The Professional Lawn Care Association of America (PLCAA) is a stable, well-run organization, but it has some tough decisions to make.

Tops on the list is finding a new full time leader. Then there's the need to begin growing again. Also, is it in PLCAA's best interest, or of the green industry itself, for PLCAA to continue to manage the Green Industry Expo?

The GIE is a partnership among PLCAA, the Associated Landscape Contractors of America (ALCA), and the Professional Grounds Management Society (PGMS). PLCAA has managed it since its inception about seven years ago. GIE has, with a few glitches, worked very well. It's been a good deal for just about everybody in the industry. Suppliers show their wares to a wider audience. Show attendees get to pick and choose among the three group's educational offerings.

In conjunction with the show, each association conducts its own conference with its own annual meetings, award ceremonies and educational sessions. Each association retains a measure of autonomy which is the way it should be. This year's GIE is in Charlotte, NC, in November and cooperation among participating associations remains strong. Indications point to a strong 1997 GIE.

I'm glad. It's to the green industry's best interest that the three organizations continue to cooperate for the GIE; the only question is, who should manage it?

As for PLCAA's new leader, what seemed like a done deal, the hiring of Rex Boynton to manage the Professional Lawn Care Association of America (PLCAA), didn't happen.

The executive director of the Picture Framing Association for the past six years, really impressed the PLCAA Search Committee, but Boynton took another job in Richmond, VA, where he and his family live. Because the Boyntons have school-age children, they apparently decided against packing up and moving. PLCAA is headquartered in Marietta, GA.

PLCAA has been without a fulltime executive director since Ann McClure left in mid spring. She departed leaving the Association in solid financial shape and with an able staff. Overall, she was an excellent manager and administrator.

But, neither she nor the PLCAA board members over the past decade have been able to grow the organization much beyond its 1000 or so members. Back in the mid 1980s it looked like the Association would reach 2,000 members. It didn't happen. PLCAA, although it's had some success in starting regional allied associations, seems to be on membership cruise control.

PLCAA will probably have to rethink its dues structure to put some zip back into its membership effort. It should more vigorously court the small mowing and maintenance firms too. I think it has a lot it could offer this segment of the industry.

One thing for sure, PLCAA's next executive director won't be able to just come in and keep the wheels turning. That person is going to have to have to make things happen. And soon too. LM
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As the labor market continues to tighten, many LCOs are turning to incentive pay programs. Instead of relying on straight hourly pay, overtime, and discretionary bonuses, these operators are linking pay to objective measures of individual and group performance.

Of course, the employer's goal is to retain and reward his or her staff while also tying employees' compensation more directly to performance. There are generally six different ways that LCOs pay employees:

**Production bonus.** These firms recognize, first and foremost, that the work must get done. Therefore, those with production responsibility are rewarded for it. Production standards are set and usually a percentage of individual billing is paid. Some firms pay the percentage weekly, some pay it monthly so that this portion of the incentive program is done shortly after the work it rewards. Some firms limit the amount of personal production to better control service quality.

**Individual sales.** Whether it is done during the course of production or as an off-season activity, separate incentives are paid for individual sales. This allows as many people as possible to be engaged in marketing. Front-line employees are closest to the customer, so why not pay them for expanding the customer base? Usually this is done by paying the employee a flat fee for a new customer, or a percentage of first-season sales.

**Referral bonus.** The best source of new business is an existing customer, most LCOs feel. A customer's satisfaction with your service and their confidence in your company often leads that customer to refer new customers to you. It follows that the service provider that generates new customers this way must be providing a high quality of service. This is great for customer retention, so rewarding the employee responsible for a referral is actually rewarding the employee for retention too.

**Responsibility.** People with supervisory responsibility should be rewarded for it. In some cases, the level of reward is a reflection of the performance of the employees they supervise.

In this scenario, the supervisor isn't simply being paid a high salary for "being responsible." Indeed, the supervisor's compensation can rise and fall, to some extent, depending on his or her group's productivity. While such an incentive program may not have a major effect on the manager's overall pay, it does get his or her attention.

**Length of service.** Many firms build in some extra compensation based on length of continuous service. This recognizes the value of a long-term employee, and the employer's desire to keep turnover at a minimum. Usually, businesses offering a length-of-term incentive do so in the form of a flat increase in base pay on the anniversary date of the employee's hire.

**Cost of living.** Some operators include an annual cost of living increase in their compensation program, particularly for salaried employees. Usually this is based on the average increase in the Consumer Price Index. In recent years this has averaged about 2 percent annually. These companies find a cost-of-living adjustment to be a fair way to increase the pay of employees that aren't eligible for incentive programs.

What is interesting about these options is that four of the six are related to the employee performance, and its impact on the business.
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When the real estate market started falling, Boston's John Schumacher looked for an opportunity beyond landscape construction, and found it in maintenance.

A company will often find a profitable market niche by being in the right place at the right time or by simply reacting to a group of particular circumstances.

This was the case when John Schumacher, founder of Schumacher Landscaping in Boston, entered the maintenance market in response to New England's worst real estate recession a decade ago.

"When I founded Schumacher Landscaping 30 years ago, my vision was to provide landscape construction to new facilities and residences throughout the region," says Schumacher. "This plan was a success throughout the first twenty years of the business. However, as the late eighties approached, all signs pointed to a recession and I knew I needed to do something to prepare for my company's financial survival." Schumacher's goal was to discover a way to bring in a new source of revenue before the real estate market collapsed.

Schumacher didn't lose time implementing his plan. By 1987 he was soliciting former clients to sign on for maintenance programs. He also designed maintenance packages for new construction contracts. "We knew if people trusted us enough to handle their original landscaping, they would certainly trust us to maintain the grounds," says Schumacher.

"Having new contracts feed into maintenance contracts was just a natural. It was one-stop shopping." By soliciting clients with whom he had built a rapport and solid reputation, his maintenance service was an easy sell. The next step was to sell the service in volume.

Forming a division

To increase volume, Schumacher hired Gary Chase, a grounds maintenance specialist, to run the company's new division. Chase hired two estimators, a project manager and a salesman.

"One of the most important accomplishments at that time was to develop a system for management and marketing that operated like a well oiled machine," says Chase.

"The maintenance division was growing faster than we expected and we needed to ensure that the quality of our service wasn't being compromised as is often the case with growth," says Chase. By bringing four additional staff members into the division, Chase was able to increase sales and ensure a smooth operation. By 1992 the maintenance division accounted for 10 percent of the business.

'QC' in changing times

Schumacher Landscaping managed quality control by turning New England's harsh winters into training season for company employees.

From left, project manager Rich Wyman and Dave Schumacher, marketing director take a break at a job site.

