

Linked to the Agri-Fab Vac with a 6-inch spiroflex hose, it has the power to reduce branches and twigs to fine mulch while the vacuum makes the litter disappear. Capacity of the unit is 32 cubic feet.

Circle No. 250

BANDIT INDUSTRIES

800-952-0178

www.banditchippers.com

The line of 12-inch hand-fed disc-style chippers from Bandit Industries, Remus, MI comes in three models: 150XP is the basic 12-inch capacity chipper; 200+XP has faster feed rate; and the 250XP with even larger feed opening, larger wheels and more powerful hydraulic feed motor. Machine's wide opening and aggressive feed system crushes, compresses and pulls trees, limbs and brush into the chipper. Lots of options, including 16 gas and diesel engine options and a hydraulic lift for top-feed wheel (making it easier to position larger material into the system) are available.

Circle No. 251

BUSH HOG

334-872-6261

www.bushhog.com

There are 36 free-swinging shredder knives and four chipper-knives machined from tool steel in the Bush Hog chipper/shredder line. The CS-100P mounts by 3-point hitch to any tractor with 18 hp or better. The CS-130T is powered by a 13-hp Honda and has electronic ignition, oil alert, and a 2-wheel trailer for highway towing. The CS-180T is this chipper's big brother, featuring a 18-hp Honda engine, 1500 pound torsion axle, 3-gallon detachable gas tank for convenient refueling and all the features on the 130T. Leaf grates, spout extender and vac kits available.

Circle No. 252

DANUSER

573-642-2246

Danuser's new Chipper/Mulch Systems turn broken branches into a quality, usable mulch. The pto-driven units from the Fulton, MO firm start with two models using an 18-inch diameter flywheel and handling up to 4-inch diameter tree limbs. In the 24-inch class, there is both a pto and

trailer model that handle 6-inch diameter limbs. Each pto model operates with a minimum 18 hp. The self-contained trailer model in photo uses a 25-hp Kohler engine. Danuser produces chippers for a number of distributors.

Circle No. 253

BCS AMERICA

704-846-1040

www.bcs-america.com

The BCS chipper shredder fits on all BCS tractors that are 7 hp or larger. Made in Matthews, NC, it features 28 hardened steel, free swinging shredding flails in the chipper box. Higher hopper has a vertical drop between opening and shredder box, making for safer operation. The heavy-duty, 37-pound chipper flywheel has one hardened chipper blade. Unit is easy to transport and the pto comes from the factory with four screens: three-eighths inch, one inch, and 1.125 inch and a roller bar screen for rougher shredding.

Circle No. 254

CRARY COMPANY

701-282-5520

www.crarycompany.com

A 140-pound, 20-inch diameter x 1.25-inch thick rotor disk with doublebanded belt drive is at the heart of the 73454 4-inch chipper from Crary, West Fargo, ND. Four high-chrome content reversible, heat-treated chipper blades handle limbs up to 4-inches in diameter. Blades are set at a 45-degree angle to help self-feed limbs into the unit's 27x28 hopper. The 43454 unit requires a Category I PTO drive 3-point hitch. Also available are the 73413 and 73420 towable models.

Circle No. 255

GOOSSEN INDUSTRIES

800-228-6542

www.goossen.com

Chew up limbs as large as 5-inches in diameter with the Goossen Chipper/Shredder, made in Beatrice, NE. Unit also shreds leaves or brush. Three units are available: the CS1000, 540 pto-driven; the gas-powered CS5100 with its 13 hp Honda engine; and the CS6000 with an 18 hp Honda engine. All feature hinged housing allowing

easy access to the cutting drum, shredder cover to prevent kick-back, and a folding safety door on the chipper chute. A blower or vacuum attachment option is available.

Circle No. 256

INGERSOLL EQUIPMENT CO.

920-582-5000

www.ingersoll-inc.com

All-hydraulic chipper-shredder from Ingersoll Equipment Co., Winneconne, WI has 24 reversible, hardened steel blades to make cleanup jobs fast and easy. It can chip limbs up to three-inches in diameter. The extra large, top feed hopper is steeply sloped, perfect for processing leaves, corn stalks and other brittle material. Unit is built for durability and strength.

Circle No. 257

MACKISSIC, INC.

