

WEEDS TREES & TURF

The Magazine of Landscape and Golf Course Management Since 1962

Fewer, Stronger Links in Future Supply Chain

Competition Causes Distributors to Rethink Marketing

WT&T Profiles Jenkins, Benham, and B. Hayman

DIAZINON INSECT DUST	08-840	240Z	21	40.18	37.37	36.16	2.79
	08-500	8/4L9	7	43.10	40.08	38.79	8.98
DIAZINON SPRAY	40-140	12/PT	9	42.12	40.76	40.76	6.29
	40-160	12/QT	6	73.53	71.15	71.15	10.98
	40-510	6/GAL	34	69.73	60.20	58.26	17.98
DORMANT OIL	50			43.06	40.05	39.00	5.98
				40.75	37.90	37.90	16.98
DIAZINON				50.26	46.00	46.00	6.98
				46.26	43.00	43.00	1.98
DIAZINON				79.00	79.00	79.00	7.98
				79.00	79.00	79.00	7.98
DIAZINON				54.00	54.00	54.00	5.98
				54.00	54.00	54.00	5.98
DIAZINON	54-450	12/PT	9	42.12	40.76	40.76	6.29
	54-510	6/GAL	34	69.73	60.20	58.26	17.98
	54-200	6/GAL	34	69.73	60.20	58.26	17.98
DIAZINON	45-550	6/GAL	34	69.73	60.20	58.26	17.98
	45-510	6/GAL	34	69.73	60.20	58.26	17.98
DIAZINON	76-100	12/60Z	8	42.12	40.76	40.76	6.29
	76-450	12/2LB	27	42.12	40.76	40.76	6.29
LIQUID DIAZINON	42-520	12/ROZ	12	21.57	21.57	21.57	3.69
	42-140	12/PT	22	45.24	42.12	42.12	6.29
	42-160	12/QT	42	73.53	71.15	71.15	10.98
	42-510	6/GAL	34	69.73	60.20	58.26	17.98

1985 BUYER'S GUIDE



CHICAGO TELEPHONE
SUPPLY CO.
CHICAGO, ILL. U.S.A.

Dursban can make call-backs a thing of the past.

There's a phone call you shouldn't have to take ever again. The one that calls you back to redo a lawn or turf job. The one that costs you dearly in labor, time and gasoline. Not to mention the highest cost of all—the unhappy customer.

You can put all that behind you by using DURSBAN* insecticides. Because once you use DURSBAN you can be sure you're getting up to eight weeks of tough, broad spectrum insect control.

You can count on DURSBAN 2E and 4E liquids or new 50W wettable powder to knock out the toughest and most persistent outdoor insects. DURSBAN gets them all.. sod webworms, armyworms, chiggers, chinch bugs, clover mites, crickets, ants, grasshoppers, mosquitoes, grubs, turfgrass weevils, billbugs and more—the first time

around. It's hard to find an insect that DURSBAN insecticide won't control.

Unlike slower acting insecticides, DURSBAN goes to work as soon as applied...spring, summer or fall. And for as little as \$3.50 per 10,000 square feet of lawn or turf, it's a lot cheaper than the cost of call-backs.

With DURSBAN insecticide on the job, more of your calls will be for repeat and new business. While call-backs become a dusty memory.

Give your Dow distributor a call for DURSBAN insecticide. Also ask about the "DURSBAN delivers the goods" incentive program. Be sure to read and follow all label directions and precautions. Agricultural Products Department, Midland, Michigan 48640.

DURSBAN

Does it right the first time.



Dow Chemical U.S.A.

*Trademark of The Dow Chemical Company

3918

Circle No. 112 on Reader Inquiry Card

WEEDS TREES & TURF

The Magazine of Landscape and Golf Course Management Since 1962

24 Top of the Heap

Selling the best products and giving individualized service is Don Benham's key to success. His company, Benham Chemical, is profitable proof hard work and determination pay off.



30 Jenkins Machinery Co.

Howard Jenkins and Ben Fuller have found that switching from large equipment to turf wasn't so hard after all. Jenkins now owns the oldest, continuously operating Ransomes dealership in the U.S.

33 Frontiersmen in Turf

The B. Hayman Co. can claim a true "rags to richs" legacy. Today, under chairman Ray McMicken, this West Coast Jacobsen distributorship is a pacesetter.



35 1985 Buyer's Guide

A quick and comprehensive reference to locate sources of new and existing products to purchase for the 1985 season. A ready reference for contacting manufacturers and distributors in your area.

106 Fall Meeting Planner

A preview of some important shows, meetings and conferences scheduled for the upcoming months.

DEPARTMENTS

- | | |
|------------------------------|------------------------|
| 6 Trends | 108 Products |
| 8 Green Industry News | 112 Ad Index |
| 10 Golf Update | 114 Classifieds |
| 14 Landscape Update | 116 Outlook |
| 16 Government Update | |

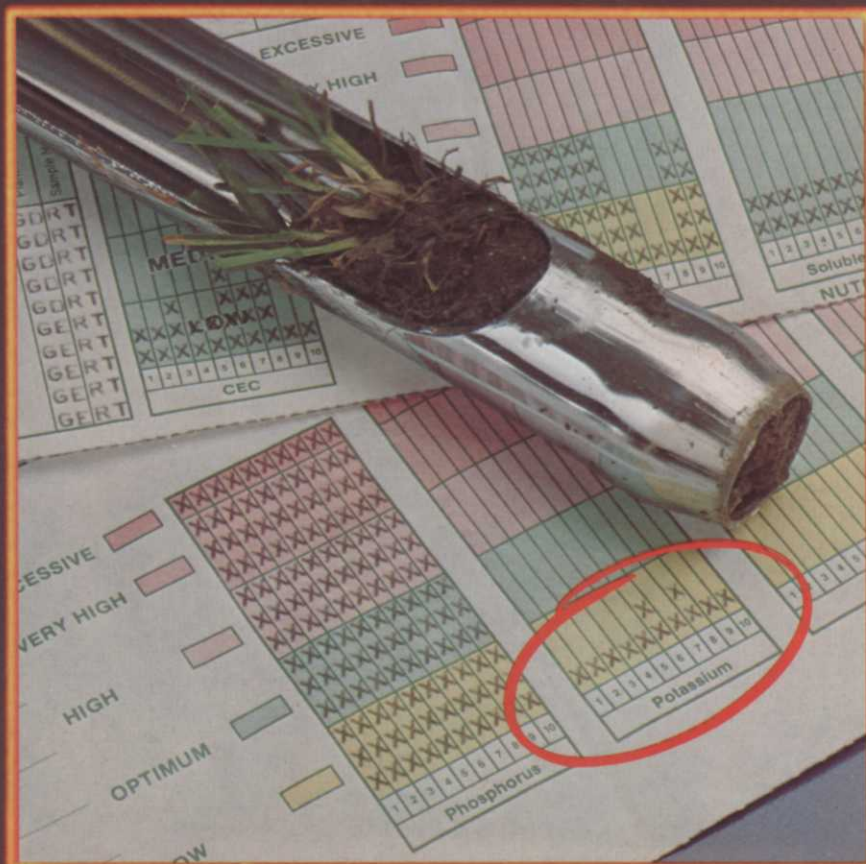
Robert L. Edgell, Chairman; Richard Moeller, President; Lars Fladmark, Executive Vice President; Arland Hirman, Treasurer; Thomas Greney, Senior Vice President; Ezra Pincus, Senior Vice President; Pat O'Rourke, Group Vice President; Joe Bilderbach, Vice President; James Gherna, Vice President; George Glenn, Vice President; Harry Ramaley, Vice President.

