

## Mower/mulcher technology leap uses counter-rotating blades

Bush Hog's new counter-rotating blades are the heart of the mower-/mulcher technology recently developed by the company.

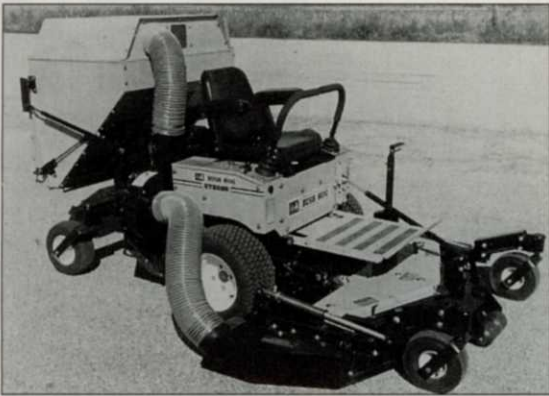
The change reduces mowing and clipping handling time and labor costs by half while creating a better appearance than that delivered by more traditional machines.

"After successfully proving the concept in an agricultural application, it became apparent this new concept could be refined to provide performance that would surpass any mulching device currently available for turf and landscape

applications," says Robert O. Moore, vice president of sales.

For more about the new Bush Hog mower/mulcher, call (205) 872-6261 and mention LANDSCAPE MANAGEMENT, or

Circle 282



## Herbicide receives interim registration in California market

Gallery 75 Dry Flowable pre-emergence herbicide from DowElanco has received interim registration for professional uses in California.

An interim registration is granted to products that have from one to three data requirements remaining to be submitted to the state's EPA pesticide regulation department.

Gallery controls weeds in ornamental plants, non-fruit bearing trees and vines, and golf course fairways and roughs. Non-cropland uses in California are limited to roadsides, highway guard rails, median strips, sign posts and delineators.

For more information, phone (800) 352-6776 and mention LANDSCAPE MANAGEMENT, or

Circle 283



*A World With Trees...where the trees you plant create cool, quiet neighborhoods*

## Trees Make a World of Difference™

Trees Make a World of Difference. Between drab, barren yards, and cozy, sheltered homes. Between hot, sun-baked streets, and cool, shaded neighborhoods where bird songs fill the air.

Trees Make a World of Difference. Between smoggy air and noisy traffic, and clean air and quiet places to enjoy.


By planting trees, you can increase the value of your property up to 15% or more. At the same time, you'll make a personal, positive contribution to a better environment.

The trees you plant will remove carbon dioxide from the air, produce oxygen, and give wildlife a home. And trees help conserve energy. They can lower your heating bills 10-20%, and cut cooling costs 15-35%.



*A World Without Trees*

Find out how trees can make a world of difference for you, and your neighborhood. For your free brochure write: Trees For America, The National Arbor Day Foundation, Nebraska City, NE 68410.

 **The National Arbor Day Foundation**

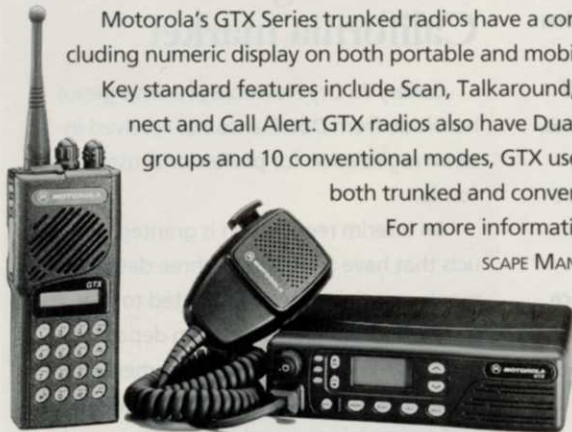
## Trunked radios have multiple features

Motorola's GTX Series trunked radios have a combination of multi-feature advantages, including numeric display on both portable and mobile modems.

Key standard features include Scan, Talkaround, Private Conversation, Telephone Interconnect and Call Alert. GTX radios also have Dual Mode capability. With 10 systems/8 talk groups and 10 conventional modes, GTX users can enjoy the convenience of selecting both trunked and conventional repeater operation.

