

Husqvarna 'racing' ahead with plans

CHARLOTTE, NC— If you're not a NASCAR fan and you want to stay that way—please stay away from a NASCAR race. Once you experience ("see" is not descriptive enough) a NASCAR event you're going to get hooked.

About 200 "friends" of Husqvarna caught the NASCAR fever this past Memorial Day weekend. Husqvarna hosted a weekend of racing while also acquainting them with Husqvarna and its commitment to training and excellence. The 309-year old forest and garden company is best known for chain saws but now offers a growing family of other green industry equipment too.

"This year alone we have committed 17 percent of our overall budget to customer training," said David Zerfoss, president, Husqvarna Forest & Garden Co. "In addition, we allocate 25 percent of our budget to keep our associates abreast of the latest trends and technologies so that we can better serve our cus-



Husqvarna's David Zerfoss (l. to r.) with Bruce Wilson, Environmental Care, Tom Oyler, U.S. Lawns, Joe Gibbs, Joe Gibbs Racing, and Per Heistad, U. S. Lawns. Husqvarna is a sponsor of Joe Gibbs Racing.

tomers and set a leading pace for the industry.

"In regards to training, we set our benchmark against companies renowned for training success, such as Motorola and Disney, not necessarily our direct competitors."

Husqvarna has also partnered with industry associations to bring years of training and safety expertise to each association's membership, including:

Associated Landscape Contractors of America: The company is producing training videos for ALCA members while it also participates in the ALCA Student Career Day.

International Society of Arboriculture (ISA):

Husqvarna has produced 13 videos for ISA members high-

lighting safe working habits.

National Association of Arboriculture (NAA): Husq-

varna has produced a training video, supplemented with training in the field conducted by NAA staff.

of Fame coach with three Super Bowl rings). Joe Gibbs Racing is headquartered in Charlotte near the Husqvarna headquarters. Gibbs will endorse the company's products and appear in its national marketing campaigns.

Husqvarna's name will be present on all cars that represent Joe Gibbs Racing, including the Winston Cup (driver Bobby Labonte); the Busch Grand National and late model stock car circuits; and in NHRA funny car and top fuel car drag racing circuits.

"Husqvarna prides itself on being associated with winners,



When the stock cars thunder around the Charlotte Motor Speedway they're traveling over 165 mph, often bumper to bumper.

But, back to the racing. Husqvarna recently entered into a multi-year agreement with Joe Gibbs Racing (led by Gibbs, the NFL Hall

from our retailers on down," said Zerfoss.

The Joe Gibbs/Husqvarna team had a good Memorial Weekend at the Coca-Cola 600 at Charlotte Motor Speedway. Driver Bobby Labonte finished third in front of a crowd of 170,000. □



Husqvarna's guests got an opportunity to visit the garage area before the big race.

In the ever-changing world of business and industry, one thing remains the same.

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For evidence look no further than our On The Job program, which gives



ON THE JOB

qualified businesses commercial breaks, so to speak.

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An important commercial message from The New Dodge

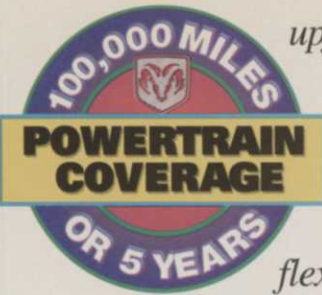


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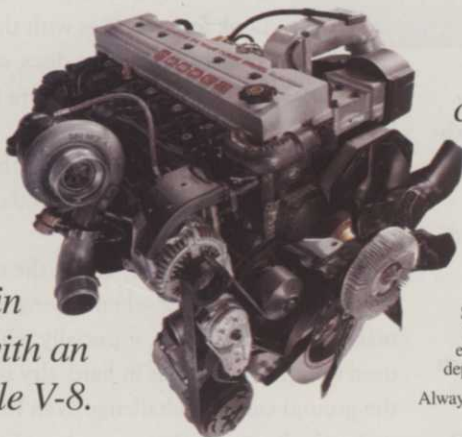


upfitting equipment for a new vehicle are covered. (When we say flexible financing, we mean flexible.) Plus, there's a choice of our extended 100,000-mile/5-year Powertrain Care PlusSM service contract

with Road Hazard Tire Coverage,* or up to \$500 cash back.† And all that's over and above any national consumer incentives.



available with an improved Cummins Turbo Diesel. And of course, Dodge Dakota,‡ the only pickup in its class with an available V-8.