WEEDS TREES & TURF (ISSN 0043-1753) is published monthly by Harcourt Brace Jovanovich Publications. Corporate and Editorial offices: 7500 Old Oak Boulevard, Cleveland, Ohio 44130. Advertising Offices: 7500 Old Oak Boulevard, Cleveland, Ohio 44130, 111 East Wacker Drive, Chicago, Illinois 60601 and 3091 Maple Drive, Atlanta, Georgia 30305. Accounting, Advertising Production and Circulation offices: 1 East First Street, Duluth, Minnesota 55802. Subscription rates: \$20 per year in the United States; \$25 per year in Canada. All other countries: \$50 per year. Single copies (pre-paid only): \$2 in the U.S.; elsewhere \$4.50; add \$3.00 for shipping and handling per order. Second class postage paid at Duluth, Minnesota 55806 and additional mailing offices. Copyright© 1984 by Harcourt Brace Jovanovich, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical including photocopy, recording, or any information storage and retrieval system, without permission in writing from the publisher. Microfilm copies of articles are available through University Microfilm, International, 300 N. Zeeb Road, Ann Arbor, Michigan 48106.

POSTMASTER: Send address changes to WEEDS TREES & TURF, P.O. Box 6198, Duluth, Minnesota 55806-9898.

NEW! The quality fertilizer that meets your potassium needs

High K Fertilizer from Scotts® is formulated to help correct soil potassium levels and condition turf to tolerate stress.



Improved tolerance of drought, temperature variations and wear are only some of the advantages from potassium fertilization. For more information about High K Fertilizer or Scotts exclusive soil analysis, call your local ProTurf® Tech Rep.

Scotts
ProTurf

**Quality
Potassium
Fertilizer
for Turf**

How to unload bushels of clippings single-handedly.



Introducing two new John Deere material collection systems—Hydraulic Dump and Tilt Dump.

A load of grass clippings should be as easy to empty as it is to cut.

That's why we've developed two new material collection systems for John Deere 300 and 400 Series Tractors.

Both systems let you collect and empty leaves and grass clippings without ever touching them. To unload, you simply move one lever and the contents empty automatically.

The John Deere Hydraulic Dump system has a 13-bushel hopper that raises for dumping into a wagon or dump truck. By operating the convenient hydraulic control from the driver's seat, you make the container raise, turn over, empty, and then return to the original position.

The new Tilt Dump system is designed for slightly smaller jobs. With one hand you unlock the latch. The hopper tilts by itself and its back swings open, dumping the load. Then pull the hopper back to its original latched position—all without leaving the tractor seat.

In both systems, a PTO-driven fan loads the hopper more quietly and efficiently than engine-driven competitive makes. And fan speed is variable from 2,800 to 5,200 rpm, matching the speed to operating conditions. Slower for dry, dusty conditions; faster for damp leaves



or grass.

If you're ready to move up to a system that lets you do more and bigger jobs with a minimum of extra work, then a John Deere Hydraulic Dump or Tilt Dump system is for you.

For the name of the nearest dealer, or a free folder on the John Deere material collection systems, call 1-800-447-9126 toll free (1-800-322-6796 in Illinois) or write John Deere, Dept. 50, Moline, Illinois 61265.

Check out our new John Deere material collection systems. Because grass isn't the only thing that needs cutting.

Your work does, too.

Circle No. 110 on Reader Inquiry Card



Nothing Runs Like a Deere®

by Bruce F. Shank, executive editor

Sod prices finally rise

In the past ten years the cost of construction materials has doubled, that is the cost of everything except sod.

To counteract flat prices, sod growers invested in more efficient machinery to squeeze every penny out of every foot of sod. When prices still did not rise and recession devastated construction, they started phasing their acreage into more reliable crops.

That was last year. This year many sod growers are sold out, including their fall harvests. For once demand is allowing prices to rise 15 to 25 percent, sod growers told me during the American Sod Producers summer convention.

Good sod growers have junked older varieties and monostands for mixtures of two to five improved Kentucky bluegrasses, often two improved fine fescues, and one or two improved perennial ryegrasses. Many are now producing sod of improved tall fescues, in some cases mixed with ten percent Kentucky bluegrass.

Sod today is a better product, produced by better growers, and no longer just a price sensitive commodity.

Athletic fields for profit

Entrepreneurs have begun to dabble in athletic fields for hire. They build sports complexes, provide officials, maintain the fields, and make them available to public leagues and teams for a price.

Examples are Kings Island, north of Cincinnati, OH., which built the latest PAT football field for use by area high schools; the Olympia Spa and Resort in Oconomoc, WI, which now boasts a private polo facility; and Softball World of Cleveland, OH, which has two facilities with five lighted softball fields surrounding a lounge, children's play area, and restaurant.

The American Softball Association told *Weeds Trees & Turf's* Ron Hall there are more than 40 private multi-field softball complexes in the U.S.

Demand for athletic fields has reached a point where profit is possible. If the concept takes hold, private facilities may relieve the pressure on some public fields, or they may create higher standards for public field managers to meet.

Outdoor equipment gets own show

Outdoor equipment manufacturers and distributors are proudly claiming their own show after the first Lawn Garden and Power Equipment Expo, held in July in Louisville, KY.

No longer do they have to walk aisles and aisles of plumbing and toasters at the Hardware Show in McCormick Place in Chicago to find mowers, irrigation supplies, and accessories. Supporters of the Hardware Show were surprised to see the combined indoor and outdoor exhibits organized by the Outdoor Power Equipment Institute, The Engine Service Association, and the Outdoor Power Equipment Distributors Association.

Call it curiosity, call it luck, but it worked.