For more information, call (708) 576-1000 and mention LANDSCAPE MANAGEMENT, OR

Circle 284



## Help for turf aeration sales

Millcreek Manufacturing Company announces the release of a free sales kit for landscapers and lawn maintenance professionals interested in expanding their business with turf aeration. The kit contains a booklet which explains core aeration basics and provides helpful sales tips for marketing aeration services to homeowners as well as to schools and municipalities for sports turf applications. The kit also contains a master sales flyer, which landscapers can customize by imprinting their own name and phone number, then duplicate in larger quantities.

A professionally-designed newspaper ad is also included, which can be likewise customized with the landscaper's name and phone number and used for local newspaper advertising.

For more information, call (800) 879-6507 and tell them you saw it in LANDSCAPE MANAGEMENT, OR

Circle 285



## 4WD clutch one of many perks on versatile front mower

The Kubota F3060 front mower is equipped with a hefty 30 hp, liquid-cooled, 4-cylinder diesel engine. Designed to deliver maximum mowing performance, the F3060 features new Dual-Acting Overrunning 4-wheel drive with 4WD clutch to prevent turf scuffing, hydrostatic transmission and hydraulic independent PTO. The F3060 is available with either a 60- or 72-inch side-discharge mower. The tilt-up

mowers are designed for easy service and feature a cutting height from one to four 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.

For more information, call (310) 370-3370 and tell them you saw it in LANDSCAPE MANAGEMENT, OR

Circle 286



## Diskette builds retaining wall skills

Versa-Lok Retaining Wall Systems recently released version 5.0 of its popular Construction Details Diskette. Electronic drawings stored on the 3.5-inch diskette include cross sections, plan views and isometric wall details. Guide specs are also provided on the diskette.

Illustrations include curves, corners, steps, capping and pinning details, as well as other segmental retaining wall elements. All details were created using AutoCAD R12 software. A DXF format is also available.

The diskette is available at no charge from Versa-Lok. For more information, call (800) 770-4525 and tell them you saw it in LANDSCAPE MANAGEMENT, OR

Circle 287





# Akzo Nobel Salt

## **Product Focus:**

Akzo Nobel Salt is the largest producer of rock salt in the U.S., and, along with its parent company, Akzo Nobel nv, the largest producer of salt of all kinds. The company is structured into two operating sub-business units: Highway/Chemical and Industrial/Grocery. The Highway/Chemical unit manufactures rock salt for professional, commercial and residential snow and ice control. Deicing salt is available in bulk and is packaged in a variety of sizes as Diamond Crystal Halite and JiffyMelt deicing salts. The division also produces specialty blends to accommodate market needs.

## **Akzo Nobel Salt**

Abington Exec. Park  
P.O. Box 352  
Clarks Summit, PA 18411  
(717) 587-5131

## **Staff:**

Harry A. Burns III,  
president/CEO

G. Richard Thompson,  
senior vice president, chief  
administrative officer

William H. Ayers,  
vice president, sales and  
marketing industrial/grocery

Jerry Erzen, vice president,  
production industrial/grocery

J. Roger Dickerson,  
vice president, managing total  
quality

Robert H. Jones,  
vice president, sales and  
marketing highway/chemical

Alan R. Peslak, vice president,  
finance

Robert J. Steele,  
vice president, production  
highway/chemical

## **Manufacturing Facilities:**

The Industrial/Grocery unit manufactures salt for food processing; consumer consumption; food service; residential, commercial and municipal water softening; and agriculture. Consumer salt products are marketed under the Diamond Crystal brand name while the company's exclusive Alberger Natural Flake Salt is utilized in the food processing industry. The division produces more than 400 products including: Diamond Crystal and Salt Sense table salts; Diamond Crystal Popcorn, Kosher and Canning and Pickling salts; Diamond Crystal Sun Gems water softener kits; and Champions Choice agricultural salt products.

