

(shown) and his two brothers-in-law Ken and Ray Weekley started the company in 1981. In 1994, Joe's sons, Jeff and Scott, bought out Ken and Ray's ownership in the company.

#### **Lawn Management, Inc. Venetia, PA**

The husband/wife team of Tony and Pat Raffaele started this company in 1984, and have provided fertilizer and pest control services to some of the same customers' lawns since then. The Raffaeles have grown the company primarily by word of mouth resulting from excellent service. They offer fertilizers blended specially for clients' lawns. The south hills of Pittsburgh is their market area.

#### **Liqui-Green of Central Illinois Bloomington, IL**

Liqui-Green of Central Illinois is 19 years old and operates three franchises in Illinois: Bloomington, Springfield and Decatur. It offers turf fertilization and weed control



programs along with aeration, seeding and insect control. It also offers a comprehensive shrub and tree care program. This Midwest company has prospered. It

keeps a close eye on the market and stays in tune with it, thanks to vice president/owner David Harris.

#### **Massey's GreenUP Lawn, Tree & Shrub, Maitland, FL**

Massey's is a Florida leader. The company offers a complete agro-nomic program based on the specific conditions and needs of each individual piece of property. Massey's is headquartered in Maitland, just outside of Orlando.

#### **Munie Outdoor Services, Inc. Belleville, IL**

Munie Outdoor Services has been providing residential and commercial lawn programs to customers in the St. Louis areas since 1980. Joe Munie started out as an LCO. But his company has evolved

to offer a full range of landscape services. Its staff includes a certified arborist, registered landscape architect and fully licensed applicators.

"We approach the consumer who wants quality and who understands the value of quality," is one of the firm's philosophies. Munie's low employee-to-supervisor ratio is one reason for the firm's success.

#### **Natural Lawns, Inc. Merrifield, VA**

In 10 years Natural Lawns has grown from a small, local lawn care company to a regional operation with customers in northern Virginia, Washington D.C., and Montgomery County, MD (Bay Country Natural Lawns). Services include lawn and shrub care, aeration and seeding. A couple of years ago, Natural Lawns



purchased a small lawn care company and moved into Fredericksburg, VA. The company is run by business partners Bern Bonifant and Dan Henneberg. Shown above, from left are Jeff Mansfield, German Vergara and Kevin Walter.

#### **Northern Lawns, Inc. Omaha, NB**

"Our belief is that there will always be a demand for a small, locally owned company that responds quickly to customers' needs," says Northern Lawns President Dale Amstutz. The



company, in its 16th year, serves nearly 2000 customers in and around Omaha. In recent years it has been growing its tree and shrub care business too.

#### **Pro-X Systems Appleton, WI**

Pro-X Systems is 10 years old.

Lou Wierichs, Jr. is president and CEO. His wife Cindy is secretary/treasurer. Wierichs has also served the green industry as president of the Professional Lawn Care Association of America (PLCAA). The firm's mission statement is simple: "Create a Satisfied Customer."

#### **Pro-Lawn-Plus, Baltimore, MD**

Pro-Lawn-Plus has been providing quality lawn and tree/shrub care service to the Baltimore metropolitan area for 19 years, with over 3200 customers. "We take pride in our dedicated and knowledgeable staff, who are always willing to take the necessary measures to satisfy our customers," says owner Mark Schlossberg, a longtime supporter both of Maryland Turf and PLCAA.

#### **Pro Lawn Plus Jacksonville, FL**

Nick Dennis believes in providing top-notch lawn services. And he believes in marketing, including radio advertising and a print campaign involving blades of grass dressed as football players (playing off the success of the local J'ville Jaguars). He promotes the hometown nature of Pro Lawn Plus's service. "We've seen the market open up. We're back on top," he says.

#### **ServiceMaster/Irmo, Irmo, SC**

Top pay and benefits help Gene Broome retain great employees as does "a continuous, ongoing and non-nonsense training program."



When customers call his firm they don't get a recording; they get a real person from 7 a.m. to 9 p.m. weekdays and until 2 p.m. on Saturdays. Broome's goal is "unbeatable customer service". He says having an excellent franchisor helps too.