STAFF

Executive Editor
Bruce F. Shank, Cleveland
Managing Editor
Maureen Hrehocik, Cleveland
Assistant Editor
Ron Hall, Cleveland
Publisher
Dick Gore, Atlanta
Senior Vice President
Tom Greney, Chicago
Group Publisher
Robert Earley, Cleveland
Production Manager
Kathy Judd, Duluth
Production Supervisor
Marilyn MacDonald, Duluth
Graphic Design
Beth Travis-Betts, Duluth
Circulation Manager
Kristine Bussell, Duluth
Directory Coordinator
Sheryl Albertson, Duluth
Reader Service Manager
Gail Kessler, Duluth
Promotion Manager
Linda Winick, Cleveland

OFFICES

ATLANTA
3091 Maple Drive
Maple Center One Building
Atlanta, GA 30305
(404) 233-1817

CLEVELAND
7500 Old Oak Boulevard
Cleveland, OH 44130
Editorial: (216) 243-8100

CHICAGO
111 East Wacker Drive
Chicago, IL 60601
(312) 938-2344

SEATTLE
1333 N.W. Norcross
Seattle, WA 98177
(206) 363-2864

DULUTH
120 West Second Street
Duluth, MN 55802
(218) 723-9200

MARKETING REPRESENTATIVES

Dick Gore
Atlanta (404) 233-1817
Ron Kempner
Atlanta (404) 233-1817
Joe Kosempa
Cleveland (216) 243-8100
Robert Mierow
Seattle: (206) 363-2864



Powerful new medicine for turf diseases

VORLAN™ is Mallinckrodt's newest, toughest turf fungicide.

Enough experience has been gained with Vorlan by now — on golf courses and in university trials — to confirm that it establishes new standards of performance. Against Leaf Spot, Red Thread, Dollar Spot (even resistant strains!), and Pink Snow Mold, Vorlan delivers more effective control than any other fungicide available.

Vorlan's effectiveness — because it takes so little and lasts so long — also makes it economical, too.

If you haven't yet tried Vorlan, you should. Call Mallinckrodt toll-free, or contact your Mallinckrodt Turf Products distributor. No prescription is needed!



P. O. Box 5439
St. Louis, MO 63147
(800) 325-7155

Circle No. 138 on Reader Inquiry Card

EQUIPMENT

Louisville equipment expo wins on first try

Aisles were filled with distributors, booths overflowed into an extra hall, and outside, despite 90 degree heat, engines cranked as equipment was demonstrated. A typical field day perhaps? No, this was the first International Lawn Garden & Power Equipment Expo, held in Louisville, July 23-25.

More than 200 equipment manufacturers gave the new show their best shot with impressive professional exhibits equal to shows in Chicago's McCormick Place. It is the Hardware Show, held in McCormick Place in August, these equipment manufacturers were abandoning in favor of a show just for retail and commercial lawn and garden equipment.

The Expo was a selling show, with privacy rooms included in many exhibits so orders could be negotiated and signed. The number of distributors in suits gave the impression large orders were changing hands.

Commercial equipment may have been forgotten in the educational sessions, but its presence was clearly felt on the exhibit floor and outside on the demonstration field. Although Toro and Jacobsen held their commercial equipment back in favor of their homeowner lines, Ransomes and Bunton came in with their complete professional lines. Deere and Co. took the opportunity to launch its new pro-



Bunton's surprise at the Outdoor Equipment Expo show was an imported fairway and parks mower.

fessional out front rotary. Many outdoor equipment companies had small booths to test the water.

In some cases it was difficult to tell the difference between large homeowner products and smaller commercial ones. The commercial products gave the retail products in the same booth a beefy, well-built appearance.

Comments following the show

indicated both manufacturers and distributors were impressed. Both are hoping for greater attention to commercial lines at the same show next year.

TRAVEL NOTES

Moving, buyout activity on upswing

The effects of a healthier economy are being felt across the Green Industry this summer.

Lawyers in Ohio and New Jersey are busy this summer as LESCO, in the process of going public, has purchased a plant formerly owned by U.S. Steel in New Jersey. At the same time, The Andersons is completing negotiations for a Kaiser Agricultural Chemicals facility in New Jersey. Both Ohio companies are aggressively expanding their formulating capabilities to serve the commercial turf fertilizer and chemical market.

Milwaukee newspapers reported Briggs & Stratton has purchased a manufacturing facility outside of Milwaukee to avoid production tie-ups caused by strikes, such as the one last July through October. B&S is also making a strong push into the electric motor business. A recent Better Homes and Gardens survey indicated



John Deere's commercial out-front rotaries are now available. This F930 caught the eye of distributors during the Expo.

A New Generation



Tree Movin' Money-Machines

In sandy soil. In hard clay. In rugged mountain country. In tight confining areas. With virtually every variety of tree or shrub imaginable. All over the world! You're moving trees with the finest machine money can buy. Short towers. Powerful curved spades.

Tremendous digging capacities. Nearly 20 years of testing, improving, servicing . . . from a company that has moved more trees than all other units combined!

Interested? Discover the "New Generation" of Vermeer Tree Spades today. Contact your

local Vermeer dealer now for complete literature, specifications and pricing.

Vermeer

8808 New Sharon Road
Pella, Iowa 50219 • Telex 478 309

Circle No. 171 on Reader Inquiry Card

UPDATE

GCSAA opposes FIFRA

The Golf Course Superintendents Association of America, as part of a national coalition opposing passage of the Federal Insecticide, Fungicide and Rodenticide Reform Act (H.R. 3818), has authorized the National Club Association to speak in its behalf in opposing it.

The act contains provisions which would increase the liability of pesticide users in cases of contamination of land and water supply as well as other limitations. If enacted, the provisions would increase golf course and administrative costs and deter new golf course development, according to the coalition.

Specifically, some ramifications of the act would include:

- Only certified applicators would apply restricted use pesticides
- Private applicators would have to keep records of all sprayings
- Any individual could sue a FIFRA violator
- EPA would have to regulate application to protect local residents

An economical alternative

Would you like to play golf in half the time and on half the land it takes to play a normal game? If Jack Nicklaus' "short ball" idea comes into play, you'll be able to do just that.

Nicklaus feels so strongly about the idea, his new course in the Cayman Islands, scheduled to open this fall, was specifically designed for the new ball that travels only half the distance of regular balls. The Cayman course can be played as a 3,338-yard par 72 by short ball users.

Golf Digest reports the new one-piece balls are made of a plastic material that has a varying density through its cross section. It has a 10 compression and an initial velocity of about 200 feet per second, where a normal ball's velocity is 250.

The \$1,000 price tag per experimental ball will have to drop considerably, though, before the average golfer could ever test the new idea.

"We know there will be a monstrous amount of skepticism about the idea," says Bob Cupp, Nicklaus' chief course designer. "But it's not a commercial endeavor. We're not trying to change golf—just provide an economical alternative."

Father of 18

The next time you find yourself scrambling for some golf trivia at a party, try this one.

How many courses other than the original in Scotland are named St. Andrews?

The answer is 18.

None, however, offer the same type layout, only an occasional hole that beckons back to the 1552 Scottish course, the birthplace of the game.

ten percent of retail mowers sold are electric. Briggs hopes to gain market share in the electric motor business.

Media in the Twin Cities have revealed Northrup King's plans to leave its historic headquarters and warehouse in Minneapolis. NK's research farm outside Minneapolis was sold last fall. Turf research will move to Mt. Joy, PA, and Tangent, OR. NK's packet seed business is looking for a more southerly location. The company's headquarters may remain in the Minneapolis area.

Speaking of seed, Leah Brillman, turf breeder for Jacklin Seed, Post Falls, ID, and her husband are expecting their first child in about five months.