## **Tech Support / Training:**

The company operates rock salt mines at

Avery Island, La., and Cleveland, Ohio, and maintains more than 90 deicing salt stockpiles throughout the country. The company also operates the Retsof (N.Y.) Distribution Center. Akzo Nobel Salt manufactures salt at evaporating facilities in Akron, Ohio; St. Clair, Mich.; and Watkins Glen, N.Y., and produces solar salt at facilities located at Great Salt Lake in Utah and Bonaire in the Netherlands Antilles. The company also maintains salt packaging facilities in 11 locations across the country.

## **Major Product Lines:**

Akzo Nobel Salt is dedicated to providing customers with superior customer service and, for the last three years, the company's customers have been surveyed by Watson Wyatt Worldwide to determine how well customer service objectives are being met. The survey results indicate a consistently high level of customer satisfaction for 1994, 1995 and 1996. A total of 84 percent of customers responding to the survey commented that their expectations are being met favorably, while 94 percent said the company is performing as well as or better than the competition. Akzo Nobel Salt intends to continue surveying customers in an effort to strive for continuous improvement.

# American Cyanamid Company

## Product Focus:

The Specialty Products Department of American Cyanamid Company's Agricultural Products Division researches and develops special-use chemical products and markets them throughout the United States. The department's herbicides, plant growth regulators and insecticides are used in forestry, professional turf management, consumer lawn and garden, industrial vegetation management, horticultural and greenhouse industries, professional pest control and public health markets.

American Cyanamid is committed to the development of products that are effective, convenient and respectful of the environment. Along with others in the turfgrass and golf course industries, the company believes it has a responsibility to protect the environment, improve the aesthetics of America's communities and provide enhanced recreational opportunities for all. The company is committed to helping secure a superior habitat for people and wildlife through the manufacture and marketing of environmentally-sensitive products.

## Description of manufacturing facilities:

American Cyanamid has a number of manufacturing facilities worldwide. Many of the company's products are manufactured at a 2,000-acre complex in Hannibal, Missouri. In addition to using state-of-the-art technology, this plant is a model for safety and environmental responsibility, emphasizing strong programs in recycling and reuse in all production areas to minimize waste.

The plant's integrated environmental systems provide management control levels that are designed to meet or exceed industry standards for air, water, solid and hazardous wastes. Pollution prevention and waste reduction efforts are an important part of on-



going programs in all production areas. Cyanamid manufacturing plants also participate in the Chemical Manufacturers Association's Responsible Care Program.

## Description of technical support, sales, training and/or customer service:

The Specialty Products Department is fully-supported by a dedicated staff of research, sales, marketing, technical, service, logistic telemarketing and support professionals. The sales force is among the best-trained in the industry. Cyanamid's Technical Service Group in Princeton, New Jersey supports sales representatives in their effort to keep lawn care operators, golf course superintendent and custom applicators informed about the performance and environmental aspects of Cyanamid products.

## Major product lines:

American Cyanamid produces and markets leadership products such as pendimethalin technical, the most widely used preemergent herbicide for turfgrass weed control in the United States. Pendulum herbicide, for pre-emergent control of annual grasses and many broadleaf weeds in turfgrass and for over-the-top control in more than 260 labeled ornamental plants, available in 60 WDG and 3.3 EC formulations; Image herbicide, available to professional applicators for postemergent use on hard-to-control weeds like nutsedge in warm-season turf. Cycocel plant growth regulator, used by greenhouse horticulturists, primarily on poinsettias, azaleas and geraniums; and Amdro fire ant insecticide, America's leading fire ant bait.

## American Cyanamid Company

Specialty Products  
Department  
One Cyanamid Plaza  
Wayne, New Jersey 07470  
(800) 545-9525

**Fax number:**  
(201) 831-3858

(American Cyanamid will be moving to new offices in Parsippany, New Jersey by the end of 1996.)



## Dixie Chopper

### **Product Focus:**

To design and manufacture commercial zero turning radius riding mowers providing price, performance and reliability to the commercial lawn cutter. Basically, to provide a machine that can be used all day everyday and "doesn't break when you use it."