#### **The Swingle Tree Company Denver, CO**

Swingle celebrates 50 years in business this year. John Swingle started the company in 1947 with a war-surplus Jeep and a single helper. Today the company has 90 fulltime employees and 60 seasonal employees. It's recognized by just about everybody in the Denver metropolitan area, not just for its tree work but also for its lawn care programs. The Swingle Tree Company is successful, in part, because of its commitment to its community as evidenced by volunteer efforts with Wilderness on Wheels Foundation.

#### **TurfGard Co. Inc. Dayton, Ohio**

"The level of service our technicians provide has kept us at a rather low cancellation rate," says Bill Clutter, president. "We will not play the price game. We sell the benefits of what we are doing and people appreciate that approach." Clutter started in lawn care in the mid 1970s and slowly grew TurfGard by buying several smaller companies. It offers lawn and tree/shrub services in a very competitive Dayton market. **LM**



For reprints of this feature, call  
(800) 225-4569, ext. 744.



# WE PUNCHED HOLES THAT QUALITY AND



## Introducing The New Aercore® 800

The new walk-behind Aercore 800 delivers the same advantages found in the tractor-mounted Aercore 1000 and 1500. Specifically, the ability to deliver high productivity without sacrificing hole quality, durability, or ease of service.

Powered by an 18-hp Kohler engine, the 800 covers a lot of ground at a coring swath of 31.5-inches. Four gears allow you to match productivity and speed.

Like the 1000 and 1500, the "flexi-link" mounting



design of the 800 helps ensure the tines stay perpendicular to the ground longer for a cleaner hole. In addition, belt drive instead of chains makes it quieter, more forgiving, and easier to maintain.

Tine choices include solid and open-side design that combine with the four working speeds to deliver from 2" x 1.4" to 2" x 2.9" hole patterns at up to 3.5-inch depths.

For the name of your nearest distributor, or free literature, call 800-537-8233. Or write John Deere, P.O. Box 12217, RTP, NC 27709-9601.



NOTHING RUNS LIKE A DEERE®



# IN THE THEORY QUANTITY DON'T MIX



Powered by an 18-hp Kohler engine,  
the Aercore 800 can punch up to  
582,400 holes an hour at a  
coring swath of 31.5 inches.





# AERIAL LIFTS

**Booms are essential in the tree care industry, but there are strict safety guidelines to follow.**

By CURT HARLER



Operator-driven, self-propelled unit from Polecat Industries will not damage turf or landscapes. The lift is hydraulic.



The Leguan Plus from Speciality Equipment has a 36-ft. working height, flexible aerial work platform, 298 lb. platform capacity.

Landscapers in the market for an aerial lift will find two types to choose from: scissorlifts, for lower height applications and heavier platform loads with larger working area; and telescoping booms, targeted at applications where reach and mobility are key.

For jobs in confined areas and hard-to-reach sites, telescoping booms with a jib boom, articulating/telescoping booms, and articulating/telescoping booms with articulating jib booms are available, notes Don Roach, vice president of marketing at Snorkel, St. Joseph, Mo. Jib booms, used after the telescoping boom is extended, allow workers to reach out and over obstructions to the work area.

## Safety around lines, training essentials

Always beware overhead electrical or phone lines when extending a lift. The fireworks display you'll get when you extend a boom into power lines is impressive. But the price you pay—both in dollars and in fury from a justly enraged utility supervisor—is not worth the price of the show. Look up, especially in dense foliage or in fog.

Failure to train aerial work platform operators can result in litigation and OSHA citations, warns Roach. In some cases, job-site safety requirements may be more stringent than those dictated by OSHA.

High-reach telescoping booms must be fitted with tilt alarms that sound when the base unit is out of level. Machines with expanding axles should have a boom/axle interlock that prevents the boom from being raised above horizontal unless the axles are properly extended and locked.

Slab operated scissorlifts should have a pothole protection device that reduces the likelihood of tipping if a wheel is accidentally driven into a hole or off the edge of the slab.

Scissorlifts must have an alarm that sounds when the platform is being lowered and a built-in safety support beam to hold the scissors arms when the machine is being serviced.





# Mauget

## FALL MICRO-INJECTION FOR TREE HEALTH CARE

Fall is the best time to effectively treat many tree problems. Mauget offers a "drug store" of plant health care products for its time proven micro-injection system.

### FALL TREATMENTS THAT PROVIDE SPRING BENEFIT INCLUDE:

Insecticides such as **IMICIDE**, containing Imidacloprid, the active ingredient in MERIT, provides full season control.