SEED

Loft's Field Day features tall fescue

Even though demand is still outpacing production, Dr. Richard Hurley of Lofts Seed, Bound Brook, NJ, says there will be enough turf type tall fescue to meet demands this year.

That was some of the good news about 95 sod producers, lawn care professionals and researchers heard at the seventh annual Lofts Field Day, held in June at the company's



Dr. Rich Hurley explains a type of turf disease to attendees at the Field Day.

research farm in Martinsville, NJ.

Hurley believes the turf type tall fescues is the "grass of the future."

"Rutgers is introducing new varieties with greater stand density, better color and good shade tolerance not to mention drought tolerance," said Hurley. "We are continually looking to improve brown patch, pythium, and leaf spot resistance as well."

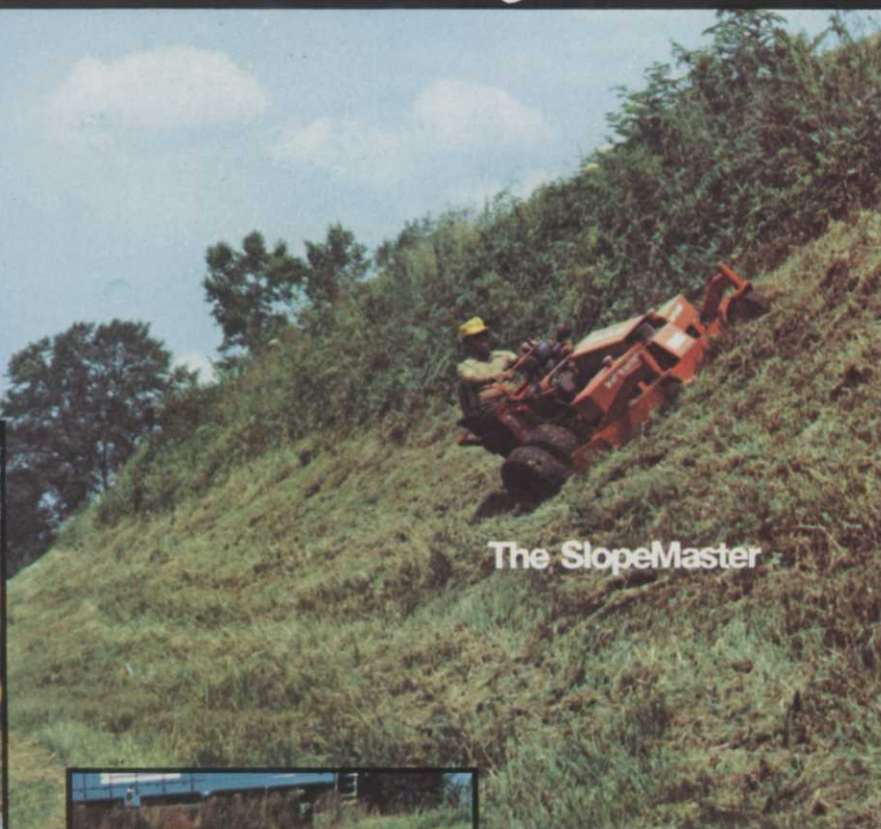
Hurley also said the turf type tall fescues will come on strong in the transition zone and even overtake the use of Kentucky bluegrasses.

"By the end of the decade, we will have varieties that surpass Rebel and
continued on page 14

Tough mowers... from rough cut to smooth finish.



The Utility Mower



The SlopeMaster



The HT Series



The H Series



The J Series

Built for the commercial user, to assure lowest operational cost through efficient design, low fuel consumption, low maintenance, and long life. Built to take the hard usage of the commercial mower operator and the environment in which the commercial mower functions.

kut-kwick

Brunswick, Georgia 31520
Telephone 912/265-1630

Circle No. 132 on Reader Inquiry Card

SEPTEMBER 1984/WEEDS TREES & TURF 11



IT PAYS TO HAND THIS KIND OF WORK TO ROUNDUP®

Hand-weeding areas like this doesn't make sense today. Not when Roundup® herbicide can do the job faster and better and give you more time to handle more customers.

Here's how: one-shot Roundup controls over 100 weeds right down to the roots, including poison ivy, poison oak and kudzu. One gallon of 2% spray solution can treat up to 30 tree rings for about a nickel each, or 1,000 feet of fenceline for less than \$2.00*.

It also pays to use Roundup when you're working around expensive ornamentals—because Roundup won't wash, leach or carryover in the soil. And

Roundup is virtually odorless and environmentally sound.

Use Roundup wherever you've been hand-weeding—around patios, flower beds, curbs, walkways, driveways, mulched areas, fences and steps. The choice is simple. You can spend valuable time hand-weeding. Or you can use Roundup to help you make more money. Now, that's using your head.

*Based on the cost of Roundup only to treat low growing vegetation.

FOR A FREE TRIMMING AND EDGING GUIDE
FOR ROUNDUP CALL TOLL FREE 800-621-5800.
IN ILLINOIS, CALL 800-972-5858.

ALWAYS READ AND FOLLOW LABEL DIRECTIONS FOR ROUNDUP.

Roundup® is a registered trademark of Monsanto Company.
© Monsanto Company 1984 RSP-4-104D



AFFORDABLE



EFFECTIVE

Monsanto

Circle No. 142 on Reader Inquiry Card



UPDATE

Salary extremes between coasts

The latest salary survey of grounds managers by the Professional Grounds Management Society shows grounds managers on the West Coast to be the highest paid, and their counterparts on the East Coast to be the lowest paid, on the average.

The breakdown is as follows:

New England Region: (Mass., Vermont, Rhode Island, New Hamp., Maine, NY, NJ, and Conn.); an average salary of \$22,921.

Mid Atlantic Region: (Penn, Maryland, Wash, DC, Del., Virginia); an average salary of \$25,819.

Southeast: (West Va., Ky., Tenn., NC, SC, GA, Alabama, Fla); an average salary of \$24,101.

Mid-West Region: (North Dakota, South Dakota, Neb., Minn, Iowa, Wisc. Ill., Mich., Indiana and Ohio); an average salary of \$24,249.

Southwest Region: (Kansas, Missouri, Okla., Arkansas, NM, Texas, Louisiana and Miss.); an average salary of \$26,957.

Far West Region: (Alaska, Hawaii, Wash., Oregon, Idaho, Montana, Wyoming, Calif., Nevada, Utah, Colo., Arizona); an average salary of \$27,643.

ASLA down to the wire

By its June 1 deadline, The American Society of Landscape Architects was only \$61,000 shy of its \$400,000 goal to purchase a building to be used as the national headquarters.

The Executive Committee and the Board of Trustees, however, voted to proceed with the purchase of the building and to keep up fundraising efforts, according to Society president Darwina Neal.

ALCA Grand Award to Brickman

A wooden bridge, man-made ponds and extensive greenery are all part of the landscape design developed by Theodore Brickman Co., Long Grove, IL, for a single family home in Barrington Hills, IL, that has won an Associated Landscape Contractors of America Grand Award for Excellence.