610-495-7181

The SC260-16 Chip N Shred by MacKissic, Parker Ford, PA is highway towable with an independent Flexride suspension. Its 48-inch free-swinging hammers and 4-inch rapid feed chipping make quick work of debris. It is powered by a 16-hp twin cylinder Vanguard engine available in manual or electric start. Unit features a rotor engagement system with load-free starting and overload



SC260-16 Chip N Shred

protection. Also available is the Brute which chips logs up to 5-inch diameter and handles branches up to 1.5 inches in diameter.

Circle No. 258

MANTIS

800-366-6268

mantisgardentools.com

The Mantis BSV (blower-shredder-vacuum) makes quick work of landscape cleanup jobs. It has a 4-blade metal shredder, located in front of the fan to reduce clogs, which reduces twigs, leaves and pine needles to mulchable refuse at a 12:1 ratio. The generous 35-inch intake tube means workers need not stoop as they work. Made in Southampton, PA every BSV engine



Mantis BSV for light shredding

is tested at the factory with carburetor set to comply with EPA Phase-1 and California Emission Requirements. A 17-ounce see-through tank allows easy fuel supply check. Unit comes with "cruise control" so the trigger does not have to be depressed all the time.

Circle No. 259

MTD

330-225-2600

mtdproducts.com

A three-way feed on the MTD Chipper features rake-in, drop-in dedicated chipper chute. The three-inch diameter chipping capacity leads to a set of 12-inch replaceable flails and

two steel blades. End result is 10:1 reduction of branches, twigs and other debris. Unit is powered by an 8 hp engine and features a one gallon fuel tank, 10-inch by 4-inch pneumatic tires. Pivoting hopper and fully integrated handle make this an easy unit to use. Optional tow bar kit is available.

Circle No. 260

PARKER SWEEPER **630-627-6900**

Versatile Vac-CS Chipper/Shredder from Parker, Addison, IL cleans a 30-inch vacuum path while it chips, vacuums, shreds and bags in one pass. The self-propelled unit reduces debris 11:1, so materials can be packed into less space. Convenient chipper chute draws twigs, branches and other debris in easily and safely. Optional hose kit allows unit to reach



Versatile Vac-CS from Parker

tough-to-access areas under trees, between bushes, or in flowerbeds.
Circle No. 261

SIMPLICITY MANUFACTURING **414-284-8669** **www.simplicitymfg.com**

It's easy to start the Model 6/14E chipper/shredder from Simplicity, Port Washington, WI. The 5.5 hp chipper has a simple 12-volt electric start. It reduces yard waste, leaves, husks, pine cones and other debris into mulch and makes twigs and branches into chips. Free-swinging triangular shredding hammers along with J-hammers reduce at a 20:1 ratio. Unit stands 34-inches tall and is easy to move. Optional vacuum kit allows reaching under shrubs or in window wells.
Circle No. 262

STEINER TURF EQUIPMENT **330-828-0200** **www.steinertrurf.com**

The CS312 chipper/shredder from Steiner, Dalton, OH handles branches up to four inches in diameter. It takes any kind of unusable brush, lawn debris, twigs and



Steiner chipper

branches and reduces them into an attractive mulch. The CS312 has four hardened chipper knives, 36 shredder sections and a flywheel type rotor. Optional blower is available. Unit quick-hitch mounts on the front of a Steiner 430 tractor.
Circle No. 263

SUNDANCE **970-339-9322**

The Kid II yard and wood waste grinder from Sundance, Greeley, CO is made for big jobs. A hydraulic drive feeding system controls the flow of material to a 1500-pound rotor with its 44 or 84 pointed, heat-treated hard surfaced hammers. It can handle up to 15 tons of yard waste per hour and chops limbs, pine cones, shrubs, vines, green or dry wood, grass or palm fronds. Unit is totally enclosed for safe operation. It is powered by a John Deere 4039DT diesel rated at 95 hp at 1900 rpm. It can discharge material up to 40 feet.
Circle No. 264

TILTON **800-447-1152**

There are 10 models of Yard Shark units available from Tilton, Alpharetta, GA. Units shred and chip materials at high velocity for fast, environmentally safe, efficient disposal. All units can handle up to 3.5-inch diameter materials. Designed for performance and value, they range from the 5 hp Briggs & Stratton powered YSB5S with two hardened tool steel knives and 12 reversible serrated flail blades to the YS9H-TR with its 9 hp Honda engine and 16 flail blades.
Circle No. 265

