are going to have weeds and crabgrass that make the area unsightly."

After trying one spray product that did not deter the geese, Lynch tried a new product developed by Environmental Biocontrol International, a division of DCV, Inc. in Wilmington, DE. The product, called Flight-Control, is a naturally occurring compound that is not harmful to animals, vegetation, humans or geese when used according to the label. The goose repellent mixes with water and is applied with standard spray equipment. In Lynch’s case, the equipment was a John Deere Gator with an 80-gal. tank and a boom capable of treating a 12-ft. swath of turf. He added a spreader sticker to the tank mix to help the product adhere to the grass.

Reduced maintenance
Lynch treated about 14 acres at Quinnipiac last December, including the field near the entrance and the quad and athletic fields. He used the recommended gallon per one gallon per acre, depending on bird activity. “The geese left the treated areas almost as soon as the product dried on the grass,” says Lynch.

Savings in maintenance of the quad alone make a difference to the school, eliminating the need for employees to clean goose droppings from sidewalks and grassy areas with leaf blowers three times a day. The college also saves on potential costs of renovating goose-damaged turf areas by preventing the problem in the first place, says Lynch. “If Heritage had to renovate the turf in the quad area, for example, the cost would range from $860 an acre to $1,100 an acre and would require our attention twice a year,” he adds.

Conditioning system
Heritage achieved similar results at a corporate park managed by Griffen Land Resources in Windsor, CT. The office park is just under 10 acres, has waterways, and is adjacent to corn and tobacco fields, which are attractive to Canada geese because they like to eat residual stalks. Lynch says the application of the new repellent drove the geese to the far side of the pond. Heritage will continue treating the turf until the geese are conditioned to stay out.

A battle in the “Show me” state
In Missouri, a large national car leasing company has been battling geese on its office grounds in a suburb of St. Louis. About 20 Canada geese moved in to feed

continued on page 92

HAVE IT ALL...

Performance. Convenience. Value. You can have it all with Irritrol Systems’ new line of sprayheads—the HS Series complete with a variety of enhanced features.

- Performance—Newly redesigned bodies, 3-, 4-, 6- and 12-inch pop-up heights, optional check valves, choice of nozzles, and side and bottom inlets in the 6- and 12-inch models.
- Convenience—Choose between MPR fixed arc nozzles or the new MPR Variable Arc Nozzles.
- Value—Competitively priced and backed by Irritrol Systems.

The new HS Series sprayheads featuring Variable Arc Nozzles—available now at a distributor near you.

Irritrol

BEYOND THE EXPECTED

Irritrol Systems, 5825 Jasmine Street, Riverside, CA 92504-1183
(909) 785-3623 Fax: (909) 785-3795 www.irritrolsystems.com

Circle 140
and roost on land at the company's headquarters in a 6-acre park with a manmade lake and stream. For months, the geese chowed down on the grass, left feces all over sidewalks and became aggressive with company employees.

Top Care Inc., a full-service landscape and lawn care company serving commercial and residential customers in Missouri, Illinois and Kansas, came to the rescue with the same product used at Quinnipiac. The firm applied the repellent last summer. After the first application, birds began to leave for other feeding areas almost immediately, returning only to roost and loaf. Some birds settled on the south side of the bottom lake. After the second application, all the geese moved to parking islands. One day after the second application, all geese left the property to feed in other areas.

"The customer decided the product worked, so we made a third application," says Top Care operations manager Mike King. "Days after the last application, there were no birds on the property or in the general area.

"More importantly, we helped the company reduce the cost of clean up and improve the aesthetics of the property. Now, employees can enjoy the patio area for lunch. Meanwhile, we've generated a new revenue stream by helping it and other clients deal with the birds in a humane way," King notes.

For more information, contact EBI at 800/468-6324 or the Web site: www.flightcontro1.com

---

"BIG BLUE BOOK" is now updated daily on the Web.
Display and Print Full - Text Labels and MSDSs
FREE
24 Hours a Day — 7 Days a Week!
Annual Premium Service

Become an Annual Subscriber to our Premium Service for Only $50/Year and Have Access to Our Complete Database:
• Labels
• MSDSs
• DOT
• Mode of Action
• Supplemental Labels

Worker Protection
• SARA Title III
Multi-Search Index
Label Tank Mixes

Snazzy Web Site?
Snazzy Web Site?
(www.pueblo.gsa.gov)

Famous
Hot Salsa?
Famous
Hot Salsa?