Fungicides including **FUNGISOL & CARBOJECT** control over 31 diseases.

Fertilizers and micro-nutrients to correct nutritional deficiencies & stimulate root development.

**ABASOL**, a combination of **FUNGISOL & ABACIDE** allow the treatment of a fungal disease while at the same time provide season long protection against insect or mite infestations with one application.

**MYCOJECT**, containing oxytetracycline, suppresses Bacterial diseases such as ash yellows, peach X disease and is most effective when applied in the fall.



# Mauget

5435 PECK ROAD  
800•TREES-Rx  
ARCADIA, CA 91006  
800•873•3779  
[www.mauget.com](http://www.mauget.com)

**THIS FALL  
TAKE A NEW LOOK  
AT TREE HEALTH CARE.**





**Mauget**

## **NICHE MARKET SUCCESS DEPENDS UPON YOUR POINT OF VIEW**

Successful niche marketing depends greatly on meeting the needs of your customers. As a landscape contractor, there is no reason you can't fulfill an important need when your customers trees are threatened by malnutrition, insects or diseases.

### **LOOK AT IT THIS WAY.**

You are already on site. Mauget micro-injection technology is easy to learn and treatment takes just minutes. Most importantly, the closed-system Mauget technology eliminates chemical drift, customer exposure and groundwater contamination.

Mauget's technical guide provides complete problem identification and specific treatment recommendations using one of our insecticides, fungicides, antibiotics, or fertilizers. Even disposal concerns are solved.

#### **TAKE A NEW LOOK AT TREE HEALTH CARE.**

With Mauget, you have an additional service to provide customers, and they will have the peace of mind that their environment is safe and secure.

**Mauget**  
5435 PECK ROAD  
800•TREES-Rx  
ARCADIA, CA 91006  
800•873•3779  
[www.mauget.com](http://www.mauget.com)



## AERIAL LIFTS

### AMERIQUIP 800/824-9776 Circle No. 250

The Eagle 47 aerial lift from AmeriQuip, Laverne, CA, is a trailer-mounted, articulated lift with a 25-foot side reach and 47-foot working height. Features include positive bucket leveling, 360-degree continuous rotation, and excellent portability for easy access to a variety of tasks. Proportional control valve with neutral position interlock allows two-function operation and complete feathering capability. Comes with 8 hp gas engine; 24V DC electric motor, or dual power (gas and electric) options are available.

### ALTEC 800/958-2555 Circle No. 251

LR and LB Series aerial devices combine smooth, efficient maneuverability with working heights to 60 feet. All equipment is backed by an

unsurpassed warranty, says Altec.

### BIL-JAX, INC. 800/527-5333 Circle No. 252

The Workforce XLB-4232 Towable Boom Personal Lift has a maximum working height of 42 feet and has 300-pound capacity, 32-foot outreach, and 360-degree continuous rotation. Made by Bil-Jax, Archbold, Ohio, it has a steel, one-man cage; surge brakes, master slave leveling cage, outrigger safety switches, lower and upper controls and a 110v outlet to the platform. Optional fiberglass cage and cage cover are available. Comes with VHS safety video, safety harness and lanyard.

### POLECAT INDUSTRIES 800/876-5322 Circle No. 253

Operator driven, self-propelled aerial lift sips fuel — it can run all day on just seven gallons of gas. The PCD-28 from Polecat, Miami, FL, weighs 2,480 pounds and will not

damage turf or landscape. It operates easily without a trailer for transport. The lift is hydraulically controlled by the operator in the bucket, allowing it to move in any direction with ease.

### SIMON-TELELECT, INC. 605/882-4000 Circle No. 254

Hi-Rangers are known for their high quality and durability. The new XT-5 series provides arborists with two units from which to choose. The XT-52 provides 57 feet of working height; 42.2 feet of side reach in the work zone; 135 degrees lower boom and 270 degrees upper boom. The XT-55 provides 60 feet of working height; 42.2 feet on side reach in the work zone; 125 degrees lower boom; 26 degrees upper boom.

### SNORKEL 816/364-0317 Circle No. 255

Articulating riser boom allows for up-and-over work on the ATB 60 from Snorkel, St. Joseph, MO. One of six families of lift available, the 60's telescoping main boom gives extra horizontal and vertical reach, and the six-foot articulating jib boom gives added horizontal reach. Main boom reaches 43 feet, for total work height of 66 feet. Comes in two-wheel or four-wheel drive models. While you're at it, call for Snorkel's handy Work Envelope Calculator, available free, which gives maximum and minimum reach available at various heights.