VC MARKETING **973-992-8514**

Chop up all kinds of vegetation and organic debris with the Wood-Pro AVP from VC Marketing, Roseland, NJ. It handles anything from leaves and weeds to 6-inch diameter brush and limbs through one hopper. Large hopper and throat openings permit easy feeding of materials. Branches need only minimal trimming before going through the 30-inch rotor where material is reduced to small chips. Available as 18-hp or 22-hp self-propelled models or as a tractor PTO unit.
Circle No. 266

VERMEER



Wood-Pro AVP in 18- or 22-hp

888-837-6337 **www.vermeer.com**

The 935 brush chipper from Vermeer, Pella, IA can handle wood debris up to 9 inches. Exclusive AutoFeed II design gives easy, reliable feeding and operation. The 15-gallon fuel tank lets the machine work all day with any one of three engine options: 35 hp Wisconsin gas, 42 hp Deutz diesel, or 50 hp Perkins diesel. Discharge chute rotates 270 degrees to direct chips away from workers feeding machine. Feed-control bar is located at the in-feed chute for easy operation.
Circle No. 267

Woods Equipment Company **815-732-2141** **www.woodsonline.com**

The Model 5000 Chipper/Shredder is a combination machine which chips debris up to 5 in. and shreds debris up to 1 in. Models 8000 and 8100 are medium duty chippers which can chip debris up to 8 in.



Model 5000 Chipper/Shredder

with 360° discharge tube rotation. The models are PTO driven with 12 to 30 hp for the 5000, and 25 to 50 hp for the 8000 series as well as a three point hitch for use with compact tractors.
Circle No. 268

Magnify your results!



Your target wants to see more from you.

Advanstar Direct Mail Lists are precisely targeted.

Which means that regardless of what you're sending, your target will receive it.

TARGETED NAMES

UPDATED QUARTERLY — *NEW NAMES!*

GUARANTEED DELIVERABILITY

HIGHLY SELECTABLE

ASK ABOUT 24 HOUR TURNAROUND



we target !

ADVANSTAR
DIRECT MAIL LISTS

Call today:

888-RENT-LIST

Art, Beauty & Fashion
Entertainment / Marketing
Energy & Environmental Management
Landscaping, Pest Control & Roofing
Motor Vehicles
Telecommunications
Travel / Hospitality
And More ...

Define your niche in tree service market

Read how these successful tree service companies use specialized equipment, like chippers, profitably.

By RICHARD A. YACH

In the competitive tree industry all tree service contractors are driven to lower their operating costs.

This is a day-to-day management issue, one faced by owners every time a job is bid,

have purchased only the equipment that they use efficiently. By serving only a chosen market segment, they have not added certain pieces of equipment to their fleet that they feel would sit idle too much of the time.

All things to all people?

Wright Tree Care of Clive, Iowa, has been in business since 1933, and is reported to be the largest and premier tree service company in the metropolitan area. Their parent company, Wright Tree Service, chose to focus on large multistate line clearing for the utility industry in 1986, and Wright Tree

Care, headed by Linda Wright, geared its service to the residential and commercial markets in 1993.

Wright Tree Care, in a short amount of time, has consolidated a customer base of more than 2,500 customers, providing a range of services including tree diagnosis, insect control and landscape consulting along with the yard maintenance services of lawn care and tree trimming.

But even though Wright offers a variety of services, the company does not want to be all things to all tree customers. By making market-defining choices, it is able to maximize its equipment usage.

"Although it may not sound like it, we have limited the range of services we provide," says Linda Wright. "For example, we do not go looking for land clearing, total tree removal or stump cutting business. We do own a small stump cutter so that if a customer requests it, we have a unit that will get

through the backyard gates to get to a stump that needs removal, but we don't consider that to be a normal part of our business. We've found that for an entire large-tree removal job, some companies have to send six or seven men, and three trucks to the site: one to haul the chipper, one to haul the stump cutter and one log loader with a crane. Not only will



Kramer uses a crane to access tree work in locations where target and damage concerns are high.

every time a crew is sent on site, every time a chipper and chip truck leave the yard. Is there any way to manage equipment use, maintenance and purchases to keep overall operating costs in line in the face of rising labor costs, taxes and insurance, and diminishing profits?

Some tree service companies have carefully defined the market they want to serve and by doing so

two of the three trucks sit idle most of the day, but the stump cutter sits idle a good share of the time as well. For this reason, we prefer to subcontract out any crane work and stump cutter work. This way, we can concentrate on tree trimming and get 500 to 700 hours a year out of each of our five brush chippers."

