

machines to the men. When we find a man's steady speed, where he will not tire or slow down at the end of the day, we set the dilution rate for the chemical, then measure how much liquid he takes from the tank. This way we can fairly accurately measure and apply at the same time," the Canton CA details.

Smith says his calibration is 3/4 inch of liquid for 1,000 sq. ft. That is, he will lower the liquid level of a Town & Country sprayer 3/4 inch when he treats 1,000 sq. ft. "So I have to make my dilution accordingly to apply the proper percentage of 2,4-D in that 3/4 inch of chemical dispensed. Each man has his own sprayer that he always uses; we don't switch men or sprayers. If we get a man who can't maintain a steady pace at any level, we find another job for him to do; if he's good at that, okay; if not, he goes," Smith admits.

Smith finds a Rolatape, Model 400, foot measurer an indispensable aid for measuring both square and linear footage on jobs. Footage is as important on residential work as it is for treating railroad track. This is how Smith makes estimates.

A length of fire hose is a handy aid to have along on industrial weed jobs, he found. Smith points out that most industrial plants have their own private fire-hydrant systems. Azo gets permission to fill up from these. The fire hose will load a 100-gal. tank quickly and save time on the job.

"Each man on an industrial job, when he has to refill his tank, will have a premeasured amount of weedkiller in a labelled plastic jug. This will be just enough to make the right concentration in 100 gallons of water. The jugs save space and are easier to handle than large drums of concentrate. There is also less danger of spillage and waste," Smith tells us.

"Where can this industry go; what do you see as the future of weed control?" we asked.

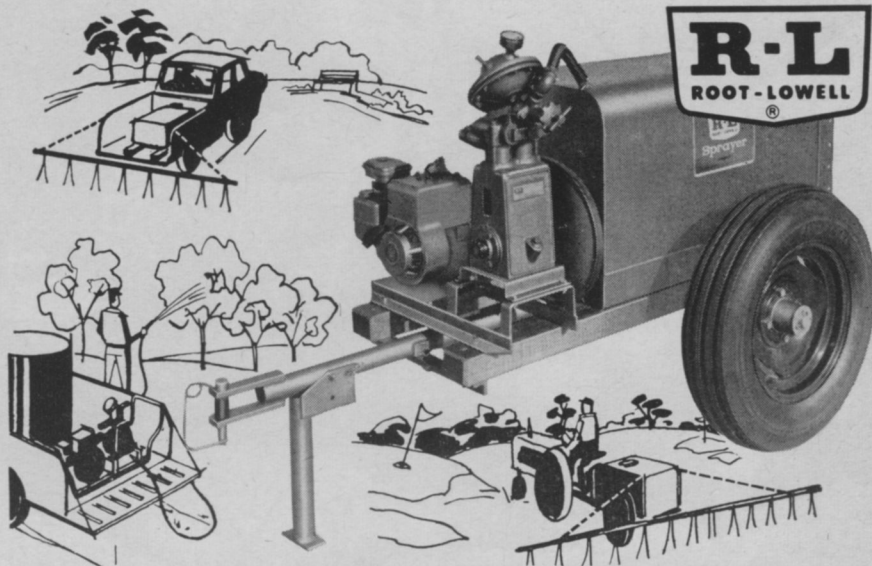
"You see those small businesses," he pointed to several concrete block buildings along the highway, "their lots are pretty weedy, and there's no one

around to service them. Yes, I've got myself into some large businesses like steel mills and the like. My operations aren't geared for small accounts. An aggressive seller and a good workman could offer weed control to these small businesses and make a good living. The jobs are there for the asking; your 'salesmen,' the weeds, are as plain as the nose on your face, and they're standing right outside your customers' doors."

Greenfield Prints Brochure

A new brochure which describes technical assistance and gives detailed information on products for turf production and maintenance, has been recently made available by Greenfield Research Center.

For a copy of Greenfield's Commercial Landscaping Plan, write to Elanco Products Co., Box 1750, Dept. WT, Indianapolis 6, Ind.



IN POWER SPRAYERS THE BIG PERFORMER IS

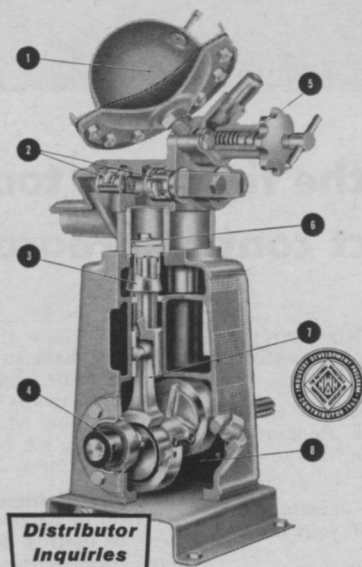
Root-Lowell DURAPOWER*

with all new 5 or 10 GPM DURACYL* PUMP

Get better results from all sprayable materials with Durapower. Tops for any gun or boom application. Fourteen models wheel or skid mounted, 50 through 300 gallons. Choice of 5 or 10 GPM pump with constant discharge at pressures to 400 lbs. P.S.I. WRITE FOR FREE BROCHURE "FACTS AND FIGURES" including calibration, conversion and field application data.

DURACYL PUMP FEATURES:

- | | |
|------------------------------------|--------------------------------------|
| 1. New pre-pressurized accumulator | 6. Diamond-hard ceramic cylinders |
| 2. Finest valve assemblies | 7. Heavy-duty bearings & rods |
| 3. Leak-proof piston shield | 8. Continuous oil-splash lubrication |
| 4. Extra heavy ball bearings | |
| 5. Precision pressure regulator | |



Distributor
Inquiries
Invited

Mail Today →

* Trademark

ROOT-LOWELL CORPORATION
Division of Root-Lowell Mfg. Co.
Lowell, Michigan 49331

ROOT-LOWELL CORPORATION,

Lowell, Michigan 49331, Dept. WT

Please send me free brochure "Facts and Figures"

Name _____

Address _____

City _____ State _____

Zip Code _____