Whatever your next commercial venture, Dodge has an excellent way to help you sponsor it.



*Service contract not available in AL, FL, MS, OK or UT. No refund if canceled. Some vehicles ineligible. There is a \$100 deductible for each covered repair visit. †Tire coverage covers only complete or pro-rated replacement for original four tires, excluding spare. See plan copy and full details at dealer. ‡\$300-\$500 cash back, depending on model. ††Select models only.

Always use seat belts. Remember a backseat is the safest place for children.



The New Dodge

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JRCO model fits most commercial walk-behind/riding mowers.



(above) Gandy combo dethatcher/seed-er holds up to 125 pounds of seed.



Jacobsen unit covers a 48-inch swath, and plants 16 rows on 3-inch centers.

SEEDERS

Tips when using these tools include precise depth adjustment and good seed-to-soil contact.

By CURT HARLER/ Contributing Editor

Good seed-to-soil contact is probably the single most important factor under a turf manager's control when establishing or renovating a turfgrass area.

Of course, a manager greatly increases his/her chances of success by using an appropriate variety of seed for the locale and conditions. Other factors that make for successful seeding include a good fertility program and help from Mother Nature in the form of gentle and abundant rainfall.

But making sure the seed is nestled properly into the ground is a sensitive, yet key part of seeding.

When purchasing or using a seeder, be sure the unit is able to place the seed accurately where it should be — in close contact with the soil. Remember it is likely the unit will be called upon to handle a variety of seed sizes and shapes, ranging from coarse buffalograss to tiny bentgrass seeds. Look for machines with the seed outlets placed directly behind the discs, so more seed ends up in

the ground and not on top of it where it becomes a feast for the birds.

Look for a simple, yet precise depth adjustment system on any seeder. Just as bad as leaving seed on the surface is burying it too deep for germination.

As with a lawn mower, check the number of square feet or acres covered per hour when buying a seeder. Weight of the machine also is a factor, especially when the machine will be used to rejuvenate grass in hard, dry soils where cutting into the ground can be a challenge even for the toughest machine.

Lastly, be aware that a number of companies offer combination machines, designed to do a couple of different jobs. This can be handy for some companies.

AGRI-FAB
217-728-8388
Circle No. 250

The 45-0228 push drop seeder with a 75-pound capacity is available from Agri-Fab, Sullivan, IL. This handy push spreader can be equipped with marker wheels to assure accurate drop in difficult conditions. It has a 24-inch spread width and a nylon gear drive. Several other push-behind and tow-mount seeders are also available.

BEFCO
800-334-6617
Circle No. 251

The Green-Rite one pass aerator/over seeder from Befco, Rocky Mount, NC has a single 7.5 cubic foot seed hopper. Unit comes in a 58-inch working width for use with tractors from 25 to 45 hp. In a single pass, this unit aerates, seeds, agitates seed to ground, and compacts the seed to assure excellent germination. Seed cups meter seed precisely. Slicing knives provide minimum damage to existing turf. Optional front gauge roller kit is available.

BLUEBIRD INTERNATIONAL
800-808-BIRD
Circle No. 252

Fully adjustable seeding depth and a seed application guide decal inside the hopper are just two of the features of the EasyScape Seeders from Bluebird, Englewood, CO. Units offer an 18-inch seeding width and fully adjustable seeding depth. There are 20 beveled-edge slicing blades to plant seeds at two-inch intervals. Rear deflector covers seeds to assist germination. Several B&S and Honda engine options are available ranging from 5 to 8 hp. With the seed hopper disengaged, units can be used to dethatch.

