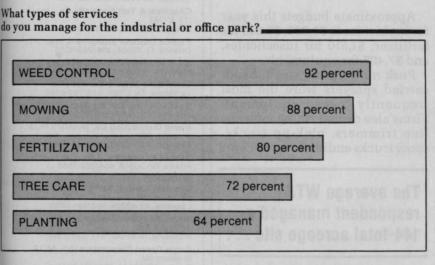
# Industrial Park Management

Managers see need for finding qualified personnel, keeping quality up and expenses down and increased emphasis on weed control.



Dealing with shriveling budgets, controlling weeds and finding qualified personnel and contractors are three of the major areas where industrial/office park landscape managers are finding their greatest challenges.

LANDSCAPE MANAGEMENT

ost purchasing decisions requipment are ade in February and arch and in the spring id fall for chemicals.

These are the findings of an informal WEEDS TREES & TURF survey done among industrial/ office park landscape managers across the country.

"We're finding it increasingly hard, due to lack of money, to provide proper care and attention, to our labor force, equipment and chemical supplies," said one respondent.

"Finding conscientious employees - both skilled and unskilled - is our biggest headache," said another.

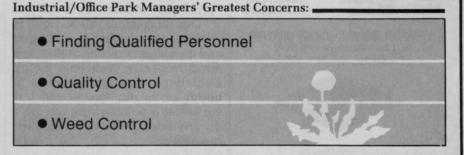
The average WT&T respondent managed a 144 total acreage site, with eight companies comprising it. Landscape firms employed seven full-time employees, two part-time and six seasonal. The companies in the park paid a monthly maintenance fee or annual fee. The landscape contractor's biggest headache is weed control. The greatest number of respondents came from firms which contract landscape maintenance and planting to industrial/ office parks, followed closely by industrial/office park management firms. The majority of parks had yet to be fully developed.

Weed control tops the list of services provided with mowing, fertilization, treecare, planting, irrigation and interior building

## "We have to try to get management to recognize grounds management as a profession . . ."

maintenance following. A few also included sweeping parking lots and snow removal. Average area irrigated is 31 percent.

Ninety eight percent of the respondents made purchasing decisions for the landscape products they use, with most purchasing decisions being made for equipment in February and March and in the spring and fall for chemicals.





# whatever your turf problem Lebanon Turf **Products have** the answer.



To control any turf problem, you must have the right product. Lebanon Chemical is the leader in solving these problems with dependable, tested, and timeproven products. Greenskeeper and Country Club combination homogenous fertilizer and control formulas, along with Lebanon

Pro SCU products are exactly right for your needs. How do we know? Through extensive university and end-user test results. Lebanon also carries a complete line of granular control products — not just a few. Formulations for crabgrass, broadleaf weeds,



cally and efficiently. Lebanon - we're working from the ground up to bring you better turf. Let Lebanon work with you.

plicators successfully, economi-

Dacthal# - SDS Daconil# - SDS	<b>Biotech</b>	Phone:
Daconil* - SDS	S Biotech	Filono.
Betasan® -		
Balan® -	Elanco	Pennsylv
Treflan® -	Elanco	rennsylv
Tupersan# -	DuPont	Midwest
Ronstar® -	Rhone-	Contraction of the
	Poulenc	Illinois

Country Clas

ALL STREET

....

800-233-0628 nnsylvania 717-273-1687 800-637-2101 217-446-0983

#### LEBANON CHEMICAL CORPORATION P.O.Box 180, Lebanon, PA 17042 P.O.Box 647, Danville, IL 61832



SURVEY from page 37

Most frequently-owned equipment:

- 1. push mowers. small sprayers
- 2. riding mowers. line trimmers. pick-up trucks

spray trucks, chain saws

Approximate budgets this year for herbicides is \$3,686; \$3,913 for fertilizer: \$1,510 for insecticides. and \$7,407 for equipment.

Push mowers and small, handcarried sprayers were the most frequently owned equipment. Firms also owned riding mowers, line trimmers, pick-up trucks, spray trucks and chain saws. Least

### The average WT&T respondent managed a 144-total acreage site . . .

owned equipment were trenchers, wood chippers, motorized spray units, dump trucks and turf aerifiers.