Brickman landscape architect Feryl Waldenmyer said the intent was to make the best use of existing vegetation and to provide optimal views of the 10-acre lake on the property.

EPA cracks down on wood savers

Application of three wood preservatives is now restricted to certified applicators following a July ruling by EPA. Certified applicators of pentachlorophenol, creosote, and inorganic arsenicals must wear impermeable gloves in all cases, wear respirators and protective clothing in many cases, and not smoke, eat or drink while handling the materials.

LOFTS from page 10

Rebel II (set to be introduced in a few years)."

Dr. Richard Smiley of Cornell University presented information on fusarium blight. Drs. Reed Funk and Ralph Engel of Rutgers also attended.

Hurley said the number of invitees to the field day is kept to a minimum so that people can ask questions and get problems solved. Those attending represented \$4 million in business to the company.

PESTICIDES

Maine paper companies battle spruce budworm

Maine paper companies, in an effort to protect their woodlands and also the state's largest industry, paid an estimated \$5.5 million to spray 624,500 acres of forests with two chemicals, Zectran and Matacil, and with a natural caterpillar killer called *Bacillus thuringiensis* (Bt) in what has become an annual battle to control the spruce budworm.

Studies indicate the budworm could seriously affect Maine's paper-making capabilities by the turn of the century and the paper companies have responded with what is believed to be the nation's largest forest pesticide-spraying project.

Throughout May and June nearly 40 planes flew over infested areas, spraying chemicals and Bt. The Maine Pesticides Control Board said the spraying poses no danger and the chemicals will cause no lasting problems because dozens of support personnel were used to pinpoint the spraying thus avoiding populated areas.

EQUIPMENT

Exmark enlarging manufacturing plant

Expansion of Exmark Manufacturing Company's product lines as well as "a dramatic increase" in growth are the reasons for the 18,000-sq.-ft. addition under construction at the company's Beatrice, NB, plant. Exmark is a manufacturer and marketer of lawn and turf care products.

"We recently completed our new facility in Beatrice, and product demand by our distributor organization and their customers necessitates the immediate expansion of our facility," Robert Martin, the firm's president, says. "The acceptance of the

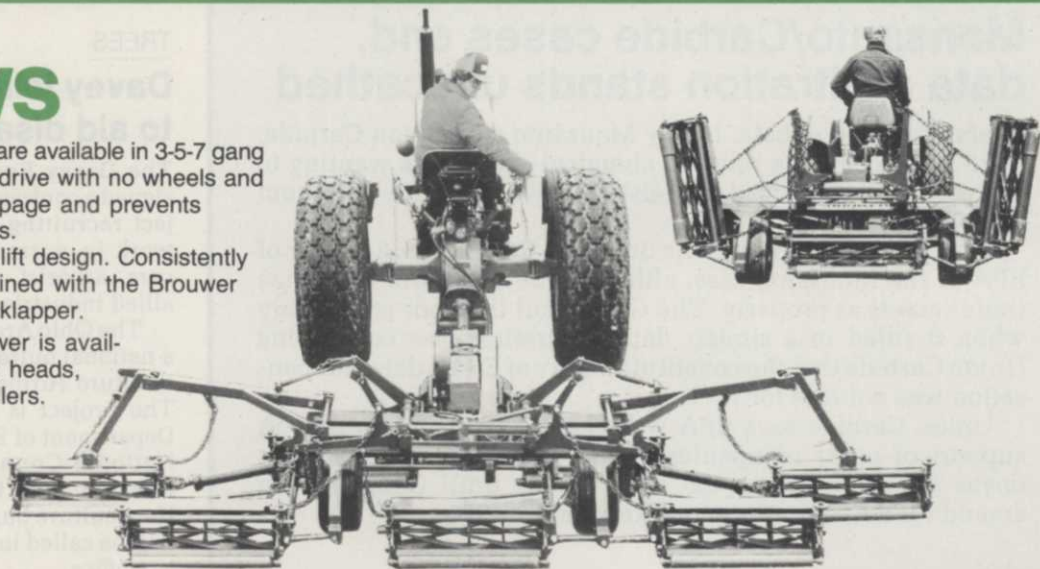
THE BROUWER TURF TEAM

Mows

Brouwer mowers are available in 3-5-7 gang models. Positive drive with no wheels and gears avoids slippage and prevents flattening of grass.

Simple hydraulic lift design. Consistently sharp cut maintained with the Brouwer reverse gear backlapper.

The Fairway mower is available with floating heads, front and rear rollers.



Rolls

Brouwer 230 double and 130 single rollers with special rounded edges eliminate turf damage.

Hydrostatic drive and 30" width saves time, trouble and labour cost.



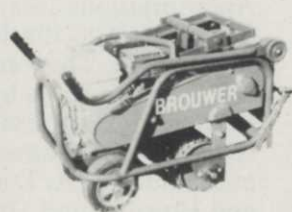
MODEL 230



MODEL 130

Cuts

Brouwer Sod Cutter's simple design makes operation, adjustment and repairs easy. Equipped with folding handles and kickstand for compact, stable transport and storage. Stripper blade available to help shred and cut old sod for easy lawn renovation. Also dethatcher blade for removing thatch.



FOLDING POSITION

BROUWER
TURF EQUIPMENT LIMITED

7320 Haggerty Rd./Canton, MI. 48187 Telephone: (313) 459-3700
Woodbine Avenue/Keswick, Ontario, Canada L4P 3E9 Telex 065-24161 Telephone (416) 476-4311

UPDATE

Monsanto/Carbide cases end, data arbitration stands unscathed

Years of heated debate, led by Monsanto and Union Carbide, have produced little relief to chemical companies wanting to protect secret data used to register a pesticide with EPA from competitors.

In August, we reported the Supreme Court ruled in favor of EPA in the Monsanto case, although the Court did recognize trade secrets as property. The Court shut the door completely when it ruled in a similar data arbitration case concerning Union Carbide that the constitutionality of EPA's data compensation was not ripe for review.

Union Carbide says EPA will again start using its data in support of other companies' registration applications. This opens the door for me-too registrations until Congress can amend FIFRA, something unlikely before 1985.

Chemigation regulations eminent

Federal and state pesticide regulatory officials are pressing for new rules to prevent groundwater contamination and accidental poisoning caused by chemigation, application of pesticides through irrigation systems. Posted warnings, restrictions by soil type and water table, and allowing only products specifically labelled for chemigation are the leading proposals for regulations. Expect restrictions by the end of 1985.

Other topics raised during a meeting of these officials in July, which could result in additional regulations, include using pesticides at less than label rates, standards to judge groundwater contamination, additional label warnings for fumigants, and possible elimination of the restricted use classification for pesticides.

Civil servants fight contracting out

Park Service employees are strongly influencing U.S. House Appropriations Interior subcommittee members to attach an amendment to the Park Service's 85 budget to prevent contracting out. The Park Service hoped to save \$15 million over the next two years by contracting out maintenance and repair services. It contracts \$90 million in work each year to private concerns. Other agencies seeking to save money by contracting out include EPA, Transportation, Health and Human Services, and Housing and Urban Development. Once contracting out issues are settled, government bid work should vastly increase.