Joe Kramer, owner of Kramer Tree Specialists, Inc., West Chicago, IL, services 4,400 residential, commercial and municipal customers in the western suburbs of Chicago. He meets a

broad range of tree-service needs, working hard to maximize the use of his tree-trimming and grinding fleet that includes four brush chippers, two aerial trucks, four chip trucks, a tub grinder, a crane and two log-loading grapple trucks.

In business since 1974, Kramer brings a no-nonsense management philosophy to his business. "I try to integrate the use of all of my chipping and grinding machines in an effort to minimize two major cost areas," he says. "I try to minimize labor time handling logs, and the cost and maintenance of log loaders.

"I have had to make a conscious decision to stay out of markets where I would not be cost competitive," adds Kramer. "Given the equipment that I have available, I have calculated that I can be competitive on some small three- to four-acre land-clearing jobs, but not in larger land clearing where people who aggressively pursue that business have the equipment suited for handling bigger material."

Practice preventive maintenance

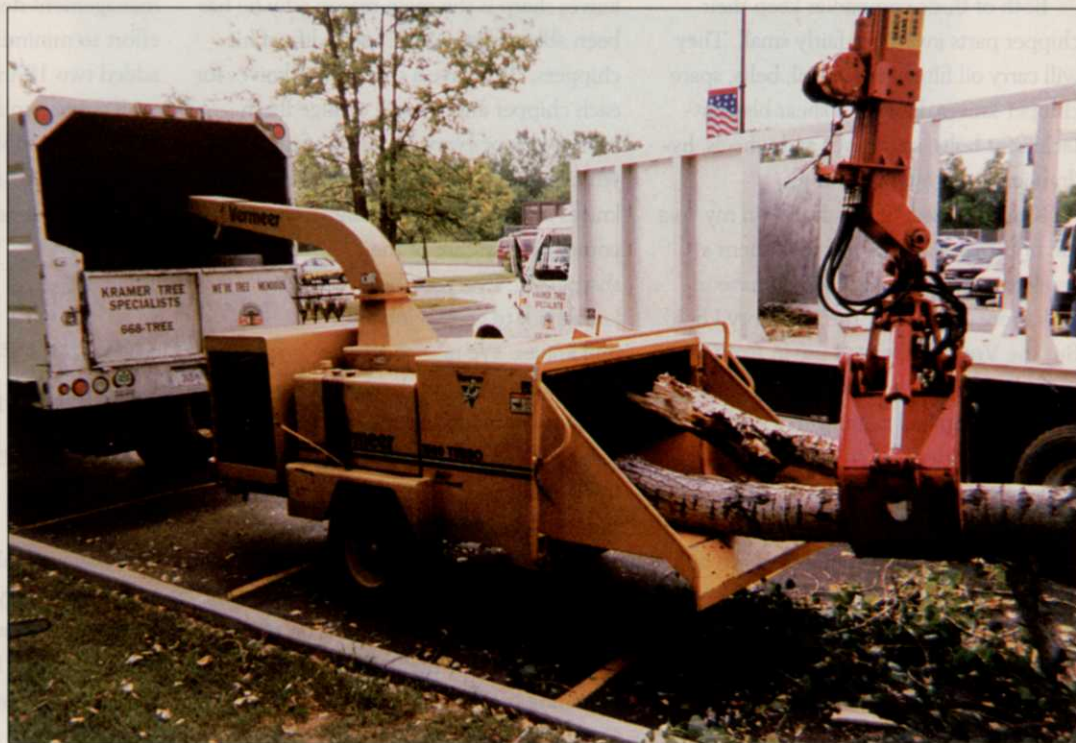
Both Wright Tree Care and Kramer Tree Specialists make a concerted effort in training their crews to take every step possible to extend the life of their brush chippers. They can only plan on a use-

ful life of 10 years for a 12-inch chipper and thus keep their machine costs down over the useful life of the chipper—if their foremen and operators pay close attention, without fail, to daily maintenance.

Rick Hanson, general foreman for Wright Tree Care, also serves as equipment manager. He places a lot of responsibility for daily maintenance on the shoulders of his crew foremen. "When I visit a work site, I can tell in an instant if the brush chipper has not received its proper daily greasing," states Hanson. "I have chipped a lot of brush, and I know that checking the hydraulic fluid level, greasing the cutter wheel on these disc chippers, checking the oil, checking the air cleaner restriction indicator and checking the belts are absolutely essential. It may sound corny, but if we are good to these chippers, they will be good to us. We know that keeping these brush chippers up and running is the only way to remain profitable."