John Schumacher: customer trust helped win maintenance accounts.

Sam Depina, a seven-year foreman, works here in ornamental maintenance.
Today, Schumacher’s employees account for six percent of all Massachusetts Certified Landscape Professionals (MCLPs), a designation set up by the Associated Landscape Contractors of Massachusetts (ALCM). The organization holds rigorous training programs for plant identification, insects & diseases of ornamental plants, plant health care, soils, turfgrass management, safe use of pesticides, safety and first aid, design and more.

To improve employee retention, Schumacher not only provided competitive benefits packages and opportunities for employees to grow within the company, he provided those benefits year round to his seasonal employees.

“It was a risk that continues to pay off every year,” says Schumacher. “Because I believe in my staff and respect their needs, quality has been controlled and improved each year due to low turnover and our highly experienced field. Today most of my employees have been with the company for an average of 10 years.”

Still growing

By 1996 Schumacher and the rest of the region were well out of the recession, yet as the market for new landscape construction increased, Schumacher continued aggressively pursuing the maintenance market. Why? Because when Schumacher formalized his department with job costing and estimates, he discovered that the profitability in maintenance was just as good if not better than new landscape construction. Today, Schumacher’s maintenance division consists of 45 staff members and accounts for 20 percent of revenues. John’s son, David Schumacher, manages sales for the maintenance division, and says that he and his father were even thinking about growing maintenance into a separate company. However, the Schumachers decided that their success in maintenance was based on their solid reputation in new construction. The company plans to grow the maintenance division wherever possible, to 30 percent of company revenues by the year 2000.

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With 360° inclinable operation, Honda's Mini 4-Stroke will run like a charm. This unbelievable agility is possible because of a clever rotary-slinger pumping lubrication system that keeps oil in a completely misted state and circulates it using pressure fluctuations generated by the movement of the piston. Built-in passages effectively return the circulated oil to the oil reservoir from every part of the engine. Plus, an oil-return point positioned in the center of the reservoir ensures that oil cannot
Rotary-Slinger Pumping Lubrication System

With Honda's four-stroke engines, there is no oil and gas to mix, no messy containers, no special storage requirements. The Mini 4-Strokes also suppress spark plug carbon buildup and carburetor clogging, maintaining like-new starting ease even after long periods of use or storage.

Other Honda design innovations allow these engines to deliver fuel consumption approximately half that of two-stroke engines. The end result is lower maintenance costs that actually make the engine more economical the longer you own and use it. Efficient 4-stroke combustion significantly lowers emissions, making the Mini 4-Strokes more environmentally friendly.

Unbelievably Quiet

With this new 4-stroke technology comes a new level of quiet hand-held power. This is because in two-stroke engines exhaust gases are released in a high-pressure state, resulting in a loud muffler noise and fatiguing vibrations. But Honda's Mini 4-Strokes take advantage of the four-stroke combustion format to reduce noise by delaying the opening of the exhaust valve. A nylon cam gear assembly dampens accidentally flow into the combustion chamber. That translates into inclinability and flexibility in use.

Convenient and Economical to Use

With Honda's four-stroke engines, there is no oil and gas to mix, no messy containers, no special storage requirements. The Mini 4-Strokes also suppress spark plug carbon buildup and carburetor clogging, maintaining like-new starting ease even after long periods of use or storage.

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Following in the footsteps of every Honda engine before, the Mini 4-Strokes are packed with power. Legendary Honda power, to be exact. And when you combine this esteemed power with the engines' flexibility in application, ultra-lightweight construction and amazingly compact size, you have a revolutionary new engine that is ideally suited to all kinds of hand-held and portable equipment. You have the future of hand-held power right in the palm of your hand.

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Pennsylvania sports turf managers volunteer expertise and perspiration to make Little League field a showcase for August's International World Series.

By RON HALL / Managing Editor

For a few days each summer baseball's attention turns to Williamsport in the wooded mountains of north central Pennsylvania. Williamsport is international headquarters of Little League Baseball. Each August, the Little League World Series is played near here. That's when Little League, after 12 games in seven days, crowns a new world champion.

Unlike Major League Baseball, this event truly is global. Teams from about 90 nations compete for the right to play here each August.

Members of the Keystone Athletic Field Managers Organization (KAFMO) help make the Little League World Series special. Members donate hard-earned expertise and hundreds of man hours to help improve the playing field at Little League's Lamade Stadium.

What KAFMO is accomplishing at Lamade Stadium—and how they’re doing it—highlights the specialized knowledge that turf managers bring to the America's growing love of sport.

“Little League wanted these young baseball players, coming from around the world, to play on the best Little League field in the world,” says Don Fowler, one of the KAFMO volunteers.

Companies quick to help

On September 21, 1995, Little League officials and Tom Murphy from the Lycoming County Extension Office met with KAFMO members to discuss renovating the stadium playing field. Little League had already stripped the field and it asked for help. KAFMO volunteers agreed to help, and immediately went to work.

In fact, as they drove from Williamsport that very day, Kurt Nilsson, with Blue Mount Quarry (a regional supplier of diamond mix, mound clay and infield conditioner) enlisted, via car phone, preliminary agreements with sod supplier Hummer Sports Turf, and with Alpine Services, a company spe-
specializing in grading and field renovations. Four days later both companies signed contracts with Little League Baseball, Inc.

"Other than Beaver Stadium at Penn State, this Little League field is probably the most high profile field in all of the state," says Dan Douglas, KAFMO president and stadium grounds superintendent of the Reading Phillies. "The whole world’s attention is on Williamsport, so we committed ourselves to helping it to become the best Little League field in the world."

Time was short. KAFMO and the two contractors had committed themselves to renovating the field yet that fall.

Precise installation

On October 9 Alpine Services began preliminary grading. The field, built on heavy clay, required three inches of good, dry compost, rototilled to a depth of five inches. Alpine precision-graded the field again, using a laser, and sculpted the outfield with a 12-inch crown from second base to centerfield, so that excess rains drained to the foul lines and to the outfield warning track.

The skin infield required an equally fine touch. Alpine graded to a depth of four inches allowing KAFMO volunteers to put in the infield mix, and to build the pitchers mound and the batters box.

By Oct. 25, Alpine had reconstructed the field, but cold rains stopped work. It wasn’t until November 8 that Hummer Turf could cut and deliver about 32,500 square feet of Kentucky bluegrass sod.

On November 9, at 7 a.m., employees of Little League, KAFMO volunteers, and employees from Hummer began laying sod. It snowed lightly. Work continued through lunch and the group finished in one day instead of two it had originally planned. On November 11 four inches of snow fell on Williamsport.