Meanwhile, the American Association of Nurserymen are accusing the U.S. Forest Service for unfair competition for selling overstock from its tree nurseries to the customers of private nurserymen. AAN says private nurserymen can't compete with the subsidized prices of the Forest Service and that overstock would not occur if the government nurseries were well-managed.

Exmark product line and our entire line of Ranger walk-behind mowers resulted in the decision to expand our facility at this time."

TREES

Davey joins effort to aid disabled

The Davey Environmental Services signed a contract to operate a new project recruiting disabled workers for work in nursery, landscaping, lawn care, arborist, groundskeeping, and allied industries.

The Ohio Area Office will be part of a national outreach effort called Horticulture Hiring the Disabled (HHD). The project is sponsored by a U.S. Department of Education grant to the National Council for Therapy and Rehabilitation through Horticulture. Horticulture business leaders in Ohio will be called to support the new project office.

The Davey Environmental Services is a division of the Davey Tree Expert Company, Kent, OH. Davey will be working closely with service and vocational agencies serving disabled persons in Ohio to identify new opportunities for training and employment of physically and mentally disabled workers.

Tom Hazelwood, operations manager at Davey, says, "We are pleased to be involved in this new project. It will add an extra dimension to our services and provide additional opportunities for employment of disabled persons in Ohio."

Other HHD area offices are located in Upper Marlboro, MD, Lake Worth, FL, and Pleasant Hill, CA.

INDUSTRY

Allied sells liquid fertilizer business

Allied, an energy and chemicals concern based in Morristown, NJ, recently announced the sale of its liquid fertilizer business to members of the business's management and E.F. Hutton & Co. The sale includes plants at Geismar, LA, LaPlatte, NB, and Hopewell, VA. Other details of the transaction were not disclosed.

Late last year Allied revealed the liquid fertilizer market had been unprofitable in recent years and announced that it was selling its operation. Allied said its 1983 profit would be reduced by \$140 million as a result of the sale.

The new liquid fertilizer business will be called Arcadian Corp.

Circle
the
Reader
Service
numbers
of those
items of
interest
to you.

For fastest response, use the peel-off label from the front cover.

NAME _____
 TITLE _____
 FIRM _____ PLACE COVER LABEL HERE _____
 ADDRESS _____
 CITY _____
 STATE _____ ZIP _____

TELEPHONE () _____

101	115	129	143	157	171	185	199	213	227	241	255	269	283	297	311	325
102	116	130	144	158	172	186	200	214	228	242	256	270	284	298	312	326
103	117	131	145	159	173	187	201	215	229	243	257	271	285	299	313	327
104	118	132	146	160	174	188	202	216	230	244	258	272	286	300	314	328
105	119	133	147	161	175	189	203	217	231	245	259	273	287	301	315	329
106	120	134	148	162	176	190	204	218	232	246	260	274	288	302	316	330
107	121	135	149	163	177	191	205	219	233	247	261	275	289	303	317	331
108	122	136	150	164	178	192	206	220	234	248	262	276	290	304	318	332
109	123	137	151	165	179	193	207	221	235	249	263	277	291	305	319	333
110	124	138	152	166	180	194	208	222	236	250	264	278	292	306	320	334
111	125	139	153	167	181	195	209	223	237	251	265	279	293	307	321	335
112	126	140	154	168	182	196	210	224	238	252	266	280	294	308	322	336
113	127	141	155	169	183	197	211	225	239	253	267	281	295	309	323	337
114	128	142	156	170	184	198	212	226	240	254	268	282	296	310	324	338

SEPTEMBER 1984

This card expires

Nov. 15, 1984

WEEDS TREES & TURF

MY PRIMARY BUSINESS AT THIS LOCATION IS:
 (PLEASE CHECK ONE ONLY IN EITHER A, B OR C)
**A. LANDSCAPING/GROUND CARE AT ONE OF THE
 FOLLOWING TYPES OF FACILITIES:**

- 0005 Golf courses
 0010 Sport complexes
 0015 Parks
 0020 Rights-of-way maintenance for highways, railroads & utilities
 0025 Schools, colleges & universities
 0030 Industrial & office parks/plants
 0045 Condominiums/apartments/housing developments/hotels/resorts
 0050 Cemeteries/memorial gardens
 0060 Military installations & prisons
 0065 Airports
 0070 Multiple government/municipal facilities
 Other type of facility (please specify) _____

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- 0105 Landscape contractors (installation & maintenance)
 0110 Lawn care service companies
 0125 Landscape architects
 0135 Extension agents/consultants for horticulture
 Other contractor or service
 (please specify) _____

C. SUPPLIERS:

- 0205 Sod growers
 0210 Dealers, Distributors
 Other supplier (please specify) _____

Approximately how many acres of vegetation do you maintain
 or manage? _____

What is your title? (please specify) _____

I would like to receive (continue receiving) WEEDS TREES &
 TURF each month: YES NO

Your Signature: _____ Date: _____



BUSINESS REPLY CARD

FIRST CLASS PERMIT NO. 665 DULUTH, MINNESOTA

POSTAGE WILL BE PAID BY ADDRESSEE

READER SERVICE DEPARTMENT

WEEDS TREES & TURF

POST OFFICE BOX 6049
DULUTH, MINNESOTA 55806-9749

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



**GET
MORE
FACTS**

Changing, Even in Good Times

Competition causes manufacturers and distributors to rethink the Green Industry's marketing chain.

by Bruce F. Shank, executive editor

After a slow start this spring, Green Industry distributors and manufacturers have rebounded making 1984 a considerable improvement over the past three years.

The number of products and product lines available to distributors continues to expand. Competition between product lines and between distributors is increasing.

The landscape manager and golf course superintendent benefit from this healthy situation. However, distributors in some areas are concerned. Credit problems leftover from the recession, increased competition, and changing distribution patterns are shaking out a few distributors and may eventually cause long-term adjustments to product distribution.

Distribution patterns

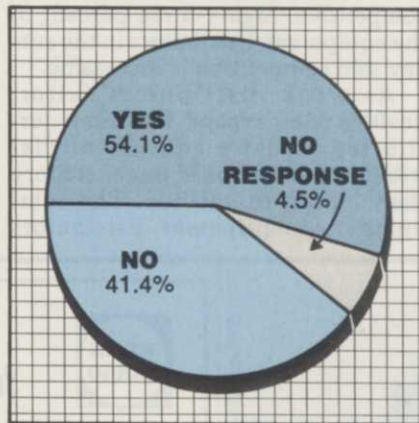
Manufacturers and distributors are taking a hard look at distribution chains. Forty-three percent of chemical and equipment distributors want more protection from other distributors in their territory. They also want to eliminate unnecessary layers (and commissions) in the distribution chain.

A variety of distribution arrangements exist. A chemical distributor often carries a number of competing brands and is not protected by a territory to the same degree as an equipment distributor. For this reason, manufacturers are less inclined to promote the distributor as well as the product.