Wright Tree Care goes so far as to wash the brush chippers on a regular basis—something you might not ordinarily expect from a tree care firm. As Linda Wright puts it, "washing chippers may seem unnecessary, but we do it for two reasons. Not only have we found that our employees will take better

A larger capacity chipper reduces the time required for a crew to handle logs on-site. A grapple eases handling and increases productivity.



care of cleaner machines, but the job foreman can spot a hydraulic hose leak a lot faster and prevent costly breakdowns."

Both of these companies keep their chipper parts inventory fairly small. They will carry oil filters, engine oil, belts, spare chipper knives, knife and shear blade attachment bolts, spare tires and wheels, hydraulic oil and hydraulic hoses.

Kramer states, "If the dealers in my area did not stock parts, or if it took them a week to get something, I would have to look more carefully at the inventory I hold. But the Vermeer dealer I use in Aurora has everything plus the expertise to get my equipment up and running in a matter of hours. I consider that an efficient use of my resources and theirs."

Sharp knives speed trimming

The most important maintenance task that a tree service firm can do to lower equipment costs and get the most useful life possible out of a chipper is to keep chipper knives sharp on its disc chippers. There is nothing that will slow up a trimming operation faster and create more engine problems than dull knives. They are the number one cause of reduced lifetime for brush chippers.

Dull knives lead to unproductive labor time as operators stand feeding logs through the chipper when they should be getting more material to feed into the machine. Dull chipper knives also waste time because they produce stringy chips that tend to clog discharge chutes, causing job interruptions.

Dull knives increase engine wear and decrease engine life. When chipper knives are dull, there is extra energy required to chip the log.

These forces go back through the machine's bearings and the drive shaft, creating vibrations that produce greater engine wear. If operators continue to "lug down" the engine in an effort to force material through dull knives, the acceleration of engine wear can be exponential.

Kramer Tree Specialists, Inc., and Wright Tree Care train operators and crew foremen to recognize the signs of dull chip-

per knives and to get them changed before the chipper goes out again.

Kramer says that keeping chipper knives sharp is the main reason why he has been able to extend the useful life of his chippers. "We have a spare set of knives for each chipper and we will change them every week or every 10 hours of use, whichever comes first. We will rotate the knives and have a sharpening service that comes by take care of the sharpening. Everyone here knows not to go to a job with dull knives. We take special care to check the gap between the chipper blade and the shear bar or anvil. We keep this gap at the absolute minimum prescribed in the operator's manual and always check it. The way we look at it, the smaller the cut the blade has to make the less the load is on the engine. This one maintenance job will lower operating costs and extend chipper life."

Chip it, don't log it

Managing a tree-trimming equipment fleet efficiently can be summed up succinctly in the phrase "Haul chips, not logs!" Both of these tree service firms—albeit at different levels—employ this philosophy. When Wright Tree Care re-started its residential business in 1993, it had two eight-inch chippers. Its workers soon found that they were loading their chip and lift trucks up with logs that the smaller machines could not chip.

As the customer base grew, both companies brought two 12-inch chippers into their fleets. According to Linda Wright, "These purchases were a step up for us. With our type of work, moving up to this class of chipper was a benefit for our company. As we get into bigger trees, we can now break down more of the tree into chips rather than haul logs. If you don't have a large enough chipper, you waste time sorting logs you can chip from those you can't. Hauling logs put a lot more stress on the employees and on two of our under-sized chip trucks. Plus, the tipping fees are a lot less for chips at the recycling yard than

they are for logs. It made sense to increase the size of chippers we operate."

Kramer Tree Specialists, Inc., takes this management decision even further. In an effort to minimize on-site labor, Kramer added two 18-inch chippers to his fleet.

Kramer explains, "These Vermeer 1800's limit substantially the number of logs my crews have to handle on site. This makes their time much more productive."

*"I run everything through this tub grinder and have spent years building up my mulch business"
--Joe Kramer, West Chicago, IL.*

The way we look at our tree removal business is that every major branch of an old tree will have part of it that you might not be able to chip. But, the larger the chipper you can get on site, the fewer logs you handle on-site with a log loader and haul off site. There have been cases in the past when there have been fifteen 10-foot logs from a single tree. Chipping these makes sense to me."