It wasn’t until May 7 of 1996 that work resumed on the field. Twenty KAFMO volunteers edged the field, topped the infield with 0.75 inch of Home Run ball diamond mix, and finished the mound and home plate circle. While volunteers visited the field several times during that summer, it wasn’t until August 7 that the finishing touches to the field for the 50th anniversary of the Little League World Series began taking shape.

Five KAFMO members helped remove the top half inch of the infield due to gravel contamination. Five tons of Diamond Pro went down. On August 18, the day before the first four World Series games, the Little League grounds crew of Jimmy Scott, Joe Lutz and Kirk Felix, which had worked hand in hand with KAFMO volunteers, put the final touches on the field, including painting logos.

Four KAFMO volunteers worked with the LL grounds crew throughout the Series, until the final pitch was thrown. It was hectic, says KAFMO’s Don Fowler.

"Sometimes we had 20 minutes between games to prepare the field for the next game but it turned out pretty good. There weren’t any extra-inning games because then they might have had as little as seven minutes to prepare for the next game," he adds.

"The games are televised and the cameras are going to be running, and there’s a lot to do, including preparing the mound and putting down the lines for the next game."

Although KAFMO volunteers contributed 792 man hours to making the Lamade Stadium field the "best Little League field in the world," KAFMO volunteers continue to work to make it even better.
Frequent aeration good for fields

Chances are you can’t aerify your athletic field too much, particularly a field with clay.

By DR. BILL KNOOP / Technical Editor

Soil compaction will kill the turfgrass on a busy athletic field. Grass plant roots require oxygen and give off carbon dioxide. This exchange of gases must take place for the plant to live. There are several reasons why a soil surface becomes sealed, but the most common is soil compaction. The degree of compaction is determined by traffic, percentage of clay in the soil and, indirectly, by the amount of moisture in the clay. When a soil containing any significant amount of clay receives traffic, the clay particles, which are very fine, become pressed together. This is especially true if the field is used when the soil is wet. It’s the presence of clay in a soil that can really give us trouble.

Another problem occurs when an athletic field is covered with water for an extended length of time. The wetter the soil, the easier it is to compact it, particularly if the soil contains clay, and it’s probably the clay that’s causing the water-logged condition in the first place. There should be no traffic on a water-logged field.

There is hope

Does this mean we can’t have good athletic fields on clay soils? Not at all. But we must understand soil texture and how to manage a turfgrass growing on particular soils.

That’s where core aerification comes in. It relieves compaction, the field’s greatest enemy. A core aerifier penetrates the soil and removes a core of soil. The remaining soil has room to expand into the resulting opening. Most soils contain a clay that expands when it is wet and shrinks when it is dry.

The hole left by the core aerifier also allows water to move deeper into the compacted soil. The wetting/drying action of the clay in the soil will slowly open spaces that allow the exchange of the gases necessary for root growth. The more root growth, the more traffic a field can tolerate. Also, the faster the field recovers.

Weekly aerification?

How often should an athletic field be aerified? The answer rests with how much the field is used. The amount of clay in the field is another consideration. Once or twice a month certainly isn’t too much.

There are three factors that determine how frequently an athletic field should be aerified: the amount of traffic on the field, how much clay is present in the soil and the amount of moisture in the soil. The amount of clay and moisture in the soil are factors that are usually not under our control. However, the amount of traffic is much more controllable, and this is probably the single most important factor to consider when determining the frequency of aerification.

Heavily used fields can be aerified once a week. It’s a sure bet that when you see a great athletic field, the grounds manager understands and uses core aerification. It’s aerification—and not just once or twice a season—that makes a big difference in the playing condition of a sports field. Or, perhaps, the field might be a high-sand content field. A sand-based athletic field doesn’t need a crown for lateral drainage. High-sand fields provide excellent internal drainage. Not all sands are the same though. Generally, it’s suggested that most of the sand be between 0.25-0.50 mm.

The real world

In the real world, athletic fields usually don’t have perfect drainage. They can only support a limited amount of traffic without turf loss. That’s because the more traditional way to construct football fields is to use native soil and create an 18- to 24-inch crown in the field’s center so that water will run off the field.

A good management program using soil aerification can dramatically increase the amount of traffic these fields can sustain.

It’s sometimes hard to sell aerification, since the results aren’t visible right away. It takes time for an aerifier to produce measurable or visual results. Changes in the soil resulting from aerifications can’t be seen.

Actually, it would be hard to aerify an athletic field too much. Once a month? Once a week? It’s hard to say. However, a well-used core aerifier is just as necessary for turf athletic field maintenance as a mower or a spreader.
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Participation in events that benefit your community can provide your landscape company with immeasurable benefits.

By JOHN B. CALSIN, JR.

The second annual Chester County Flower Show this past spring gave Philadelphia-area landscapers an opportunity to showcase their talents while helping community charities.

"It was great creative outlet," said Robert Schrack about the Chester County event. Schrack is owner of Decked Out Exterior Design of West Chester, Pa. "I wanted to jump on board immediately. It was community oriented. I felt I could help a great organization raise some money, and I would get my creative ideas out to the public."

Schrack learned of the show from a client who is also a board member of Family Service of Chester County (FSCC).

Schrack's company is a full-service landscape company, specializing in custom design and installation of creative gardens. He collaborated on his show exhibit with Chris Zobel of Chester County Oak Works, a post-and-beam structure company.

FSCC is a private, non-profit social service agency. It offers eight specialized supportive and strengthening programs for individuals and families in the county, such as the Retired and Senior Volunteer Program and Project One: HIV/AIDS Case Management and Counseling.

Jan Hatchard, FSCC's director of development, said the first year, 1996, was a year of "selling her vision" to get the show started. She said the FSCC board "invested in the show" to get it off the ground. This year, now that the show is established, she hoped to raise at least $25,000.

Trading experiences

John Keating, Jr., owner of Artscape-Sophisticated Landscapes in Downingtown, Pa., and another major exhibitor said the show is the only advertising his company does. He is not even listed in the telephone directory because his customers come from referrals.

Keating got involved for several reasons, not the least of which was to give something back to his community. Of course, he admitted, he also wanted to attract potential customers and meet with peers.

"It brought a lot of the contractors closer together," said Whitfield. The show is not judged, so cooperation rather than competition is stressed.

"The reason I did it was because it was an excellent benefit for a local charity. I strongly believe in this," said Whitfield. Of course, he admitted, he also wanted to attract potential customers and meet with peers.

"It brought a lot of the contractors closer together," said Whitfield. The show is not judged, so cooperation rather than competition is stressed.

"It was a good marketing tool for us," said Whitfield, adding that participation puts a company "on a different level" than non-exhibiting companies.
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A well-kept pond adds beauty to parks, golf courses, gardens and other green spaces. However, concern grows about potential runoff of nitrates and pesticides to surface waters such as ponds and streams.