In Pueblo, the free government information is also hot. Spice up your life by dipping into the Consumer Information Center web site, www.pueblo.gsa.gov. Or calling toll-free 1-888-8 PUEBLO to order the free Catalog. Sorry, salsa not available through our web site or Catalog.

People know Pueblo for its...

www.bluebooktor.com

U.S. General Services Administration

For Customer Service or Technical Support Call 1-800-544-7377.

Circle 143
**Top notch mowers**

A new line of mowers from Ferris Industries, a Simplicity Manufacturing company, includes a 23-hp. mid-mount zero-turn mower called the Stallion; a 20-hp., 3-wheel rider with outfront deck called the Morgan; and a heavy-duty 14-hp. hydrostatic walk-behind called the Pacer.

The Stallion has the Ferris IS independent suspension system and Simplicity Free Floating deck. The Morgan has an electric lift that allows the operator to raise the cutting deck, and can be converted into a snowthrower, snow blade, rotary broom or debris blower. The Pacer has a 36-in. cut and Kohler engine.

For more information contact Simplicity at 262/284-8706 or www.simplicitymfg.com / circle no. 253
Self-powered wing mowers
Kunz Engineering has come up with a way to turn a standard riding mower into an easy to maneuver mowing machine that it claims will cut from 7 to 16 ft. wide by pulling one, two or three Acrease wing mowers. They can be pulled behind mid-deck riding mowers, 4-wheel steer riding mowers, small tractors without mowers, utility vehicles, 4-wheelers and zero-turn mowers.
For more information contact Kunz Engineering at 815/539-6954 / circle no. 258

Tough plow
The Snow Wolf Pro Series plows are made for out mowers, utility vehicles, 4-wheelers and Tough plow

Blowing it all away
Little Wonder has outfitted its High-Output blowers with new features like a strengthened back panel with deeper ribs to cut down on vibration and commercial grade five hardware for trouble-free performance. Test results show the 8-hp. blower easily moves a 52-lb. cart up to the top of a 12-ft. ramp. That's because the blower has a centrifugal blower design that works together with a backward-inclined blade impeller. The blowers also have a height-adjustable handle and a variable throttle control that can be mounted on the left or right.
For more information contact Little Wonder at 215/357-8045 / circle no. 262

Sucking it up
The Trac Vac provides for more efficient mowing, Palmor Products says, by sucking up grass clippings as you go. Model 652 has a 16-bushel capacity with a 5-hp. Briggs & Stratton engine. Model 865, developed for estate-size grounds, has an 8-hp. blower assembly mounted directly to its side. Model 1060, developed for zero-turns with decks large than 62 in. has an 11-hp. Briggs & Stratton engine and a 50-bushel cart. Model 470, a walk-behind, has an 8-in. intake hose.
For more information contact Palmor Products at 800/872-2822 or www.trac-vac.com / circle no. 263

3-D maps
DeLorme has a solution for professionals who are frustrated by maps with overlapping coverage areas: 3-D Topo Quads. These provide seamless USGS maps of entire states in a CD-ROM format and enable users to view any region in the state in either 2-D or 3-D and print out customized maps of any region. The product is also compatible with GPS receivers and handheld computers. The maps include 3-D modeling of areas, land cover and draw tools.
Contact DeLorme at 207/846-7000 or www.delorme.com / circle no. 260

spread the word
Gandy's two sizes of broadcast spreaders in push and tractor-tow models have 50- and 100-lb. capacity hoppers supported by an epoxy-coated carriage with pneumatic tires. All models have molded nylon and stainless steel metering components and an enclosed gearbox. The broadcast metering system has flow direction closures on the hopper bottom to reduce flow to right or left.
For more information contact Gandy at 800/443-2476 or www.gandy.net / circle no. 261

dispatching made efficient
A new software package combining Millennium Solutions' software for Green Industry contractors and Lavelle Engineering Technologies' OnSite Dispatch software promises to give companies 20 to 30% productivity gains. The way it works is simple: Job information which is taken and entered at the central office can be seamlessly transferred into the Millennium software at the contractor's office, then sent to the field over the Internet and wireless networks. From the field, the job's status and completion can be directly entered to update the central office. This eliminates duplicate data entry and the need for phone contact.
For more information contact Millennium Solutions at 317/585-6100 or www.millenniums.com / circle no. 265