Chipping logs on the job is also part of Kramer's business plan. He operates a new TG400AL Vermeer tub grinder on his yard creating marketable landscape chips. "I run everything through this tub grinder and have spent years building up my mulch business," describes Kramer. "This tub grinder runs through chips like water. The way I look at it, putting chips rather than logs through it puts less stress on it, increases its useful life, and reduces its tooth and hammer replacement bills."

Defining your market and the business you want to be in, maintaining equipment properly, conducting operator training, using sharp knives and concentrating on the efficient use of the machinery in your fleet extend your fleet's useful life and pay off at your bottom line. **LM**

The author is a technical writer based in Des Moines, Iowa. Technical information: Vermeer Manufacturing Co., Pella, Iowa

GARDEN PALS:

bulbs & perennials

Enhance next spring's color now with well-planned combinations of annuals and perennials.



Hyacinths and heather make a pleasant combination.

fall is the traditional season for planting tulips, daffodils and other bulbs that bloom in the spring. But fall is also a perfect time to plant such perennial "bulb buddies" as forsythia, heuchera, cowslip, hosta, golden feverfew, Myosotis (forget-me-not), ivy, Nepeta (catmint), and primroses and others.

Used in smart combinations, bulbs and perennials can create an especially intriguing spring border that serves as a springboard to a super summer landscape.

Mix and match

When planning for early spring color, look to combine early flowering bulbs with perennials that produce early foliage and/or early flowers. The early, long-flowering miniature *Narcissus* 'February Gold,' for example, offers yellow flowers in exactly the same hue as *Forsythia intermedia* 'Golden

Bell.' This narcissus also teams up smartly with another perennial, yellow cowslip (*Primula veris*). Cowslip, in turn, is a good match for other narcissi such as the diminutive yellow favorite 'Minnow' and the elegant 'Louise de Coligny.'

For a sophisticated color combo, consider blue lungwort (*Pulmonaria angustifolia*) and the later flowering pale yellow *Narcissus* 'Jenny.' Both plants thrive in semi-shade and tolerate moisture well.

Complementary colors

Bulbs combined with perennials in a landscape are used to complement, not dominate, the planting. The idea is to create a rich tapestry of color, form and texture. Avoid perennials that will spread too quickly and overpower their partners.

While huge beds of tulips or hyacinths were once mainly used to cut blazing swaths of color



Combine 'Queen of the Night' tulips, heuchera, wall flower 'Bowles Mauve' in one container.

that bloomed and then faded across the landscape, now they are often used in more subtle combinations to create evolving scenarios in the spring landscape. Shape, height, color, texture and bloom times should all be considered.

There's also a practical side to all this. After the flowers of spring bulbs fade, the remaining foliage is left to wilt and die back. While necessary, if the bulbs are to flower again next spring, this withering phase can be a let down in the landscape.

Planting with rapidly growing leafy ground covers such as hosta, leadwort, ferns and heuchera can be the answer. Camouflaging with appropriate perennials is a win-win situation – and pretty too. A planting of *Hosta tardiana* 'Halcyon' becomes something quite special with the blue hyacinth, *Muscari* 'Blue Spike,' peeking through. And

why not add tall, elegant green and white *Tulipa* 'Spring Green' to the mix for extra measure? After bloom, the tulips' fading foliage is easily masked by the fast growing blue-green leaves of the hosta.

The season marches on

Remember when mixing bulbs and perennials that shade-loving perennials can be combined with many sun-loving bulbs. The bulbs are at their best while the branches of deciduous trees are without leaves. Wooded areas often receive plenty of spring sunshine. By the time the early summer sun heats things up – and the spring-blooming bulbs are asleep for the season – the tree leaves have come out, providing plenty of shade for perennials.

Bulb and perennial combinations can be permanent additions to garden beds and borders. The bulbs should be planted a lit-

tle deeper, up to nine inches for tulips, and left in the ground after flowering. Each fall, some slow release bulb food, or a top-dressing of compost or other organic fertilizer will help them perform in spring.

Be Creative

Many combinations, even unusual ones can be perfectly pleasing. Consider clusters of tall, nodding white snowflakes (*Leucojum aestivum*) amidst the lovely leaves of *Geranium* 'Johnson's Blue.' Plant the white starbursts of *Tulipa turkestanica* amid the red-leaved wood spurge (*Euphorbia amygdaloides* 'Purpurea'). Groundcover plantings of smoky mauve heathers come alive in spring with surrounding sweeps of cobalt blue grape hyacinths (*Muscari armeniacum*).