Good construction techniques and pond best management practices (BMPs) keep landscape ponds attractive and clean.

Construction & management

Three factors influence pond site selection—slope, nearby plant materials and sunlight. Avoid shady sites. They limit plant species. They also tend to attract leaf litter, tree roots and other landscape debris. Generally, it’s easiest to build a pond on a level, lower location. However, with some extra effort, a pond can be built into a hillside. When a considerable amount of soil must be moved, consider letting it settle over a winter before beginning construction.

Once the site has been selected, outline the desired size and shape on the ground. You can use spray paint. Be aware of how much sunlight the site will receive, and consider potential encroachment from nearby trees and shrubs over the next five-10 years.

A pond should be as large as the landscape will allow. Most grounds managers indicate that users of a site prefer larger ponds. Larger ponds are easier to maintain, especially if they are to contain fish. Ponds 36 inches or deeper will usually support native plants and fish through winter. Ponds in northern states may require 48 inches or more, while those in southern states can be 24 to 36 inches deep.

Depth and liners

Landscape ponds generally have areas of several depths. Ledge areas of up to one foot outline the pond and account for the smallest square footage. Adjacent to this is an intermediate area of 1½ to 2 feet in depth. It can be two to three times wider than the first ledge. Most of the pond should be the deepest area, three feet deep. Shelves in the pond separate the levels, prevent plants from sliding down.

Landscape ponds generally have areas of several depths. Ledge areas of up to one foot outline the pond and account for the smallest square footage.
There are several types of liners for ponds. Ponds larger than ¼ acre are best sealed with bentonite. Smaller ponds can be quickly and easily made with pond liners. PVC liners are inexpensive, yet will rip easily and can be short lived. Hypalon liners are extremely strong, but difficult to handle and stretch. A liner made of an EPDM/Butyl blend that is 45 to 64 mil thick is best for intermediate-size pond construction.

Plants provide oxygen, filter

Plants can help keep a pond healthy. Submerged oxygen-generating plants are commonly overlooked, yet shade the bottom, harbor organisms, provide spawning habitat for fish, help filter the water, and decrease algal growth in addition to adding oxygen to the water. Submerged oxygenators include Vallisneria, Myriophyllum, Hornwort, and Potamogeton.

Marginal or edge plants beautify shallow areas. These add to the surroundings of the pond. Place tall edge plants such as cattails, palms, rushes, or sweet flag on the far sides opposite the viewing area. Use short, marginal plantings such as water iris, arrowheads, arum or swordplants along the near sides. Cattails and rushes are invasive. Confining the roots of these plants in containers or with rock borders. Hardy lilies, native to the area, can be very pleasing. These should be placed in the 3-foot depth areas.

Pond BMPs

Pond BMPs protect the surface water from potential pollution from fertilizer or pesticides. The threat is greatest during and following heavy rains. Too much nutrients in the pond will cause algal and other weed problems.

That’s why ponds need buffer strips to trap potential pollutants. Obviously, the wider and denser the strip, the better it will keep pollutants from a pond. But, buffer strips have to be maintained too.

Research by Dr. James Baird, Oklahoma State University, indicates that mowing height affects the buffering capacity of a strip. Comparing ½-inch, one-inch and three-inch heights of cut, Baird found that only the three-inch height effectively reduced runoff and trapped nutrients and pesticides.

Also, stoloniferous and rhizomatous grasses prevent runoff better than bunch grasses. These grasses produce a thicker thatch and mat layer than bunch grasses. Be aware that saturated soils have poor absorption characteristics. Applying fertilizers and pest control products under these conditions increases the potential for runoff.

Finally, the physical and chemical properties of the applied materials must be evaluated. Consider the water solubility of a given pesticide. Formulations can vary widely in solubility, and can be chosen on this basis, especially near ponds. Consult fertilizer and pesticide manufacturers for solubility information.

John C. Fech and Dennis Ferraro are extension educators at the University of Nebraska.
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Life 6 R

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GIE features expanded program

The 1997 Green Industry Expo (GIE) in Charlotte, NC, Nov. 15-18, will feature an expanded program, including:

► A weekend start to the conference events. This saves time and money on travel rates.
► A bonus GIE General Session on the final day.
► Additional conference sessions delivering quality educational presentations all the way to the finish.
► An early start to the Outdoor Equipment Demo, now preceding the trade show opening. The Outdoor Demon includes a Carolina Barbecue Lunch.
► $500 Grand Prize Drawing on the final day of the show.

GIE is free to conference attendees or $15 per day for on-site GIE-only events on Nov. 16, 17 or 18. For details on conferences, contact ALCA (800/395-ALCA); PLCAA (800/458-3466); or PGMS (410/584-9754).

New address for FNGA

The Florida Nurserymen & Growers Association has moved to new headquarters:
1533 Park Center Dr. Orlando, FL 32835-5705. (800) 375-3642; (407) 295-7994 for local calls; fax: (407) 295-1619; E-mail: ihga@aol.com

Irrigation Expo set for Opryland

If you’re planning to attend the 1997 International Irrigation Exposition in Nashville in November you might want to register with the IA and book your hotel room soon. Denise Stone, IA Expo Manager, reports all booth space for the Expo at the Opryland Hotel is reserved and hotels are filling up quickly.

Also, Tim Wilson, IA education director, says the Expos is featuring more educational courses this year. “We can add more courses if we see from registration that you want them,” says Wilson. “That’s why we encourage everyone to register early.”

Contact the IA at 8260 Willow Oaks Corp. Div., #120, Fairfax, VA 22031. (703) 573-3551, or visit its web site at www.irrigation.org.

CLCA honors two landscape firms

The California Landscape Contractors Association (CLCA) honored Jensen Landscape Services, Cupertino, CA, and Mission Landscape Services, Santa Ana, as winners of the 1997 Excellence in Water Management Award.

Mission Landscape Services was honored for its work at The Spectrum, an industrial region in Irvine, CA, comprised of 40 acres of turf. The company kept the landscape there within its water budget and saved the client more than $41,000 on water bills from the previous year.

Jensen Landscape Services has long been in the forefront of landscape water budgeting, and CLCA described Jensen principal, Scott McGilvray, as “a pioneer” in promoting and developing the concept of water budgeting for landscapes.

ALCA award deadlines approach

Deadlines for ALCA’s annual Environmental Improvement Award program are: for exterior projects Aug. 15; for interior projects Sept. 19. The program is available to ALCA members.