BRILLION IRON WORKS CO.
920-756-2121
Circle No. 253

The Turfmaker II grass seeder from Brillion features a main hopper that is 255 percent larger than the Turfmaker model, and delivers tough-to-handle fine fescues at rates of up to 350 pounds to the acre

without bridging. The 12-foot Turfmaker II seeder can hold 23 bushels of seed in its main hopper. A large-capacity hopper means more time seeding and less time filling.

CLASSEN MFR. CO.
888-252-7710
Circle No. 254

The multi-purpose TS-20 commercial turf seeder can put in a new lawn, overseed an existing one, or be used as a vertical



Classen TS-20
can also be used
as a verti-cutter.

cutter. Comes with 5 hp Briggs & Stratton or 5.5 hp Honda OHV engine. Seed flow is adjustable for different types of seed and is activated by a single lever. Polypropylene hopper does not rust. Optional flail-blade assembly made by Classen, Norfolk, NE will convert the unit into a turf rake.

FINN CORPORATION
800-543-7166
Circle No. 255

The T60 Series II HydroSeeder from Finn, Fairfield, OH is sized for residential and small commercial jobs. One-man remote hose operation on the 500-gallon unit, allows maximum flexibility. The T90 Series II has an 800-gallon capacity. It offers both tower discharge and optional remote hose operation. Trailer or skid-mounted models are available. The T-330 and T-280 HydroSeeders have the capabilities and output to handle highway, golf course and commercial sites. A newer, larger slurry pump, coupled with a turbo charged diesel engine, provides more pump pressure and output, resulting in faster slurry dis-

charge and distance for added productivity.

GANDY COMPANY
800-443-2476
Circle No. 256

Combination dethatcher/over-seeder from Gandy, Owatonna, MN has a rugged 7-gauge steel frame and a

42-inch, covered steel hopper that holds 3.5 cubic feet (or 100-125 pounds of seed). This 48-inch wide unit drops seed on two-inch centers through 24 outlets. It requires a 540-rpm tractor with slip clutch for tractors 18-hp and up. Easily accessible turnbuckle adjusts planting depth. An optional shoe assembly permits more seed to be placed in the slit for increased seed-to-soil contact. Trailing 3-section roller or brush assembly also available.

HERD SEEDER
219-753-6366
CIRCLE NO. 257

A full line of seeders, ranging from the popular 3-point hitch mounted Model 750 to the mower-mounted GT-77 is available from Herd, Logansport, IN. The 750 is made with the professional in mind, versatile enough to handle 750-pounds of material and control seed rates down to 3 pounds per acre and fertilizer from 50 to 1000 pounds per acre. 16-gauge steel hopper with welded seams practically cleans itself. Optional lime agitator is available. Units can spread salt to melt ice, and handle a range of other jobs around the operation.

JACOBSEN
800-727-JAKE
Circle No. 258

The Aero King 1321 Verticutter-Seeder from Jacobsen, Racine, WI has a huge 21-inch seeding width

and an operating speed of 2.5 mph. Hopper holds over a bushel of seed, which allows seeding of 23,000 square feet per hour. Seed outlets are 1.5 inches apart, giving good one-pass coverage. Seed rate is maintained regardless of ground speed. Unit has a 13-hp Honda engine, largest in its class. Overhead-valve design and 6:1 gear reduction provide smooth, quiet power and good fuel efficiency. Front-mounted verticut blades allow verticutting and seeding at the same time.

JACOBSEN
800-727-JAKE
Circle No. 259

For big seeding jobs, check out the 548-100 seeder/aerator from Jacobsen, Racine, WI. Seeder covers a 48-inch swath, planting 16 rows on 3-inch centers. Offset design lets seeder cover tractor tire treads. Seeds are dropped into a slit furrow, so they do not get washed or blown away. Hopper holds 100 pounds of seed and chain drag mat covers seed after planting. Remove the seeder and the 548-100 can be used as a vertical mower to renovate, dethatch and vertical mow turf. Unit requires a 540 rpm pto and Category one 3-point hitch tractor.

JRCO, INC.
800-966-8442
Circle No. 260

Electric front-mount Broadcaster Seeder/Spreader from JRCO, Minneapolis, MN fits most commercial walk-behinds and riding mowers. Polyethylene hopper has capacity of 2.2 cubic feet (about 130 pounds) and is ideal for spreading fertilizer, seed, fire-ant bait and ice-melting pellets. The Broadcaster attaches to the JRCO mounting bar with four clevis pins and is controlled from the operator's position.