Many equipment distributors (31 percent) carry chemicals to provide full service to their customers. Large regional distributors, such as LESCO, The Andersons, Lebanon, and United Agri-Products; are expanding their reach and are now competing with small regional chemical suppliers.

Vastly increased competition results. More than 90 percent of the distributors in the survey said excessive competition and price cutting are problems. Many small chemical sup-

As primary manufacturers expand their lines, are they pressuring you to replace equipment lines you carry with theirs?*



* Answers based on 133 equipment suppliers

pliers complain they can't compete on bids with the large regionals due to lower volume. They say profit margins are slipping dangerously and formerly loyal customers are taking the lower price of the large regional over the service of the small local supplier. Seventy-five percent think increased competition will force out a number of small chemical suppliers.

Chemical manufacturers are enjoying the purchases by large regional suppliers, reformulators, and large buyers like ChemLawn. Chemical product managers can plan production based on a few large orders rather than speculating on the purchases of many small buyers.

In some cases, chemical manufacturers can make a safe profit by selling technical or bulk chemicals to large national reformulators such as O. M. Scott, PBI Gordon, and Mallinckrodt. A few manufacturers, like Stauffer, prefer to sell to reformulators than to sell to hundreds of distributors. In the future, large chemical companies may

be inclined to leave selling the end user up to large reformulators.

Forty-two percent of the chemical distributors report increased demand by customers for bulk chemicals and custom blending. Distributors with reformulating ability have a definite advantage in these cases.

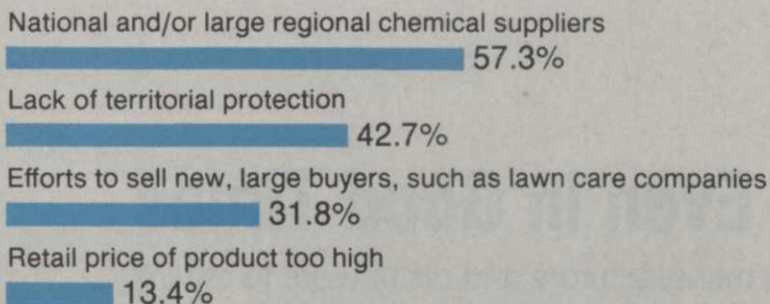
One possible scenario for future chemical distribution is the large reformulator supplying bulk products and the small local supplier supplying small quantities, much like the grocery store and the convenience store. Forty-eight percent of the suppliers said this is happening already. Forty percent indicated local distributors will stop trying to compete with larger suppliers and raise their prices to or near suggested retail.

Equipment distributors receive territorial protection because they need it. The investment in parts, inventory, service department, and labor is sizeable. For every three chemical distributors, there is one equipment distributor. For example, Jacobsen has roughly 50 U.S. professional turf distributors and SDS Biotech has about 150 turf chemical outlets.

Equipment distributors are loyal to one primary line, such as Toro, Jacobsen, and Ransomes; and usually carry a number of secondary lines, such as National, Cushman/Ryan, and Bunton that don't compete. Therefore, manufacturers of primary lines are willing to promote their products and the distributor.

Changes in equipment distribution are coming about for two main reasons. First, primary manufacturers have begun to make products which compete with secondary lines, such as walk-behind rotary mowers. For example, a Toro distributor who carried Bunton as a secondary line had competing products on his showroom floor this year. To make it a little more exciting, Bunton started importing a greens mower. Another example is Bobcat (Wisconsin Marine) which

What are the main reasons for price cutting?



was a common secondary line until Ransomes bought Bobcat.

The distributor is up tight because he is mainly dependent upon the primary manufacturer. The primary manufacturer is up tight because he is providing considerable support to a distributor who now carries a competitor's product.

Fifty-four percent of the distributors said primary manufacturers are pressuring them to replace secondary equipment lines with theirs.

Some distributors indicate the walk-behind rotary business is too competitive with John Deere and Exmark, as well as the primary manufacturers, entering the race. This may discourage primary manufacturers from expand-

ing with products where short liners can undercut them.

The second major reason for changes in equipment distribution is the 20 to 25 percent distributors pay dealers. In certain areas, such as the Northwest and the Mid-Atlantic, distributors often have dealer networks. Distributors are seeking ways to save the dealer cut so they can be more competitive. Eighty-three percent of the equipment distributors in the survey said competition is increasing.

As weak distributors falter, healthy ones expand into their territories. Today's equipment distributor seems to need more territory than before to survive. The total number of equipment distributors

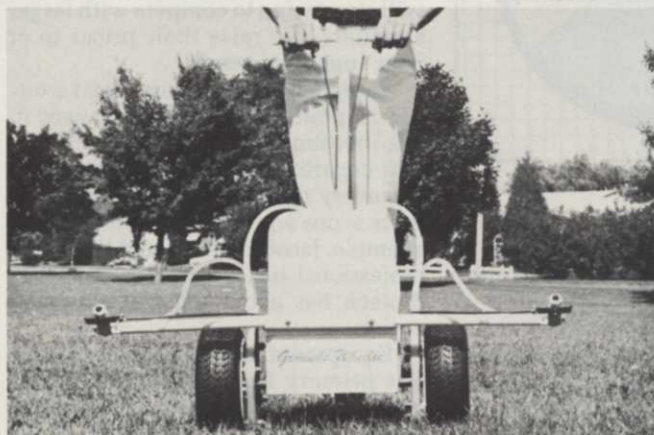
may drop in the future as a result.

Instead of maintaining a complete inventory at many locations, the distributor of tomorrow may have a central warehouse and small sales and service outlets in branches. In this way, the distributor receives the advantages of volume buying without the overhead of separate full branches.

The service truck may replace the branch service department as well. Nearly 70 percent of the distributors responding now offer job-site service. A customer's mechanic can talk to the distributor's mechanic by phone to correct many problems and the service truck can arrive at the customer's location at the same time parts arrive.

Advanced factory parts delivery systems are enabling forty percent of the distributors to reduce their parts inventories. Computerization at the distributor and manufacturer level will increase the efficiency of parts departments.

Thirty percent of the distributors reported their service departments were a break even or losing proposition. It also takes them an average of five days to turn around a piece of



*Patented

MOTORLESS LIQUID CHEMICAL SPREADER

The WS-480 Grounds Wheelie is the best designed, highest quality, most accurate and trouble-free liquid applicator manufactured. It features a motorless, ground-driven pumping system which does not require gasoline, batteries, cords or water hoses.

The Grounds Wheelie is used to apply liquid fertilizers, herbicides, fungicides, insecticides and growth regulators. The twin wheel pumps spray a fan of solution 6' wide at 1000 sq. ft. per gallon. Coverage is relatively unchanged by the speed at which the sprayer is pushed. The faster it is pushed, the faster it pumps.

The pumping system and the (6) gallon container are made of corrosive resistant materials. The spray comes from (2) nozzles in the form of tiny droplets providing a steady, uniform application which greatly reduces costly chemical drifting. The frame is fabricated of heavy gauge steel with fold-up booms. The shut-off controls are located on the handle grips. (Other models and sizes available.)