Also, the ALCA Executive Committee says the ALCA Long-Range Plan, “Achieving Excellence Through Planning,” is ready. The 1996 report focuses on:

► History of ALCA’s long-range planning efforts.
► ALCA’s mission statement.
► Core capabilities.
► Core members.
► Long-range goals and strategies.

To learn more about the Environmental Improvement Award program, or the Long-Range Plan, contact ALCA at (800) 395-2522.

SuperShow is Sept. 17

The Landscape Contractors Association MD-DC-VA will hold its annual SuperShow on Wednesday, September 17, from 8:30 a.m. to 4:30 p.m. at the Howard County Fairgrounds in West Friendship, Maryland. The show was previously called LCA’s Landscape Expo.

The SuperShow is free to employees of LCA member companies and is $5 per person for non-members. To sign up, contact the LCA office at 15245 Shady Grove Road, Suite 130, Rockville, MD 20850. (301) 948-0810.

The SuperShow is open to individuals in the landscape industry only.
BUNTON COMPANY AND THE NEW “TWISTER”

Jacobsen Textron's

“IN” INTO THE COMMERCIAL TURF MARKETPLACE

IT TURNS ON A DIME. EASILY NEGOTIATES AROUND LANDSCAPE OBSTACLES. AND HAS THE WHOLE INDUSTRY WATCHING. BUNTON'S NEW “TWISTER” ZERO-TURNING-RADIUS MOWER HAS PEOPLE TALKING, AND NOT JUST ABOUT ITS CONTROL ARMS OR HYDROSTATIC DRIVE. THE TWISTER REPRESENTS THE QUALITY AND FORWARD THINKING THAT JACOBSEN TEXTRON WAS LOOKING FOR WHEN IT DECIDED TO PURCHASE A COMMERCIAL EQUIPMENT MANUFACTURER. JACOBSEN TEXTRON IS THE WORLD’S PREMIER GOLF COURSE EQUIPMENT MANUFACTURER AND HAS ALWAYS HAD AN INTEREST IN EXPANDING INTO THE COMMERCIAL TURF EQUIPMENT MARKET. JACOBSEN REALIZED THE BEST OPPORTUNITY FOR ENTRY INTO THE MARKET WAS TO PURCHASE A SMALLER, YET WELL-KNOWN COMPANY AND HELP IT GROW.

Innovative product offerings, similar histories and corporate philosophies convinced Jacobsen Textron that Bunton Company was the right partner for its entrance into the commercial turf market.

According to Herb Henkel, president of Textron’s Industrial Products, Jacobsen’s acquisition of Bunton will “position both companies for growth. It will enable us to build upon Bunton’s established products and distribution channels in the commercial arena. While at the same time, capitalizing on Jacobsen’s leadership position in the golf market.”

COMMITMENT TO CUSTOMERS

Customers have relied on Bunton for high-quality, reliable products since its very first mid-size walk-behind mower was introduced in 1948. Now, as part of the Jacobsen Textron team, Bunton’s reputation for
BUNTON'S NEW "TWISTER"

The new "Twister" zero-turning-radius mower, designed for superior performance, operator comfort and ease of maintenance, is Bunton's first step toward a renewed commitment to new product development, customer satisfaction and company growth. It possesses all of the innovative technology, quality and reliability that has set Bunton apart from its competition. At the same time, it represents the strength of the new Bunton Division of Jacobsen Textron.

The Twister's drive system is equipped with two, independent hydrostatic pumps which allow for zero-turn operation, while its steering control arms enable the operator to easily negotiate around trees and shrubs. The unit's fingertip-controlled electric deck height adjustment virtually eliminates scalping and gouging by allowing the operator easily adjust the deck height to varying turf conditions, including curbs, sprinklers and roots.

Comfort features on the new Twister include an adjustable, custom-contoured seat with fold-up padded armrests and ergonomically designed controls. The steering, parking brake, throttle, choke and ignition are all within easy reach. Other features, like a large 12-gallon fuel tank, allow for all-day mowing without refueling.

In order to match specific size and power needs, the "Twister" is available in a choice of nine engine and cutting deck combinations. The Twister is available with a 20-, 22-, or 25-hp Kohler gas engine and a choice of 48-, 52-, or 61-inch cutting decks.

For faster and easier maintenance, the Twister has been designed with modular "Power Pack" access to all components. Fewer parts and more commonly components mean more service convenience, less downtime and greater savings for the customer.

Innovative Product Offering

As part of Jacobsen Textron, Bunton will be able to provide its customers with products and technology never before possible. Bunton's access to a number of resources will dramatically enhance product offerings.

For example, Bunton will be able to draw upon the resources of Jacobsen's design and engineering staff.

"We do our own thing," said Santangelo. "But we definitely take advantage of the many resources made available by Jacobsen, such as the state-of-the-art 'shakedown rooms' used for product testing, research and development."

Customers can expect higher levels of quality and performance from...
the new Bunton. As proof of its commitment to quality and to Bunton's success, Jacobsen has already invested extensive time and finances into the manufacturing process at Bunton's Louisville, Kentucky, facility. New painting processes, material handling operations and additional staff are just a few of the enhancements.

**COMPANY STABILITY**

In addition to the improvements in manufacturing and new product offerings, Bunton now has a solid position in the industry. The support of Jacobsen Textron means Bunton will be able to expand its product line and service support. Dealers can be assured Bunton is once again a major player in the professional lawn care industry. Customers can expect total service and support from Bunton. From manufacturer to distributor, distributor to dealer, and dealer to end-user, customers can have the confidence in the products they purchase, as well as in the representatives who sell them.

**DISTRIBUTION NETWORK**

While there will be no radical changes made, one of the most visible results of the acquisition will be an expanded distribution network for Bunton. Bunton has a very strong reputation in the eastern half of the United States. The acquisition will not change any of those relationships. Bunton will support its original dealers, maintaining and growing the current distributor network in the United States, but at the same time capitalizing on Jacobsen's international network for overseas distribution. The company will continue to manufacture and distribute its line of commercial lawn care equipment, while growing its rotary product offering both domestically and internationally.

**SUPPORT FROM TEXTRON**

One of the greatest benefits of the acquisition is the support Bunton will receive by becoming part of a Textron Division. As a $9.3 billion company, with divisions that include Cessna and Bell Helicopter, Textron has tremendous technology resources and purchasing power.

The alliance among each of Textron's divisions puts the resources of a company like Textron within reach of a smaller organization like Bunton. For example, a product or technology developed by Textron Automotive Company may have a manufacturing method applicable to Bunton. The shared resources will result in higher quality and more technologically advanced product offerings.

In addition to the technical support, Bunton, via its relationship with Jacobsen, will feel the strength of Textron's financial alliances. The purchasing power wielded by Textron and its subsidiaries is substantial.
In addition, Textron’s financial services component will be available to support Bunton distribution. In the past, Bunton dealers relied on unrelated financing companies for assistance with purchases and overhead. The relationship with Textron Financial Corporation provides a familiar and secure source for financing.