RANSOMES CUSHMAN RYAN
800-228-4444
Circle No. 261

Overseed, dethatch or do both at once with the Mataway Over-seeder/Dethatcher from Ryan, Lincoln, NE. Model 544873 has a 0.8-cubic foot hopper which is fully adjustable for all types of common grass seed. There are 10 seed drops

> LM REPORTS

on two-inch spacing, one-inch hardened steel slicing reels and 10 8-point slicing blades spaced on 2-inch centers. Unit is powered by an 11-hp, 4-cycle Kohler engine. Seed flow stops automatically when the reel is raised to cross cart paths or lanes.

REDEXIM CHARTERHOUSE

800-397-5664

Circle No. 262

The Verti-Seed from Redexim Charterhouse combines multiple actions into one process for easy, rapid, accurate seeding. This machine cuts open the soil, opens the groove, sows the seed and closes the groove in one operation—and at speeds up to 6 mph. Made in England and distributed through the company's Kingston, PA warehouse, the Verti-Seed is available in 34 or 50-inch models. The 004-804 has hopper capacity of 3.35 cubic feet and requires a 17 hp tractor with 1,300 pounds lift capacity. It covers up to 64,800 square feet per hour. The larger 004-1204 has a 5.1 cubic foot hopper, requires 22 hp, and covers 108,000 square feet per hour.

REINCO

800-526-7687

Circle No. 263

A full line of HydroGrassers is available from Reinco, Plainfield, NJ. Ranging from the HG-5H for smaller seeding jobs to the giant HG-30GX which has up to six acres capacity, these units can be truck or skid mounted. Typical of the line is the mid-sized HG-10GX. Its power options include a 35 hp Ford gas engine and a 33.5 hp Kubota diesel. It requires a 23,000 gvw truck. The 10GXA2 version is a self-contained trailer mounted unit. Both offer standard 130-foot discharge range, or 400 feet with hose.

THOMPSON SEEDER

219-753-6366

Circle No. 264

Two seeders are available from Thompson, Logansport, IN. The S3B is a three-bushel, pto mounted unit with 200 pound capacity. It can handle all sorts of fertilizer. The M3B

is a three-bushel, motorized unit designed for mounting on a pickup, ATV or tractor. The M3B can be used to spread chemicals because it has a vibrator-type distribution system rather than a stir agitator. Accessory battery box is available for use with ATVs which do not have own battery. All mounting hardware and flotation tires included.

TORO

612-888-8801

Circle No. 265

The 205 Seeder from Toro, Bloomington, MN is the tool for tough turf problems. A width of 18 inches can be seeded, dropping seed at 2-inch intervals. Delta Reel blades open a soil slit for the seed. A flap on back of machine covers the seed with a thin layer of



Toro's 205 seeder.

soil for better germination. Unit is powered by a 5 hp Briggs & Stratton engine and has a handle-mounted automatic safety clutch control.

TRYNEX INTERNATIONAL

800-725-8377

Circle No. 266

Convert a spreader into a seeder with the GAK-020 conversion kit from TrynEx, Royal Oak, MI. Adaptable to most hopper-type spreaders with three-inch throat openings, this gate assembly kit allows spreaders to be used for seed, fertilizer, ice melters, pelletizer materials or oil dryers. Selling for \$149, it features positive-lock T-handle control, multi-

position gate calibration, and a 10-foot control cable (20-foot cable is optional). Made of zinc-plated steel, it is easy to install.

TURFCO

612-785-1000

Circle No. 267

The LS-20 is a lawn overseeder designed with the lawn care profes-

plant multiple varieties of wildflower seed in one application. Planter has 3 seed boxes and 8 planting units. Each planting unit has 8 single-disk coulters mounted on a heavy bridge frame. Grain hopper, legume hopper and fluffy seed hopper cover all the bases. Total planting width is 42 inches. Wildseed Farms is in Eagle Lake, TX.