### **Manufacturing facilities:**

61,000 sq. ft. of manufacturing and assembly—from 2,000 sq. ft. in 1980. State-of-the-art, computer numerically controlled (CNC) machining capabilities and robotic welder.

Approximately 50 assembly and manufacturing employees and 15 in-house sales and support.

### **Tech Support / Training:**

Unequaled tech support—i.e. your mower breaks and the local dealer can't fix it—we'll come fix it ourselves. Twenty independent manufacturers reps nationwide calling on independent outdoor power equipment dealers.

### **Major Product Lines:**

Dixie Chopper Zero Turning Radius mowers—13 different models to cover any application. Models range in price from \$5995 to \$12,000 with 42-, 50-, 60-, and 72-inch cut and 20, 22, 25 and 40 horsepower.

### **Magic Circle Corporation**

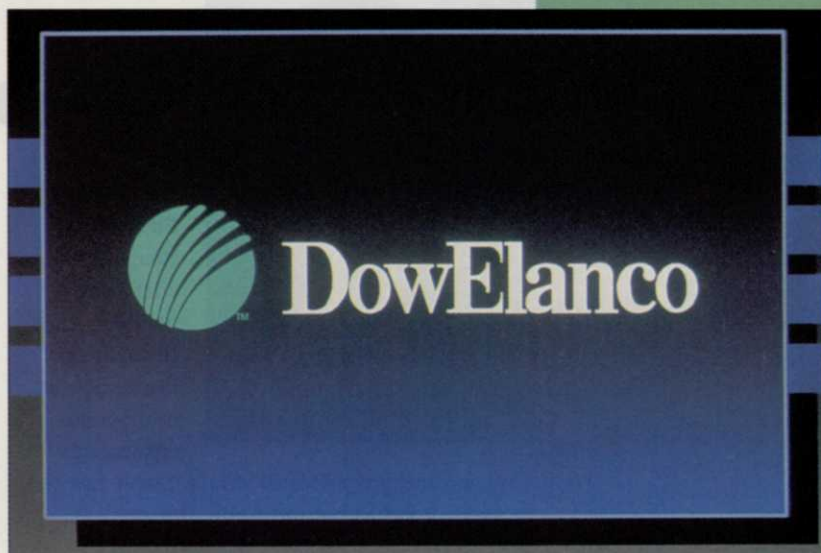
6302 E. County Road 100  
North  
Coatesville, IN 46121  
(317) 246-6845

**Fax number:**  
(317) 246-6146

**E-mail address:**  
mcircle@  
indy.tdsnet.com

### **Staff:**

Arthur L. Evans,  
president/CEO  
Warren Evans,  
sales manager



# DowElanco

## **Product Focus:**

DowElanco products manage pests that destroy personal, public and corporate properties; food, timber resources and clothing fiber. Products are manufactured and refined to meet customer needs through innovative research and service excellence. DowElanco is committed to continuous improvement, cost consciousness and total waste elimination in all phases of product production. Its scientists are dedicated to discovering and developing new technologies that can be integrated with conventional technologies to provide the greatest benefits to customers.

## **Description of Manufacturing Facility/Facilities:**

Corporate headquarters is located on a 325-acre site in Indianapolis, Indiana. The Research and Development Building contains more than 612,000 sq. ft. and 15 individual greenhouses which contain more than 62,000 sq. ft. Together, they comprise the world's largest single plant-breeding and agricultural research center under one roof. Approximately 400 scientists and other employees work in the Research and Development Building and approximately 1,000 employees work at the corporate headquarters, with 3,000 people working for DowElanco worldwide.

## **Description of Technical Support, Sales, Training and/or Customer Service:**

DowElanco is dedicated to global leadership in consistently satisfying customer needs by providing improved solutions in crop production and specialty products. Because DowElanco discovers, develops, manufactures and markets value-added products and consistently meets customers' needs, DowElanco is viewed as a long-term business partner. In fact, DowElanco has more than 20 sales and technical service professionals devoted solely to servicing the turf and ornamental business.