THE FUTURE OF

Bunton Division of Jacobsen Textron

New products are on the horizon. As time goes on, and as the relationship with Jacobsen Textron grows, so will the awareness of the new Bunton Division of Jacobsen Textron.

“People should pay attention and keep in touch with where Bunton’s going,” said Santangelo. “The market is ready for a company like us. There will be some very exciting growth.”
Receive FREE information on products and services advertised in this issue.

**LANDSCAPE management**

**July 1997**

This card is void after September 15, 1997

1. **My primary business at this location is:** (check ONE only)
   - 01: Golf Courses
   - 02: Landscape Contractors (installation and maintenance)
   - 03: Lawn Care Service Companies
   - 04: Custom Chemical Applicators (ground and air)
   - 05: Tree Service Companies/Arborists

2. **Which of the following best describes your title?** (check ONE only)
   - 27: Executive/Administrator
   - 28: Manager/Superintendent
   - 29: Government Official
   - 30: Specialist
   - 31: Other Titled and Non-Titled personnel

3. **SERVICES PERFORMED** (Check ALL that apply)
   - A: Mowing
   - B: Turf Insect Control
   - C: Tree Care
   - D: Turf Aeration
   - E: Irrigation Services
   - F: Turf Fertilization
   - G: Turf Disease Control
   - H: Ornamental Care
   - I: Landscape/Golf Design
   - J: Turf Weed Control
   - K: Paving, Deck & Patio Installation
   - L: Pond/Lake Care
   - M: Landscape Installation
   - N: Snow Removal
   - O: Other

4a. **Do you specify, purchase or influence the selection of landscape products?**
   - Yes
   - No

4b. **If yes, check which products you buy or specify:**
   - Aerators
   - Blowers
   - Chain Saws
   - Chipper-Shredders
   - De-icers
   - Fertilizers
   - Fungicides
   - Herbicides
   - Insecticides
   - Line Trimmers
   - Mowers (reel/rotary)
   - Snow Removal Equipment
   - Sprayers
   - Spreaders
   - Sweepers
   - Tractors
   - Trucks
   - TurfSeed
   - Utility Vehicles

5. **Do you have a modem?**
   - Yes
   - No

6. **Do you subscribe to an on-line service?**
   - Yes
   - No

7. **Is CD-ROM available in your workplace?**
   - Yes
   - No

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**FIRM**

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**FAX ( )**

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- [ ] Yes  
- [ ] No

**Signature**:  

**Date**:  

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1. **My primary business at this location is**: (check ONE only)
   - [ ] 01 GOLF COURSES
   - [ ] 02 LANDSCAPE CONTRACTORS
   - [ ] 03 LAWN CARE SERVICE COMPANIES
   - [ ] 04 CUSTOM CHEMICAL APPLICATIONS
   - [ ] 05 TREE SERVICE COMPANIES

**CONTRACTORS/SERVICE COMPANIES**

- 06 LANDSCAPE ARCHITECTS
- 07 LAND RECLAMATION AND EROSION CONTROL
- 08 IRRIGATION CONTRACTORS
- [ ] Other (please specify)

**INSTITUTIONAL FACILITIES**

- 09 SPORTS COMPLEXES
- 10 300 GOLF COURSES
- 11 RIGHTS-OF-WAY MAINTENANCE FOR HIGHWAYS, RAILROADS OR UTILITIES
- 12 SCHOOLS, COLLEGES, UNIVERSITIES
- 13 INDUSTRIAL OR OFFICE PARKS/PLANTS
- 14 SHOPPING CENTERS, PLAZAS OR MALLS
- 15 320 PRIVATE/PUBLIC ESTATES OR MUSEAUNA

**SUPPLIERS & CONSULTANTS**

- 22 EXTENSION AGENTS/CONSULTANTS FOR AGRICULTURE
- 23 SOD Growers/Turf Seed Growers/NURSERIES
- 24 DEALERS/DISTRIBUTORS/FORMULATORS/ BROKERS

2. **Which of the following best describes your title?** (check ONE only)
   - [ ] 25 EXECUTIVE/ADMINISTRATOR
   - [ ] 26 MANAGER/SUPERINTENDENT
   - [ ] 27 GOVERNMENT OFFICIAL - Government Commissioner, Agent, Other Government Official
   - [ ] 28 SPECIALIST - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
   - [ ] Other Titled and Non-Titled personnel (please specify)

3. **SERVICES PERFORMED (Check ALL that apply)**

   - [ ] A Mowing
   - [ ] B Turf Insect Control
   - [ ] C Tree Care
   - [ ] D Turf Aeration
   - [ ] E Irrigation Services
   - [ ] F Turf Fertilization
   - [ ] G Turf Disease Control
   - [ ] H Ornamental Care
   - [ ] I Landscape/Golf Design
   - [ ] J Turf Weed Control
   - [ ] K Paving, Deck & Patio Installation
   - [ ] L Pond/Lake Care
   - [ ] M Landscape Installation
   - [ ] N Snow Removal
   - [ ] O Other (please specify)

4. **Do you specify, purchase or influence the selection of landscape products?**
   - [ ] Yes  
   - [ ] No

4a. **If yes, check which products you buy or specify** (check ALL that apply)

   - [ ] 1 AERATORS
   - [ ] 2 BLOWERS
   - [ ] 3 CHAIN SAWS
   - [ ] 4 CHIPPER-SHREDDERS
   - [ ] 5 DE-ICERS
   - [ ] 6 FERTILIZERS
   - [ ] 7 FUNGICIDES
   - [ ] 8 HERBICIDES
   - [ ] 9 INSECTICIDES
   - [ ] 10 LINE TRIMMERS
   - [ ] 11 MOWERS (REEL/ROTARY)
   - [ ] 12 SNOW REMOVAL EQUIPMENT
   - [ ] 13 SPRAYERS
   - [ ] 14 SPREADERS
   - [ ] 15 SWEEPERS
   - [ ] 16 TRACTORS
   - [ ] 17 TRUCK TRAILERS/ATTACHMENTS
   - [ ] 18 TRUCKS
   - [ ] 19 TURF SEED
   - [ ] 20 UTILITY VEHICLES

5. **Do you have a modem?**
   - [ ] Yes  
   - [ ] No

6. **Do you subscribe to an on-line service?**
   - [ ] Yes  
   - [ ] No

7. **Is CD-ROM available in your workplace?**
   - [ ] Yes  
   - [ ] No

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Here's an affordable aerator

Budget tight but you still need an aerator? The TM-42 may be just your answer. It is a 42-inch-wide coring aerator with ⅜-in. tines. It will rear mount on tractors with 3-pt. hitch and front mount on most out-front rotary mowers. You can aerate right through tight turns with the tine wheels mounted separately in sets of two with greaseable oilite bearings. A heavy-gauge doubles as a weight tray to hold additional weight. Call Turfco Mfg. at (612) 785-1000, or

Toro offers two new aerators

Toro unveils its 244 and 442 Aerators. The 244 Aerator has four rows of six tines (24 tines) and is powered by a 4-hp Briggs & Stratton IC engine. The fold-down handle provides easy transport and storage, and lift handles on both sides of the aerator make loading and unloading quick and easy. The larger 442 Aerator also uses a 4-hp B&S IC engine, and features seven rows of six tines (42 tines) and a unique free-wheeling outer tine design making it easier to turn and maneuver than competitive units.