Later in the season, brighten things up with *Tulipa* 'New Design' combined with brilliant blue *Scilla siberica* and peachy-pink and yellow primroses. For pink-on-pink, pair button-headed, daisy-like pink daisies (*Bellis perennis* 'Pomponette') with deep wine-colored, fringed *Tulipa* 'Burgundy Lace.' Or try May flowering camassias such as *C. leichtlinii* 'Alba,' which are perfect in a shady spot combined with ferns. For a spectacular summer combination, plant the great *Eremurus* (foxtail lily) with plant-buddy *Alchemilla* (lady's mantle).

Companionship contained

In containers, too, bulbs and perennials enjoy life together. Choose permanent residents first – perennials that will live serve as foliage or flower anchors. Bold hostas, giant ferns or pewter- or magenta-leaved heuchera are good examples. Now add dramatic seasonal "come and go players." An especially sophisticated springtime look pairs silver-leaved *Heuchera* 'Pewter Moon' with near-black *Tulipa* 'Queen of Night,' mauve wall flowers, and tall, willowy yellow cottage garden gems.

These are just a few suggestions; there are hundreds more. For as spectacular as bulbs are when planted by themselves, the pleasure is doubled when a little perennial companionship is introduced.

Netherlands Flower Bulb Information Center
www.bulb.com

Events

OCTOBER

20-23 Southwest Turf-grass Conference

Convention and Civics Events Center, Ruidoso, NM. Contact Curtis Smith at (505) 275-2576

NOVEMBER

3-6 Penn State Golf Turf Conference

Nittany Lion Inn, State College, PA. Call (814) 863-3475, fax (814) 863-3479 or email: sah15@psu.edu

4-6 Eastern Regional Nurserymen's Association Expo Fall '98

NEW Atlantic City Convention

Center, Atlantic City, NJ. Call (800) 376-2463 or fax (301) 990-9771 or website: www.erna.org

5-7 TCI Expo '98 Baltimore, MD. Call the National Arborist Association at (800) 733-2622 or fax (603) 672-2613

10-13 NYSTA Turf and Grounds Exposition

OnCenter, Syracuse, NY. Call NYSTA at (518) 783-1229 or (800) 873-8873, fax (518) 783-1258 or email: nysta@capital.net

11-13 Turfgrass and Ornamental Seminar Call Midwest Regional Turf Foundation at (765) 494-8039, fax

(765) 496-2926 or website www.agry.purdue.edu/agronomy/turf/turf.htm

14-17 GIE

Opryland Hotel Convention Center, Nashville, TN. For details contact: ALCA (800) 395-9668 or website: www.alca.org; PGMS (410) 584-9754, fax (410) 584-9756 or website: www.pgms.org; PLCAA (800) 458-3466 or email: plcaa@atlcom.net

17 & 19 Building With Trees Workshop

Tampa, FL, the 17th, Shreveport, LA, the 19th. Call the National Arbor Day Foundation at (402) 474-5655

DECEMBER

1-3 North Central Turf-grass Exposition

Pheasant Run Resort, St. Charles, IL. Contact Illinois Turfgrass Foundation at (312) 201-0101 or fax (312) 201-0214

3-5 Landscape Lighting Institutes

Heronwood Garden, Seattle, WA. Contact Dan Frering, Lighting Research Center at (518) 276-2503, fax (518) 276-2999 or email frerid@rpi.edu

7-9 Washington Turf and Landscape Show

Meydanbauer Center, Bellevue, WA. Contact Perry Tripplett at (253) 925-5638 **LM**



"We do twice the seeding with half the crew."

Landscapers, grounds managers and superintendents rave about the ATI Preseeder Tiller. Now you too can reduce labor and improve results for all types of landscape construction and renovation work.

One operator can easily turn a rough grade into a perfect seedbed every time. Use it to renovate lawns, turf, golf courses. Rake and level. Ideal for sports field maintenance. Fixed angle and pivoting models in two sizes.

TILL, LEVEL, AND RAKE IN ONE STEP

"We looked at other machines," says one customer, "But none even comes close for versatility and tough construction." Don't settle for less. Call today for FREE color brochure.

ATI
CORPORATION
1-800-342-0905
325 W. Main St.
New Holland, PA 17557

Circle 106



A real simple, well-built, no-nonsense topdresser

TruFlow™

The best choice for spreading dry, flowable materials.