## **Major Product Lines:**

DowElanco manufactures a variety of products for insect, weed and fungal pests for agriculture, lawn care operators, pest management companies, nurseries, golf course superintendents, consumers, and rights-of-way and utilities. Major products include Dursban insecticide; Team, Gallery, Surflan, Confront and Snapshot herbicides; and Rubigan fungicide.

## **DowElanco**

9330 Zionsville Rd.  
Indianapolis, IN 46268-1054  
(800) 352-6776

## **Fax number:**

(800) 905-7326

## **Date founded:**

1989 (joint venture of the Agricultural Products Department of the Dow Chemical Co. and the Plant Science Business of Eli Lilly & Co.)

## **President/CEO:**

John L. Hagaman



## Echo, Inc.

### **Product Focus:**

Response to customer needs.  
Innovation.  
Perfection of hand-held equipment for

green industry professionals. Those are the driving forces behind Echo, Inc.

The Echo attitude is illustrated by its history with two of its many product lines: the power blower and string trimmer. Echo has offered both products since the 1970s, and pioneered the hand-held blower and the ultra-light (under 15 cc) string trimmer.

Professionals obviously respect Echo products. In a recent reader survey by Landscape Management, Echo was the name brand most preferred by green industry professionals in blowers and trimmers, and was second in chain saws.

### **Manufacturing Facilities:**

Echo products sold in North America—and in more than 40 other countries—come largely from Lake Zurich, Ill., in northwest suburban Chicago. Opened in 1986, the plant has more than 400,000 sq. ft. and employs more than 500 people. The plant's one millionth power blower whooshed off the assembly line in 1992.

The Lake Zurich facility integrates engineering, manufacturing and assembly, along with administration. A state-of-the-art test lab was recently added to assure Echo's compliance with emission standards set by California, other states and the Federal government.

### **Tech support/Training:**

Echo meets customer needs through a system of 19 North American distributors and about 6,000 dealers. The distributors understand the needs in their region, while the

dealers are best able to work one-on-one with end users to select and service the end users.

Dealers who handle Echo do so by choice. Each independent Echo dealer must regularly attend service training schools and meet high standards for technical skill, parts inventory and product support to continue selling Echo products.

Standing behind these dealers and their customers is a large staff of technical experts and engineers at Lake Zurich and the distributors to assure that each person who owns or uses an Echo tool is more than satisfied.

### **Major Product Lines:**

There are more than 80 individual Echo models in a broad array of product families. Echo's ignition systems—ProFire and SAIS2—combine with easy-pull starters and advanced carburetors to give all Echo users easy-starting, strong-running, low-maintenance equipment.

String trimmers range from 21.2 cc to 37.4 cc, with models to suit anyone from the homeowner who trims grass to the professional logger who clears underbrush.

Power blower line ranges from the 8.5 pound hand-held PB-1000 up to the backpack style PB-6000, which offers air speed delivery at 195 mph and 405 cubic feet per minute.

The Echo blower has evolved into the innovative Shred 'N' Vac, a vacuum that reduces litter as much as 12-to-1, and converts into a power blower.

Echo meets the needs of chain saw users with one of the industry's longest and finest product lines.

Construction crews rely on the CSG-6700 cutoff saw to speed the work.

As a final step to serving customers, Echo also provides an extensive array of personal protective equipment to help assure that users can keep enjoying their Echo products for years to come.

**Echo, Inc.**  
400 Oakwood Rd.  
Lake Zurich, IL 60047  
(847) 540-8400  
**fax number:**  
(847) 540-8413



# The Grasshopper Company



## **Product Focus:**

Grasshopper products are designed for easy operation, maximum comfort, durability, productivity and versatility. A Quik-D-Tatch Mounting System (patent pending) lets you change deck sizes or add attachments in minutes without tools. Combo Mulching Deck converts to mulch, bag or discharge with the same deck.

## **Manufacturing facilities:**

The family-owned manufacturing facility was founded in 1958.

Grasshopper employs skilled workers and high-tech equipment including computer-aided design system, CNC fabrication and machining; soon to exceed 200,000 sq. ft. of manufacturing, testing and warehouse space in Moundridge, Kansas.