One of the most innovative features of the 244 and 442 Aerators is the removable weights which provide more control and greater, more even tine penetration without adding to the weight of the unit. There are no water drums to fill and empty. The 244 has two 36-lb. weights and the 442 includes two 36-lb. and four 18-lb. weights which are easily added or removed.

Aercore aerators increase productivity

John Deere's Aercore Model 1000 and Model 1500 aerators are tractor-mounted to deliver high productivity without sacrificing hole quality, durability or ease of service. With heavy-duty frames, tine rams and adjustable hole spacing, these durable aerators increase productivity while providing flexibility on the job.

Both models can pull as many as 30 cores per square foot, depending on the ground speed of the tractor. With high-speed tines and "flexi-link" supporting arms, Aercore aerators consistently produce round holes.

Both models share the same belt-driven design that provides quiet, smooth operation and doesn't require lubrication. The belts provide dependable operation with minimal adjustments. All components are easily accessed from the top of the machine, making daily checks and routine maintenance a breeze. The aerators are compatible with John Deere 55 and 70 series compact utility tractors.

Steiner's front-mounted aerator

The Steiner 4-wheel-drive tractor with rugged front-mounted core aerator provides fast effective turf penetration. Soil cores up to 3½ inches are removed with minimum surface disturbance. Seven ground-driven rotors with greaseable bushings have six tines each (total 42 tines). Down pressure of the front lift uses the weight of the tractor to penetrate turf. The aerator has four weights and a weight box to carry additional weight if extra penetration is required. Contact Steiner at (330) 828-0200 and mention LM, or
**PRODUCT REVIEW**

**Bear Cat is big enough to get job done**

The Bear Cat Van-N-Chip Pro cleans a 29-inch wide swath with its exclusive agitator bar and 27 mounted beater blades to pick up leaves and small twigs. It features single-handle adjustable height control with infinite settings for optimum performance from agitator bar. The vacuum opening is also adjustable for variable conditions and quantity of leaves. It reduces leaves up to 10-to-1 for fewer stops to unload. It also chips branches up to 3 inches in diameter with its built-in chipper for ultimate cleanup.

The unit is self-propelled with five forward speeds and one reverse. The single front wheel pivots for easy turning and maneuverability in rough terrain. The large, knobby drive tires provide excellent traction and powerful climbing ability.

Call Bear Cat at (800) 247-733 and mention LM, or Circle No. 271

---

**IsoTek 14-14-14 spreads uniformly**

Lebanon Turf Products’ IsoTek 14-14-14 fertilizer is designed for use on turf, annual and perennial flowers, shrubs and trees. It combines isobutylidene diurea and methylene ureas in a clean, homogeneous granule that is consistently sized for dust-free application.

Formulated with 5.0 units of WIN and micro nutrients, IsoTek 14-14-14 delivers its slow-release nitrogen through hydrolysis and microbial degradation. A full 57 percent of its nitrogen is controlled-release.

The product can be applied anytime during the growing season. It spreads easily and uniformly, even at lower application rates. At suggested rates, a 50 lb. bag will cover up to 7,000 sq. ft. For more information on IsoTek 14-14-14 contact Lebanon Turf Products (800) 233-0628, or Circle No. 273

---

**Water-soluble packs make mixing easy**

Terra Industries Inc. introduces BioEdge WSP and BioEdge WSP (Fe) biostimulants for use on turf. BioEdge WSP (Fe) contains fully-chelated iron, a secondary turf nutrient, in addition to the same nutrients in BioEdge WSP. Both come in convenient, water-soluble packs. Both products have proven efficacy, says Terra Industries, with a near-neutral pH for increased tank mix flexibility, and no need for heated storage. You can learn more about the products by calling Terra Industries at (712) 277-1340, or Circle No. 272

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**Shred-Vac good choice for on-street use**

The Shred-Vac 2000 is a portable commercial shredder that efficiently and economically converts green waste to mulch at source. It processes soft, green waste such as leaves, pine needles, cones, bark, wood chips, vines, brush, shrub prunings and bulky waste material from gardens, parks and nurseries.

The mulch created by the shredder is fine enough for instant use on the ground around all manner of plants, controlling weed growth, and protecting the soil from erosion and temperature extremes.

The Shred-Vac 2000 cuts collection, hauling and disposal costs by reducing waste by a ratio of 10-to-1 in volume at rates of up to 30 cubic yards per hour. Its 65-hp, V6 propane engine powers the hammermill and suction fan. The 48 heavy, free-swinging hammers shred material up to 1 ½ inches in diameter.

Because of its dust control features, fully enclosed materials flow and low decibel noise rating of 68, it’s ideally suited for use on streets or private property, says Shred-Vac Systems which can be reached at (916) 477-7240, or Circle No. 274
Echo's new Shred 'N' Vac

Echo's new Model ES-2100 Shred 'N' Vac is designed for easy and effective handling of yard debris. It boasts an all-around ergonomic design with a 35-inch intake tube and a 17-ounce, see-through fuel tank. Debris is shredded and blown in a large-capacity, two-bushel bag that features a rear-discharge design for easy dumping.

The ES-2100 also features a new, fully adjustable throttle for operation at variable speeds and cruise control for even easier operation for extended time periods. A handle-mounted stop switch gives the operator fingertip control. Like its predecessors, the ES-2100 can be easily converted to a hand-held blower.

For more information, contact Echo Inc. at (847) 540-8400, and don’t forget to tell them that you read about their ES-2100 in Landscape Management, or

A lotion that protects like a glove

Gloves In A Bottle is a lotion that works like a pair of gloves. It is rapidly absorbed into the outer layer of skin forming a matrix between dead skin cells. The result is a one-way barrier which helps prevent most irritants from penetrating the skin. The barrier will allow the skin to breathe and perspire naturally, while it increases the retention of the skin's natural moisturizers.