Turfco lawn overseeder works with all common grasses.

sional in mind from start to finish. A long handle gives great control even in tight spaces. The LS-20 is designed to work with all common lawn grasses, even fescues. All controls are on the handle for easy reach. The seeder covers up to 30,000 sq. ft. per hour. Seeding is done on 1.5-inch spacing, which is just right for fescue, advises the company. The unit will go up and over curbs. 10-inch pneumatic tires allow it to work on rough lawns, or even raw dirt, says Turfco. Damaged blades can be replaced in minutes with the reel still in the unit. Can also be used for dethatching.

WILDSEED FARMS

800-848-0078

Circle No. 268

The J-Thom 42 Wildseeder is a drill-type seed planter designed to

THOMPSON SEEDER

219-753-6366

Circle No. 269

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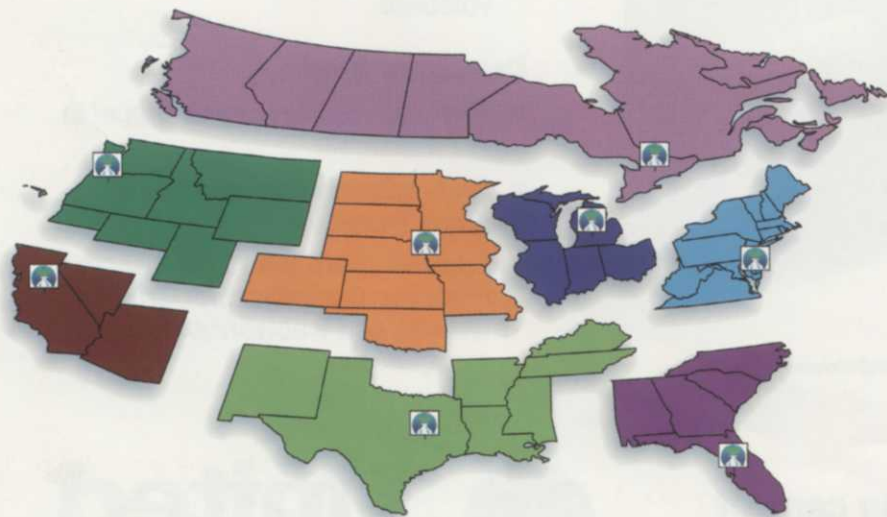
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STATE of the INDUSTRY

Landscapers like go-go economy

Healthy economy means lots of work, clients with better budgets, and more competition for labor.

By RUTH E. THALER-CARTER, Contributing Writer

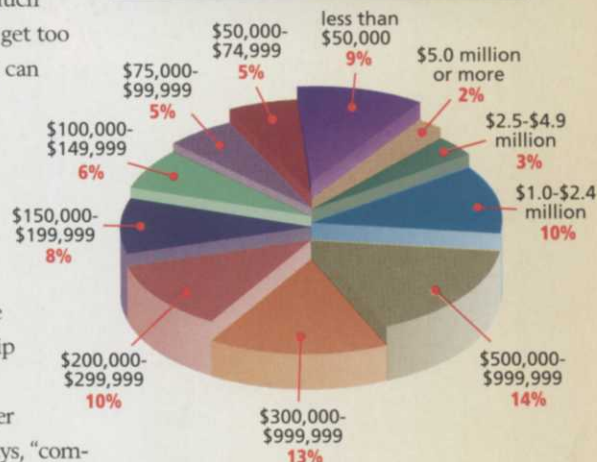
A healthy national economy means work, generous budgets and growth for landscape professionals, the downside being that it's harder to find and keep good workers.

Market growth

"The market absolutely is growing," says Don Skradski, Omaha, NE. "It's booming here. If anything, I have too much work, but I don't want my company to get too big; I try to keep things streamlined so I can keep control over quality. People have more money so they're spending it. They used to just put in grass; now they're doing a whole landscape. There's a healthy economy, so clients need us; they have no time to do their own yard work. We don't have any ocean or mountains, so they worship their lawns here."

Eric Christiaansen, landscape manager of Sylvan Nursery Inc. in Billings, MT, says, "com-

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