## **Technical Support / Training:**

Grasshopper products are retailed and serviced by an extensive dealer network throughout the world. Sales personnel with in-depth product knowledge and factory-trained service technicians receive ongoing technical support in sales and service from the factory.

## **Major product lines:**

Grasshopper zero-radius outfront riding rotary mowers with engine choices from 14 to 28-hp, liquid-cooled or air-cooled, gas or diesel.

Year-round attachments include high-efficiency Quik-D-Tatch Vac collection systems; heavy-duty, solid-tine AERA-vator; dozer blades, rotary brooms; snowthrowers and tine-rake dethatchers.

Options available include ROPS, sunshade canopy and winter enclosure.

## **One Grasshopper Trail**

P.O. Box 637  
Moundridge, KS 67107  
(316) 345-8621

## **Fax number:**

(316) 345-2301

## **Web address:**

<http://www.grasshopper-mower.com>

## **E-mail address:**

[grasshp2midusa.net](mailto:grasshp2midusa.net)



# International Seeds

## Product focus:

International Seeds, Inc., is a leading wholesale breeder, producer and marketer of improved cool- and warm-season turfgrass varieties. Its staff works exclusively with selected seed growers and a worldwide distributor network to provide value-added products and service of the highest quality.

Available today to golf course professionals, architects and contractors are varieties that require less fertilizers, provide natural insect resistance and supply superior quality turf. In addition, International's staff can provide valuable species information to augment the "signature look" or design of your choice.

International Seeds' turf products are recognized around the world for their quality and have been used at many of the world's most prestigious golf and sporting events.

## Description of research facilities:

International Seeds maintains a fully equipped, 57-acre research and breeding station from which has come some of today's best-known and most widely used grass seed varieties.

By owning its own facility, International Seeds is better able to respond to the needs of its customers. Its staff researchers are able to take immediate advantage of advances in breeding technology.

The International Seeds research facility is also the location of various turf trials, including the National Turfgrass Evaluation Program.

Staff researchers also work closely with research scientists from major land grant universities and at trial sites throughout North America, South America, Asia, Europe, Africa and Oceania.

## Description of technical support, sales, training and/or customer service:

International Seeds' sales and marketing staff, as well as its distributor network, is composed of highly experienced professionals prepared to assist customers as needed either by telephone, in person or through a variety of written literature.

These resources are in place to assist customers in the proper selection of cool- and warm-season turfgrasses throughout the world for turf area construction, renovation and restoration.

The International Seeds team knows that assisting customers in the proper selection of a turfgrass can have a major impact on the ultimate turf performance and maintenance expense profile.

In the era of environmental stewardship, assisting our customer with proper turfgrass selections contributes positively to habitat enhancement, wildlife and water conservation, waste management and energy efficiency.

## Major product lines:

Cool-season turfgrasses: Top Hat, R2, Essence, Gator, Derby Supreme, Regal, Ph.D. (perennial ryegrasses); Viper, Cobra, CEO (creeping bentgrasses); Sabre II, Sabre (*Poa trivialis*); Longfellow, Enjoy (chewings fescues); Cindy (strong creeping red fescue); Eureka, Valda (hard fescues).

Houndog 5, Era, Houndog (turf-type tall fescues); Fortuna, Cardiff, Merit (Kentucky bluegrasses).

Cool-season turfgrass mixtures, permanent turf and overseeding: Ph.D. with Sabre; Dixie Green Overseeding Blend; Showboat Custom Ryegrass Blend; Anvil Fine Fescue Mixture; Major League Turfgrass Mixture (sun, sun & shade, shade or utility).

Warm-Season turfgrasses: Mirage, Pyramid (bermudagrasses); Sunrise (zoysiagrass).

## International Seeds

P.O. Box 168, Halsey, OR  
97348  
(541) 369-2251

## Customer Toll-Free:

(800) 445-2251

## Fax number:

(541) 369-2640

## E-Mail address:

intlseed@intlseed.com

## Date founded:

1972

## Staff:

Rich Underwood, president  
Brad Dozler, vice president,  
sales  
Craig Edminster, director of  
research