179	197	215	233	251	269	287	305
108	126	144	162	180	198	216	234	252	270	288	306
109	127	145	163	181	199	217	235	253	271	289	307
110	128	146	164	182	200	218	236	254	272	290	308
111	129	147	165	183	201	219	237	255	273	291	309
112	130	148	166	184	202	220	238	256	274	292	310
113	131	149	167	185	203	221	239	257	275	293	311
114	132	150	168	186	204	222	240	258	276	294	312
115	133	151	169	187	205	223	241	259	277	295	313
116	134	152	170	188	206	224	242	260	278	296	314
117	135	153	171	189	207	225	243	261	279	297	315
118	136	154	172	190	208	226	244	262	280	298	316