



Cover: Every year at this time calculators and catalogs come into play. Weeds Trees & Turf kicks off the planning and buying season with the 1984 Buyer's Guide, page 25-86.

SEPTEMBER 1983/Vol. 22, No. 9



Mulch gets too deep when piled on year after year, see page 22.

22 Over-mulching: A National Plague

Dr. Francis Gouin of the University of Maryland criticizes an industry habit, annual mulching of plant beds to the point of root suffocation.

25 1984 Buyer's Guide

Just the reference you need to locate sources of new and existing products to purchase for the 1984 season. Use the Guide to contact manufacturers regarding their products and distributors in your area. Get a head start on 1984 with the Buyer's Guide.

88 Distributors Say Orders, and Competition Up

A survey of 50 landscape and turf product distributors in the U.S. reveals a definite upturn in buying by their customers. Competition for the business is keen with reports of price cutting.

90 Toro Pacific Draws A Pair of Aces

Twice, this young Los Angeles area distributor has benefitted from manufacturers selling company-owned stores. First Toro and now Cushman/Ryan. Meet the players in this success story.

92 Porter Bros. Grows By Keeping in Touch

Joe Porter travels once a week, 50 weeks a year to "get a pulse" on his customers. Porter Bros. started in 1949 with one product, McCulloch Chain Saws. Today, they sell a wide range of turf and



Joe Porter travels 50 weeks per year to keep in touch with his customers, see page 92.

tree equipment as one of the largest distributors in the country.

DEPARTMENTS

Outlook	.6
Green Industry News	.8
Golf Update	.10
Landscape Update	.14
Government Update	.16
Problem Solver	.20
Jobtalk	.100
Events	.102
Landscape Log	.104
Products	.106
Classifieds	.110
Advertiser Index	.112

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