Converting in a snap
Five new Stihl interchangeable gearboxes allow operators to convert certain Stihl units from one application to another, increasing their efficiency in multiple tool applications. Attachments include a pole pruner, power scythe and three hedge trimmers (0° fixed, 30° fixed and zero-90° degrees adjustable). All five attachments are recommended for Stihl units FH 75, FS 85, HT 70, HT 75, HL 75K (fixed), HL 75 (30°), HL 75K (0°-90°) and HL 75 (0°-90°) only.
For more information contact Stihl at 1-800-STIHL or www.stihlusa.com / circle no. 266

Truck loader with bite
Bear Cat has come out with some new towable truck loaders to complement its chippers, chipper/shredders, yard vacuums, stump grinders, PTO blowers and wheeled string trimmers. These new loaders feature 20- or 25-hp. Kohler engines; 12-in., 10-ft. long flex hose; one-bolt manifold removal for easy blade cleanout; swivel boom with hose storage; rotating diameter discharge tube; 15-in. tires; adjustable croft hitch.
For more information contact Bear Cat at 800/247-7335 or www.bearcatproducts.com / circle no. 264
BUSINESS REPLY MAIL
FIRST-CLASS MAIL
PERMIT NO 950
PITTSFIELD MA
POSTAGE WILL BE PAID BY ADDRESSEE

Landscapes
MANAGEMENT
ADVANSTAR COMMUNICATIONS INC
PO BOX 5054
PITTSFIELD MA 01203-9697

Save TIME and fax it:
413-637-4343

NAME (please print)
TITLE
FIRM
ADDRESS
CITY
PHONE
E-MAIL ADDRESS

I would like to receive (continue receiving) LANDSCAPE MANAGEMENT free each month: □ Yes □ no

Signature:
Date:

This card is void after May 15, 2000

3. SERVICES PERFORMED (fill in ALL that apply)
□ A Mowing □ F Turf Fertilization □ 50 K Paving, Deck & Patio Installation
□ B Turf Insect Control □ G Turf Disease Control □ 51 L Pond/Lake Care
□ C Tree Care □ H Ornamental Care □ 52 M Landscape Installation
□ D Turf Aeration □ I Landscape Design □ 53 N Snow Removal
□ E Irrigation Services □ J Turf Weed Control □ 54 O Other (please specify).

4a. If yes, check which products you buy or specify: (fill in ALL that apply)
□ 7. Fungicides □ 12. Snow Removal Equipment
□ 8. Trimmers □ 13. Sprayers
□ 10. Trimmers □ 15. Snow Removal Equipment
□ 11. Trimmers

5. Do you have Internet Access? □ A Yes □ B No
□ 1. A Daily □ 60 B Weekly □ 81 C Monthly □ 82 D Occasionally

2. Which of the following best describes your title? (fill in ONE only)
□ 1. Executive/Administrator - President, Owner, Partner, Director, General Manager
□ 2. Manager/Superintendent - Arborist, Architect, Landscape/Grounds Manager
□ 4. Specialist - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher
□ 5. Other (please specify)

□ 1. Arborist, Architect, Landscape/Grounds Manager
□ 2. President, Owner, Partner, Director, General Manager
□ 3. Government Commissioner, Agent, Other Government Official
□ 4. Forester, Consultant, Agronomist, Pilot, Instructor, Researcher
□ 5. Other (please specify)
Mower attachments may be the answer to boosting your bottom line, not to mention saving time and reducing worker exhaustion

Anyone who relies on mowers to make a living knows that accessories are as important as the mower itself. You expect that whatever you attach, whether it be a plow, rake, snow thrower or broom, it will perform as well or exceed the job that the mower does on grass. You also expect that the accessories will reduce your labor costs and save you time. Accessories might as well stay locked in your maintenance barn if they don’t do those things.

Robert Underwood of Underwood Bros. Landscape, Phoenix, AZ, sees solid equipment with quality accessories as a profit tool. “The more innovative you can be with attachments, the more profit you can make,” Underwood says. “People don’t like to spend money on attachments, but if they look at the long-term benefits, they’re better off.”

Underwood gets the most use out of a fertilizer spreader and vacuum units with hydraulic dumps.

“We’ve built our dump trucks where our vacuum units can back up to them and dump grass in them, thereby saving us from having to handle the grass twice,” he says. “A lot of mowers are going to mulching decks, which we use, but certain clients require that we pick up our clippings.”