### SPECIALTY EQUIPMENT 800/722-6543 Circle No. 256

Flexible aerial work platform has 36-foot working height, 17-foot reach and 298 pound platform capacity with telescoping boom fully



The ATB 60 from Snorkel comes in two-wheel or four-wheel drive models.

extended and 474 pounds retracted. The Leguan Plus, from Specialty Equipment, Indianapolis, IN, has zero-degree turning radius for easy maneuvering. It weighs just over a ton, so it is easy to transport. Its 34-inch width allows easy moving through gates. Unit is powered by a 13-hp Honda engine with optional LPG or electric power.

### TIME MFG. CO. 817/776-0900 Circle No. 257

Low maintenance and long, dependable service life at a 60-foot working height is available with the Versalift VO-55, says Time. Standard features include continuous rotation, start/stop, full pressure hydraulic controls and more.

### LM



The Workforce XLB-4232 Towable Boom Personal Lift has a steel one-man cage, surge brakes, and outrigger safety switches.



# Grow-in fine turf *with blankets*

*Wheat straw becomes popular for landscaping,  
thanks to its revegetation capabilities.*

By RUSSELL GRUBER AND PETE HANRAHAN

**W**heat straw erosion control blankets reduce soil loss, protect seed and assist with vegetation establishment.

The blankets consist of a layer of biodegradable mulch stitched to one or two layers of natural or synthetic netting. Weighing about one half pound per square yard, the blankets are light and easy to handle. A 60 square yard roll weighs 30 pounds.

## **Close ground contact**

Manufactured wheat straw blankets are engineered to avoid many of the problems associated with loose straw mulching. An evenly distributed mulch layer is stitched to a photodegradable or biodegradable netting. The netting holds the mulch material in close contact with the ground, while the stitching assures the retention of straw fiber throughout the blanket, even when subjected to water flow or high winds.

Straw blankets are made to offer erosion protection during turf establishment, and to assist the turf establishment. The correct amount of fiber is essential to opti-

mal performance in both the erosion control and seed germination functions.

Weed infiltration is a concern when establishing fine turf, and wheat straw does not have the weed impurities associated with hay. Erosion blankets give the landscape contractor control over seed mixtures, fertilizers and topsoil. The stand of vegetation adapted to the specific site conditions can be established.

Erosion blankets help establish a strong root system. Wheat straw blankets hold moisture from rainfall and condensation close to the soil surface, and aid in obtaining a higher and more efficient seed germination than other blanket types.

## **Protect dormant seedings**

Blankets can offer erosion control protection for dormant seeding throughout the winter months. This, of course, allows the seed to take full advantage of early spring moisture. The earlier turf can become established in the spring, the better chance it has to survive heat and drought stress during summer.

A customer who wants a green lawn immediately will not get it by using erosion control blankets. Sod installation is the only answer.

Straw blankets give job sites a finished look, especially when installed in accordance with manufacturer's specifications, using the proper number of staples and assuring blanket-to-ground contact.

Sod quality can vary greatly. For the serious landscaping contractor, it's important to know the best sources of quality sod. On the other hand, the blanket method gives the landscaper more control over the final product.

The straw blanket is certainly no cure-all. If the top soil used on the site is infested with weed seeds, the blankets will not eliminate them. A poor installation will undermine the effectiveness of any product or material used.

Estimates vary, but the use of the blanket package, compared to sod, can result in a cost savings of up to 50 percent.

Some landscapers who want a strong stand of turf have decided they want to use the straw blanket method. Those who have not done so may wish to consider it as an affordable, efficient method of turf establishment. **LM**

*Russell Gruber is estimating and systems manager for The Brickman Group Ltd., Long Grove, Ill. Pete Hanrahan is a regional sales manager for North American Green, a manufacturer of erosion control blankets, based in Evansville, Ind.*



A 60 square-yard roll of wheat straw blanket weighs only 30 pounds.





"We have experienced great success with the Plant Health Care System. It insures us that our plants will be healthier and more beautiful, which gives us a competitive edge in the marketplace. Our clients especially appreciate the fact that we are using earth-friendly products and fewer chemicals in their landscapes."