Gloves In A Bottle cannot be washed off. It comes off through the skin's natural exfoliation process. After about four hours enough skin cells have sloughed off to cause this barrier to break down, so Gloves In A Bottle needs to be reapplied every four hours for continued protection.

GreenCare says its Coremaster ECO walk behind turf aerator can aerify up to 18,200 sq. ft. per hour. Variable hole spacings include 1 by 1-in., 1 by 2-in., 2 by 2-in., and 3 by 2-in.. A full range of tine sizes include ¼-in., ½-in., ⅞-in. and 1-in., hollow and solid, quadra tines and spikes.

GreenCare says its Coremaster ECO operates with low noise levels, low fuel consumption, low emissions, and low maintenance and servicing. It features a powerful aeration head and wide flotation tires, says GreenCare which can be reached at (800) 635-8761. Or,

Little Wonder redesigns blower line

Little Wonder’s new line of redesigned commercial blowers make quick work of any cleanup. The new blowers feature an exclusive centrifugal blower design that works together with a backward-inclined blade impeller. The result is a greater volume of air moving at increased velocity versus traditional flat-blade designs.

The curved, aerodynamic inlet draws air in smoothly around the entire inlet area, ensuring adequate air intake even if part of the intake is blocked by debris. The new blowers also feature a patent-pending deflector which splits the air streams to make use of the fastest moving air. To find out more about Little Wonder products or the nearest dealer for its blowers, call (215) 357-5110, or

Coremaster is rugged, versatile

GreenCare’s Coremaster ECO walk behind turf aerator can aerify up to 18,200 sq. ft. per hour. Variable hole spacings include 1 by 1-in., 1 by 2-in., 2 by 2-in., and 3 by 2-in.. A full range of tine sizes include ¼-in., ½-in., ⅞-in. and 1-in., hollow and solid, quadra tines and spikes.

GreenCare says its Coremaster ECO operates with low noise levels, low fuel consumption, low emissions, and low maintenance and servicing. It features a powerful aeration head and wide flotation tires, says GreenCare which can be reached at (800) 635-8761. Or,
**PRODUCT REVIEW**

**New Mighty Max blows away debris**

MacKissic’s new 11-hp walk behind leaf blower will be available for fall 1997 leaf and debris removal. The Model LB1172 will have an 11-hp B&S Industrial Plus engine that puts out 215 mph wind velocity and 2600 cubic feet per minute of air volume. Like all Mighty Mac blowers, this unit has a poly impeller that is lightweight and durable. Contact MacKissic, Inc., at (610) 495-7181, or Circle No. 279

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**Moles? Not with new Mole-Med**

Having problems with moles? Investigate Mole-Med the all-natural liquid product used to repel moles from turf and landscape areas. It's proprietary ingredients go deep into the soil where moles live and feed. For more information, call Soil Technologies Corp. at 800/221-7045, or Circle No. 280

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**Organic biostimulant product aids turfgrass, stimulates roots**

CytoGro Turf-Aid is a granular sea plant meal fortified with CytoGro biostimulant that can be incorporated into any aerifying or topdressing program. This blend of organic amendment and hormone biostimulant will stimulate root growth, improve water leaf status, and speed up the recovery of damaged turf, says manufacturer Terrabiotics. CytoGro Turf-Aid will not layer, maximizes fertilizer efficiency and improves the nutrient holding capacity of sandy soils.

CytoGro Turf-Aid is non-toxic and biodegradable. It is derived from several species of North Atlantic kelp that are harvested in carefully regulated cycles, processed by proprietary methods to maximize biological activity, and ground to a consistent, easy-to-spread particle size. Contact Terrabiotics at (800) 988-8257 and mention Landscape Management, or Circle No. 281

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**Gator Ramps for all pickup makes, models. Installs inside of tailgate**

Load everything from boxes to tractors with the Gator Ramp. Constructed of high-strength aircraft aluminum, it has a weight capacity of 1500 lbs., and features a powder-coated, anti-slip surface. It mounts to the inside of a pickup tailgate in minutes. When not in use, the Gator Ramp takes up only 4 inches inside the bed of the truck. Available for all pickups. Tell Gator Ramp where you read about its product (in LANDSCAPE MANAGEMENT, of course) by calling (888)-504-2867, or Circle No. 282

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**“The Mouse” post-hole digger is designed for lawn/garden tractors**

Shaver Manufacturing’s new PTO-driven post-hole digger, Model 101, “The Mouse” is designed for lawn and garden tractors with category zero and 3-point hitches. It combines rugged power in a lightweight, compact design. Model 101 features:

- shield that protects PTO assembly from dirt and moisture,
- totally enclosed gearbox,
- straddle-mounted, tapered roller bearings for extra strength,
- replaceable cutting teeth and points,
- 3-year limited warranty.

Shaver offers semi-double flight augers of four, six and nine inches in diameter for Model 101. An optional Down Pressure Module can be used with Model 101. It adds 500 pounds of downward pressure for digging in hard, rocky or frozen ground. Shaver offers a complete line of post-hole diggers, including three PTO-driven units and two hydraulic models. Call Shaver Manufacturing Company at 515/266-7550, or Circle No. 283
Rubigan A.S. available again

DowElanco has brought back Rubigan A.S. fungicide. Rubigan A.S. is a liquid which provides the mixing flexibility and ease of handling that most golf course superintendents and other professionals require. It offers broad-spectrum control of turf diseases including dollar spot, brown patch, snow mold and necrotic ring spot.

The product is packaged in a 2½ gallon case. “We decided to bring back this formulation because our customers have requested it,” says Dan Bouck, communications manager for DowElanco turf and ornamental products.

For more information about Rubigan or to receive a specimen label, call DowElanco Customer Information Center at (800) 255-3726, or Circle No. 284

Irrigate, fertilize at the same time

InjectPRO, a product of Irrigation Injection Technologies (IIT), enables golf course superintendents and other turfgrass managers to apply fertilizer, herbicide, insecticide, fungicide and other chemicals through their watering systems with computer-like precision and control.

“The InjectPRO injects precise amounts of chemicals into the water passing through a watering system,” says Erik Tribelhorn, IIT general manager. “That chemigation process makes fertilizer and other chemicals available to plants in a highly usable form, which means you need less chemical to achieve results.”

The brain of the InjectPRO is the Electronic Proportional Injection Control (EPIC) system. The EPIC system can be programmed to provide non-supervised control of when and how much chemical will be applied with its easy-to-use keypad control center.

During the application process, the EPIC system monitors the stream flowing through the pipe and automatically adjusts the chemical injection rate if water flow changes. Call IIT at 800/4-INJECT, or Circle No. 285

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