- **Easy to operate!** Pull-behind unit turns on and off from the tractor seat.
- **Affordable!** Simple, exclusive design and simplified components make these units cost effective to own and operate.
- **Versatile!** Adjustable flow rates. Able to handle variable particle sizes commonly found in topdressings.
- **Save Time!** Eliminate the backbreaking work of shoveling topdressings by hand.



Earths&Turf
Simple, Well-built Products
TOLL FREE
1 • 888 • 693 • 2638

Circle 107

SUPPLIERS CORNER

Bayer Corporation Agriculture Division announced four transitions and promotions in the Garden and Professional Care Unit. Trevor Thorley appointed senior vice president, sales and marketing, Crop Protection Business Group; Rich Burns promoted to director, GPC professional sales and marketing; Michael Ruizzo, appointed central area sales manager, GPC professional sales and marketing; and Jorge Moreno, promoted to marketing product specialist, GPC professional sales and marketing. Also, Byron Reid has been hired as research product manager of the GPC pest control market.

Carswell Distributing Company is expanding distribution west to include Texas, with an office and warehouse facility in Carrollton, TX. The office will have full-time sales and support staff and offer full marketing and distribution services

to independent retail dealers throughout TX. Besides Great Dane Power Equipment and Robin Outdoor Power Products, other Carswell lines include Eaglestar, Winston Pro, McKissic, Giant Vac, Road Boss, Legend Grills, Merry Tiller, Mountain Embers and Green Mountain outfitters. A year ago, Carswell expanded its distribution to include IA, KS, NE, MN, ND and SD.

Glenmac has a new website with product information on the complete line of Harley equipment. The site offers information on Harley dealers, customer service and inquiries, questions and comments, links and company profile. www.glenmac.com

Kevin Hattori is the new Director of Public relations for **Growth Products, Ltd.** He will be responsible for the identification and pursuit of

potential publicity opportunities for the company, will oversee all copywriting and function and will be the company's liaison with the media, industry associations and universities.

The SolarMower, from **Husqvarna Forest & Garden Co.**, is presently on display at the Smithsonian's Cooper-Hewitt, National Design Museum in NYC, as part of its 'Under the Sun' outdoor exhibition. The exhibition runs until October 25.

John Deere has a new PowerGard® extended protection plan for utility tractors, offering more flexible time and hour options and expanding eligibility to include compact utility tractors and pre-owned tractors. For more information call 888/256-3337 and select option #4.

Lebanon has signed a letter of intent to purchase the profes-

sional products division of Pursell Industries, including the ParEx brand name and the IBDU™ trademark, with October 1 being the tentative closing date. Lebanon has also become the main marketer of PennMulch as a result of its recent acquisition of PennTurf Products and New York Pellet Products, Inc.

Rain Bird is partnering with Kansas State University to provide irrigation equipment to the new Colbert Hills Golf Course project in Manhattan, KS. Scheduled to open in 2000, Colbert Hills will be the first PGA Tour-managed collegiate course in the US.

Simplicity Manufacturing, Inc. has been awarded three patents for yard care product designs: the Torsion Bar Suspension; the Ride-On Mower Steering; and a way to control airflow across the inlet nozzle of the company's chipper shredder vacuum, to better pick up yard debris www.simplicitymfg.com

Toro has announced a new marketing strategy to expand the distribution of Toro-branded mowers to selected home centers. The plan is to build on the ability of dealers to combine sales and superior after-sale service by matching dealers with home centers to begin a partnership of customer service. www.toro.com

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

BULB.COM... This site from the Netherlands Flower Bulb Information Center has been newly expanded for the fall flower bulb planting season. The site has a revamped Spring Bulb Guide (fall planted, spring-blooming bulbs), with descriptions, cultural and planting tips for bulbs from A to T (Allium to Tulip); an all-new Summer Bulb Guide (spring planted, summer-blooming bulbs); an upcoming new Landscaping Guide, for tips on mass plantings in landscapes; and two Technical Service Bulletins from the International Flower Bulb Center of Hillegom, Holland: *Guidelines for the Utilization of Flowering Bulbs as Perennial (Naturalized) Plants in North American Landscapes and Gardens*, and *Guidelines for Utilization of Fall-Planted Spring & Very Early Summer Flowering Bulbs in North American Landscapes and Gardens*.

How to identify and control water weeds and algae... Applied Biochemists has updated and expanded its guide to water management. The 124-page booklet features new photography and information on management alternatives for aquatic plant control on lakes and ponds, plus expanded information on treatment of irrigation systems. For information on book availability (cover price \$9,95) contact Applied Biochemists at 800-558-5106.