Some managers are finding they would like more management support.

"We have to try to get management to recognize grounds management as a profession," said one manager. "When this is done, it is realizing the importance of maintaining a landscape investment."

Another respondent said he, too, noticed a "decreased interest in grounds maintenance."

Others, however, are having "problems" others would envy.

"Our biggest problem now is deciding on whether to get bigger and do a larger volume or just stay our current size," said one. "Being a smaller company enables us to better serve our customers, but we are at a point where we can't do anymore jobs than what we have now." WTT

#### For Information Contact Your **Nearest Ransomes Distributor**

#### EAST

Bearco, Inc. (Northern OH) Cleveland, OH 44136, 216/238-2442

Brodner Equipment, Inc. (Upstate NY) Rochester, NY 14606, 716/247-5218

The Clapper Co. (ME, VT, RI& Eastern MA) West Newton, MA 02165, 617/244-7900

Conaway, Inc. (MD, Northern VA& Washington D.C.) Lawrence, PA 15055, 412/341-6447

EDM Distributors, Inc. (CT, VT & Western MA) Agawam, MA 01001, 413/786-6977

S.P. Lummus Supply Co. (Eastern PA) Pottstown, PA 19464, 215/327-4920

Ross Lawn Equipment (Upstate NY) Tonawanda, NY 1 4150, 716/691-7642

Steven Willand, Inc. (NJ, NY & LI) Fairfield, NJ 07006, 201/227-5656 SOUTH

Adrian Metal & Tractor, Inc. (Eastern NC & Eastern SC) Conway, SC 29526, 803/365-5501

Chemical & Turf Specialty Co., Inc. (TX & OK) Dallas, TX 75238, 214/341-9110

Florida Outdoor Equipment, Inc. (FL) Orlando, FL 32804, 305/295-5010

Hudson Small Engine Sales (AL) Huntsville, AL 35800, 205/536-9637

Lawn Care Sales & Service (TN) La Vergne, TN 37086, 615/793-6052

South Central Turf Equipment (MS & LA) Jackson, MS 39209, 601/922-743

Spain Distributing Co. (Western NC& Western SC) Charlotte, NC 28210, 704/552-9582

Stovall & Company, Inc. (GA) Atlanta, GA 30318, 404/352-1555

MIDWEST Brentom Lawn & Turf Corp. (KY & Southern IN) Louisville, KY 40299, 502/491-0865

Conniff's Power Equipment, Inc. (IN &

Southern OH) Richmond, IN 47347, 317/935-2344

Eagle Green Corporation (NB, MO& Western IA) Omaha, NB 68144, 402/334-9019

General Turf & Grounds Equipment Co. (MO) Columbia, MO 65205, 314/874-4951

Ideal Mower Sales (MI & Western OH) Ferndale, MI 48220, 313/541-4200

Kaye Corporation (MN & ND) Mankato, MN 56001, 507/345-5083

Olsen Distributing Company (IL) Barrington, IL 60010, 312/381-9333 WEST

Colorado Outdoor Power Equip., Inc. (CO, WY & NM) Denver, CO 80223, 303/733-4651

J. & J. Power Equipment, Inc. (OR) Eugene, OR 97402-0129, 503/344-1483

Jenkins Machinery Company (CA) Concord, CA 94520, 415/685-6685

Turf-Go Northwest (WA& OR) Seattle, WA 98133, 206/771-4885

Ward Enterprises, Inc. (UT) Salt Lake City, UT 84104, 801/972-3287 CANADA

Consolidated Western Ind. Co., Ltd. (Alta & Sask) Edmonton, Alta T5S 1 H4, 403/484-7181

Duke Lawn Equipment Ltd. (Ont. Que& Maritime Provinces) Burlington, Ont L7 S 1 W6, 416/637-5216

Par Equipment Ltd. (Man)

Winnipeg, Man R3E 3J8, 204/775-8988

Rollins Machinery Ltd. (B.C.) Vancouver, B.C. V5T 1H8, 604/874-6404