Angie Mueller, Seasonal Color Manager  
Gibbs Landscape Company, Smyrna, Georgia



Left: Treated with compost fertilizer (2 months).  
Right: Treated with Flower Saver™, Healthy Start™, and Yuccah™ (2 months).



# We Give Flower Power a Whole New Meaning

*Mycor™ Flower Saver™ VAM Flower Bed Inoculant Delivers Healthier, Longer-Lasting Blooms – Without the Need for Fungicide.*

Whether you plant annuals, perennials or ornamentals, Mycor™ Flower Saver™ promotes lusher, more abundant and enduring blooms that resist both stress and disease. Mycor™ Flower Saver™ combines a proprietary "cocktail" blend of four selected strains of vesicular-arbuscular mycorrhizal fungi with growth promoting bacteria and organic biostimulants – all in a single dry application. The result is enhanced beauty and endurance. Mycor™ Flower Saver™ Inoculant is the ideal pre-plant soil treatment for both spring planting of new beds and fall flower bed changeouts.

**Order Flower Saver Inoculant Now, and Receive Terra-Sorb™ Planting Gel, **FREE!****



Terra-Sorb™ is a non-toxic, hydro gel that holds hundreds of times its own weight in water, for gradual release into the root zone as needed. Applied as directed, Terra-Sorb™ helps reduce watering frequency, while reducing plant loss from drought and water stress. For non-irrigated flower beds, it's the perfect complement to Flower Saver™ Inoculant – and now, we'll give you 10 lbs. of Terra-Sorb™ Planting Gel with the purchase of each 30 lb. pail of Flower Saver™ Inoculant.

Call Plant Health Care, Inc. or your PHC Representative  
Today... for Flower Beds that Look Better and Last Longer.

**1-800-421-9051**

[www.planthealthcare.com](http://www.planthealthcare.com)

©1997 Plant Health Care, Inc., Pittsburgh, PA • Mycor™ and Terra-Sorb™ are trademarks of Plant Health Care, Inc. Offer good until January 1, 1998. This promotion not valid with any other discounts or current offers.

Circle No. 122 on Reader Inquiry Card





# SCORE BIG WITH BULBS

by STEPHANIE COHEN

**B**ulbs are one of the easiest choices for landscapers, whether new to the business or a sun-tanned veteran of the trade.

There are, however, a few things to keep in mind when using bulbs.

► Most do not like wet feet, so don't let them stand in water. Plant them in average, well-drained loam.

► Give them full sun when the leaves green up. This makes planting under deciduous trees or shrubs a perfect option. Make sure to mulch bulbs the first winter to improve the soil and protect the bulbs.

► Never remove the leaves from your bulbs until they have yellowed. This allows the

bulb to produce and store the food it needs to grow and make a magnificent display the following year.

Some of the best ways to use bulbs is to have them emerge between non-aggressive ground covers. I like short daffodils, species tulips, crocus, Grecian wind flowers, snowdrops and anything one foot tall or under.

They are also good to tuck among hostas, which by the

time they unfurl the bulb foliage can barely be seen.

## Daylilies

For taller bulbs I like to plant with daylilies. The daylily foliage is excellent for hiding yellowing foliage. Both of them are easy to grow and are in the ground for the long run.

## Ferns with fronds

Another choice is ferns with large fronds. Ferns and bulbs grow well together in a light to dense shade.

Big sweeps of bulbs are spectacular, but I cannot abide looking at yellowing foliage. In a regular annual or perennial border, plant bulbs way in the back, so that as everything begins to grow, foliage is hidden.

## Don't skimp

When you plant bulbs, don't be skimpy. Minor bulbs such as crocus, winter aconites, snow drops, or scillas should be planted by the dozens. That's right: at least 12,

## Wholesale bulb sources

### Barbeleita Gardens

15980 Canby Ave.  
Faribault, Minn. 55021  
307/334-2807

### De Vroomen Holland

665 136th Ave. Box G  
Holland, Mich. 49424  
847/395-9911

### Holland-America

P.O. Box 676  
Midlothian, Va. 23113  
804/379-0152

### Vandenberg Bulb Co.

P.O. Box 532  
Chester, N.Y. 10918  
914/469-9161

### The Daffodil Mart

7463 Heath Trail  
Gloucester, Va. 23061  
804/693-3966