When shopping for spreaders, Underwood looks for one thing: durability. “Spreaders need to be pretty sturdy because they’re hanging off the back of the mower and not always on level terrain. You also like to have something that can hold several hundred pounds of fertilizer so you don’t have to keep going back to your source.”

Slice through dense, wet undergrowth with Gehl’s two new swing-frame mower conditioners. Call 262/334-9461 or circle no. 297

Harley’s Power Box Rake® lets you expand your turf maintenance business into landscape construction. Call 800/437-9779 or circle no. 298

Ferris Industries’ ProCut 22 has accessories such as a snowblower, rotary broom and a debris blower. Call 800/933-6175 or circle no. 295

Adding attachments to MTD’s 2000 Yard-Man requires no tools. Call 330/273-4550 or circle no. 296
NEW FOR 2000
Crystal Ball Panel with representation from all segments of the industry
ATTEND THIS NEWS-MAKING EVENT SUNDAY, JULY 23!

Saturday, Sunday, Monday
July 22–24, 2000
Kentucky Exposition Center
Louisville, Kentucky USA

Call Toll-Free, 800-558-8767

EXPO is for fun AND profit.
The International Lawn, Garden & Power Equipment Expo, July 22–24, in Louisville, Kentucky, offers all this:
1) The right mix of new products and services
2) Outdoor demonstration space where you can test drive equipment each day
3) A site that is within a day's drive of 60% of America's population
4) Affordability with EXPO's hotel and airline discounts and free shuttles to and from hotels and the airport
5) International marketplace of products from 600 manufacturers
6) Free educational seminars packed with business-boosting information
7) A Tech Center where you can see demos of high-tech communications products available for your business
8) Technician certification testing

It is a can't-miss event for every business person interested in making a profit in the outdoor power equipment industry.

Produced by Sellers Expositions, 550 S. Fourth Avenue, Suite 200, Louisville, KY 40202-2504 U.S.A.
"I earn 78% more with a FINN HydroSeeder®"

Brian Kerber, The Lawn Firm, Excelsior, MN

"I bought my first hydromulching machine for price. But it's a toy compared to my new FINN HydroSeeder. I've easily doubled my production."

HydroSeeder® is a registered trademark of FINN Corporation.

No other machine compares to a FINN HydroSeeder for high production and long trouble-free service life. You'll get faster loading, better coverage, longer spray distance, and more reliable performance. You can get a real HydroSeeder for as little as $149 a month. You'll soon know why the most successful contractors agree, "Nothing makes money like a FINN HydroSeeder." Call today.

FINN HydroSeeder®
Innovative Equipment Enhancing the World’s Landscape
1-800-543-7166
9281 LeSaint Drive, Fairfield, OH 45014
Fax: (513) 874-2914
www.finncorp.com

"Route Rite"® 32

Circle No. 145

It is here!

"Route Rite"® 32

Jet-Spray® Pourable Fiber Mulch Flakes.

Jet-Spray delivers professional hydraulic mulch performance, and it's convenient, too. Unlike other materials that need to be pulled apart first, Jet-Spray fiber mulch flakes easily pour into the tank and mix more quickly. This reduces loading time by up to 90%. The introduction of Poly-Fibres improves the performance of smaller Jet Agitated Hydroseeding Machines and increases the yield of each seeder load.

For detailed information, call 800-207-6457, fax 847-215-0577, or visit terra-mulch.com.

Circle No. 137

If you want help growing your lawn maintenance business, you owe it to your future to look at a U.S. Lawns franchise. Our team will provide you with, step-by-step systems to grow your business, maximize efficiency, cut costs, and even satisfy the toughest customers. And as part of the U.S. Lawns family, you'll be recognized as a company with a reputation for getting the job done right the first time. Which can mean more quality time for you and your family. For more information on becoming a U.S. Lawns franchisee, call us today at 1-800-US LAWNS.

After all, our business is growing, yours should be too.

www.uslawn.com

Circle No. 146

Circle No. 147

LANDSCAPE MANAGEMENT March 2000 99
CLASSIFIED SHOWCASE

Landscape Management

Each and every month the Landscape Management Classified Showcase offers an up-to-date section of products, services, job opportunities & more!

For ads under $250, payment must be received by classified closing. VISA, MASTERCARD, & AMERICAN EXPRESS accepted. Send to: Advanstar Marketing Services, 7500 Old Oak Blvd., Cleveland, OH 44130

BOX NUMBER REPLIES:
Landscape Management, LM Box#,
113 W. First St., Duluth, MN 55802

FOR ADVERTISING INFORMATION
AND AD PLACEMENT, CONTACT:
LESLIE ZOLA, 440-891-2670, 1-800-225-4569,
Fax inquiries: 781-278-0259
Email: lzola@advanstar.com

Business For Sale

FOR SALE
Commercial Landscaping Company
Massachusetts
• Over 20 years of continuous growth
• Over $1,100,000.00 sales last four years
• Over $775,000.00 in equipment value
• Over $425,000.00 in Real Estate
• Over 50 customer base
Asking $1,600,000.00
Owner Financing Available
Contact:
HRI Services Inc.
Phone: 781-278-0215
Fax inquiries: 781-278-0259

Greater Pittsburgh, Pennsylvania Area Landscape Construction Business. Well established Est. 10 years. Turnkey with experienced staff, owner motivated, $900,000 gross. High growth potential, optional property, purchase/lease. Trucks & equipment available if needed. Seller financing & willing to assist in transition. $200k sold for spring, seller is exploring other business interests. Asking $220,000. Mail inquiries to: PO Box 44324, Pittsburgh, PA 15205.

3/00

Unique lucrative, long established service business with nursery, acreage and facilities in affluent resort community. Approximately six acres, plus buildings, vehicles and equipment. Excellent contracts. Please reply to Email: janeschweiringer@norris-realestate.com

Business Opportunities

WANT TO BUY OR SELL BUSINESS? Professional Business Consultants can obtain purchase offers from numerous qualified potential buyers without disclosing your identity. There is no cost for this as Consultant's fee is paid by the buyer. This is a FREE APPRAISAL of your business.

If you are looking to grow or diversify through acquisition, I have companies available in Lawn Care, Grounds Maintenance, Pest Control, Landscape Installation and Interior Plant Care all over the U.S. and Canada.

P.B.C. 19 W. 555 Central Ave, Downers Grove, IL 60516
708-744-6715 • Fax 630-910-8100

BIO-GREEN FERTILIZING SYSTEMS AND FERTILIZERS is looking for motivated distributors in your area. Economical, environmentally friendly way to feed trees, shrubs and turf. GREAT INCOME POTENTIAL! Call toll free, 877-557-8866 or visit our web site: www.Bio-Green.com

BUSINESS OPPORTUNITY- Energetic person needed to market environmentally friendly liquid slow-release fertilizer and 0-0-25-1, chelated micro-nutrients, drift control, surfactants and many other products to turf and landscape industry. Buy direct from manufacturer. Free catalog.

Call: 800-832-9635, Fax: 320-238-2390.
Email: kfranke@clear.ites.com

FRANCHISE OPPORTUNITY- NaturaLawn of America continues to grow at record levels. We can provide you with our proven marketing and advertising strategies, proprietary state of the art natural, organic-based fertilizers, and ongoing support to grow your business. Isn't it time for you to join a company on the cutting edge where you become a leader- not a follower? Call us today at 800-989-5444 to learn how you can become a NaturaLawn of America franchise owner too.

4/00

Educational Opportunities

BE A LANDSCAPE DESIGNER
SEND OR CALL: 800-223-4542

WESTERN TEXAS COLLEGE
Two year AAS degree program in Golf Course Maintenance Operations & Landscape Contracting
One year Golf and Grounds Certificate
Fully accredited - VA approved
Expanded learning facilities & new equipment. Graduate placement assistance available.
Contact: Golf Course Operations - Landscape Technology Department
Western Texas College, Snyder, TX 79549
915-573-8511, Ext. 305

TULIP BLENDS
that bloom simultaneously
Sales Aids Available: Marketing Flyers, Posters Wholesale Catalog 1 888 TIP TOES

Factory Liquidation

Up to 40% off

For Sale

COLORBLENDS.COM

Turbo Turf

Hydro Seeding Systems

For a FREE hydro seeding info pack & video call!
TURBO TECHNOLOGIES, INC.
1500 First Ave, Beaver Falls, PA 15010
1-800-822-3437 www.turboturf.com

Sue's Available

ColorBlends

Prime Steel

Some Other Sizes Available

40 x 65 (5 LEFT)
40 x 85 (1 LEFT)
50 x 110 (2 LEFT)
60 x 150 (1 LEFT)

1-800-291-6777 EXT 402