WHEEL SPRAY CORP.

Box 97, Delafield, WI 53018 — PH: (414) 646-8640



A GREAT TRAILER for TURF MANAGEMENT!



There is a Capacity to Fill Your Needs from 1-Ton to 5-Ton

Steel structured for maximum life and minimum maintenance. Wells Cargo trailers are an easy, economical, efficient way to haul nursery stock, fertilizer, seed, sprayers, implements, mowers... everything your job requires.

We have manufacturing sales & service facilities in IN, GA, TX, & UT and a national network of dealers to serve you.

For FREE literature call TOLL FREE 1-800-348-7533 or write

Wells Cargo, Inc.

P.O. Box 728-595

Elkhart, IN 46515

(219) 264-9661

equipment brought to their shops for service. Faster, more profitable options to service are being sought.

Distributors are not satisfied to act as service and parts suppliers to manufacturers when equipment is sold directly by the manufacturer to large buyers. Half the distributors said manufacturers they represent also sell direct to government or other large buyers within their territory. The assumption that the service business will make up for the loss in the sale is incorrect. A fifth of the distributors reported manufacturers also sell parts directly to equipment owners.

Advertising support

Overall, distributors of chemicals and equipment indicate a general satisfaction with support provided by manufacturers. Distributors receive a variety of sales incentives from manufacturers; including product brochures, advertising aids, show support, early order programs, and inventory financing packages. Manufacturers back up regional distributors with national advertising and marketing programs.

More than 80 percent of the 150 distributors responding said manufacturers share advertising costs. The most common assistance is direct mail and show pamphlets. Distributors use direct mail and show exhibits more than other marketing tools to support sales efforts. Half the distributors don't use these tools despite assistance from manufacturers.

One third of the distributors use newspaper and telephone directory advertising. One out of nine buys radio time and one out of 20 buys television time.

District sales managers of some manufacturers have promotional budgets and supply artwork and copy for advertising in regional newsletters and magazines. A marketing allowance, based upon sales by the distributor, is another way manufacturers help distributors pay advertising and show costs.

Nearly 90 percent of the distributors believe national advertising by manufactureres helps them sell in their area.

Manufacturers often help dis-

tributors finance inventories. The best deal seems to be a no-interest, no-payment floorplan program offered by a major equipment manufacturer. If the distributor commits to an inventory by August 1, he will not have to start paying interest on the equipment until the following August.

Early order programs are common for both chemical and equipment distributors. Reductions of ten percent or more are offered to distributors who order equipment in the fall instead of the next spring.

Delayed billing up to five months is offered by many chemical manufacturers. For example, a distributor may extend customer billing 60 days and the manufacturer will extend the distributor 90 days.

Seventy percent of the chemical distributors polled are concerned about their liability in case of misuse of pesticides by their customers. Half provide seminars to help prevent accidents by customers. They feel pesticide certification is an adequate test of safe pesticide use, but they (80 percent) believe all applicators of restricted use pesticides should be certified. **WT&T**



No need to own, load, haul and use plows, discs, rotary tillers, blades, drags or harrows to do the job.

Just one implement, the Roseman Tiller-Rake does the complete job quickly, efficiently and perfectly. Adjust pitch control wheel to scarify hardest ground, to till, pulverize, grade spread and finish-rake.

From rough construction sites to perfect seedbeds at tremendous savings in time, labor, equipment and cost.

**Thousands of satisfied users.
Order yours today.**

312-864-1842

Roseman Tractor Equipment Co.

2620 Crawford Avenue, Evanston, Illinois 60201, USA

Circle No. 152 on Reader Inquiry Card



The Thoroughbred of Lawn Grasses

Finelawn 1 Turf-Type Tall Fescue is a new standard of excellence when comparing fescues for turf use. It has a brighter green color, narrow tapering leaves of uniform quality plus improved resistance to heat, drought, and disease. Beauty and toughness of a stallion — it's what makes Finelawn 1 the preferred choice for home lawns, commercial lawns and recreation facilities.



Available at your local Lawn Seed Dealer.

Circle No. 146 on Reader Inquiry Card

SURFLAN® & ROUNDUP® PRESENT SOME OF THEIR MOST



A powerful combination with beautiful results. When you combat troublesome weeds and grasses with a tank-mix of Surflan® and Roundup®, you knock 'em down and keep 'em down. So tree and ornamental plantings, landscapings, fence-lines, roadways and other non-

cropland areas stay clean, neat-looking all season long.

The one-two punch starts with Roundup delivering a quick, complete kill. It follows with Surflan delivering six to eight months of dependable residual control of 22 different weeds—including such unsightly, seed-

germinating species as crabgrass, barnyardgrass, fall panicum, pigweed, johnsongrass and foxtail.

Surflan and Roundup in powerful tank-mix combination.

Immediate kill plus long-lasting preemergence control. You just won't find a more efficient, economical way to get un-

MEMORABLE PERFORMANCES.



Introducing
the new Quick Quart.

wanted weeds out of sight, out of mind. For Surflan, see your Elanco distributor. He also can show you the advantages of other cost-efficient Elanco products: Rubigan® fungicide, Balan® and Treflan® herbicides. Extra convenience for effective, season long weed control in

smaller areas: Surflan is now available in a one-quart container for quick, easy tank-mixing with Roundup.

Elanco Products Company,
A Division of Eli Lilly and
Company, Dept. E-455,
Indianapolis, IN 46285,
U.S.A.



Surflan®—(oryzalin, Elanco)
Roundup®—(glyphosate, Monsanto)

Rubigan®—(fenarimol, Elanco)
Treflan®—(trifluralin, Elanco)
Balan®—(bifenox, Elanco)

ELANCO

Turf and ornamental
products with benefits that
make the difference.

Selling Service

From humble beginnings, Michigan-based distributor Don Benham has built a \$3 million company on the premise that service, not volume, is the key to staying on top of the heap in the highly competitive chemical market.

by Ron Hall, assistant editor



Don Benham stands in the warehouse where he began his chemical business five years ago. He now uses three warehouses to supply his clients in Michigan and Ohio.

One idea and just five short summers ago Don Benham found himself with a used metal desk and a pair of card table chairs—one for him, the other for his sole salesperson, Paula Dietz. He housed his office in a warehouse behind a neat but small office complex near the scenic community of Walled Lake, MI, just outside of Detroit.

He'd put up everything he and his wife owned to start Benham Chemical Co., a chemical distributorship. In fact, he, his desk (which had been given to him by a friend), and his entire company occupied only half the warehouse. The other half was used by another company.

His idea was bold; to sell products from every major chemical manufacturer.

What he had going for him was 18 years experience in the chemical business (he had headed L & E Chemicals of the Long Equipment Corp.) and faith he could build a business based on the idea of service.

But, he had to convince the large chemical manufacturers he could serve them too, even though he would also be handling products from their competitors.

Benham, a large man with sharp blue eyes and streaks of silver in his hair, is a good businessman. He's also persuasive.

Gaining support

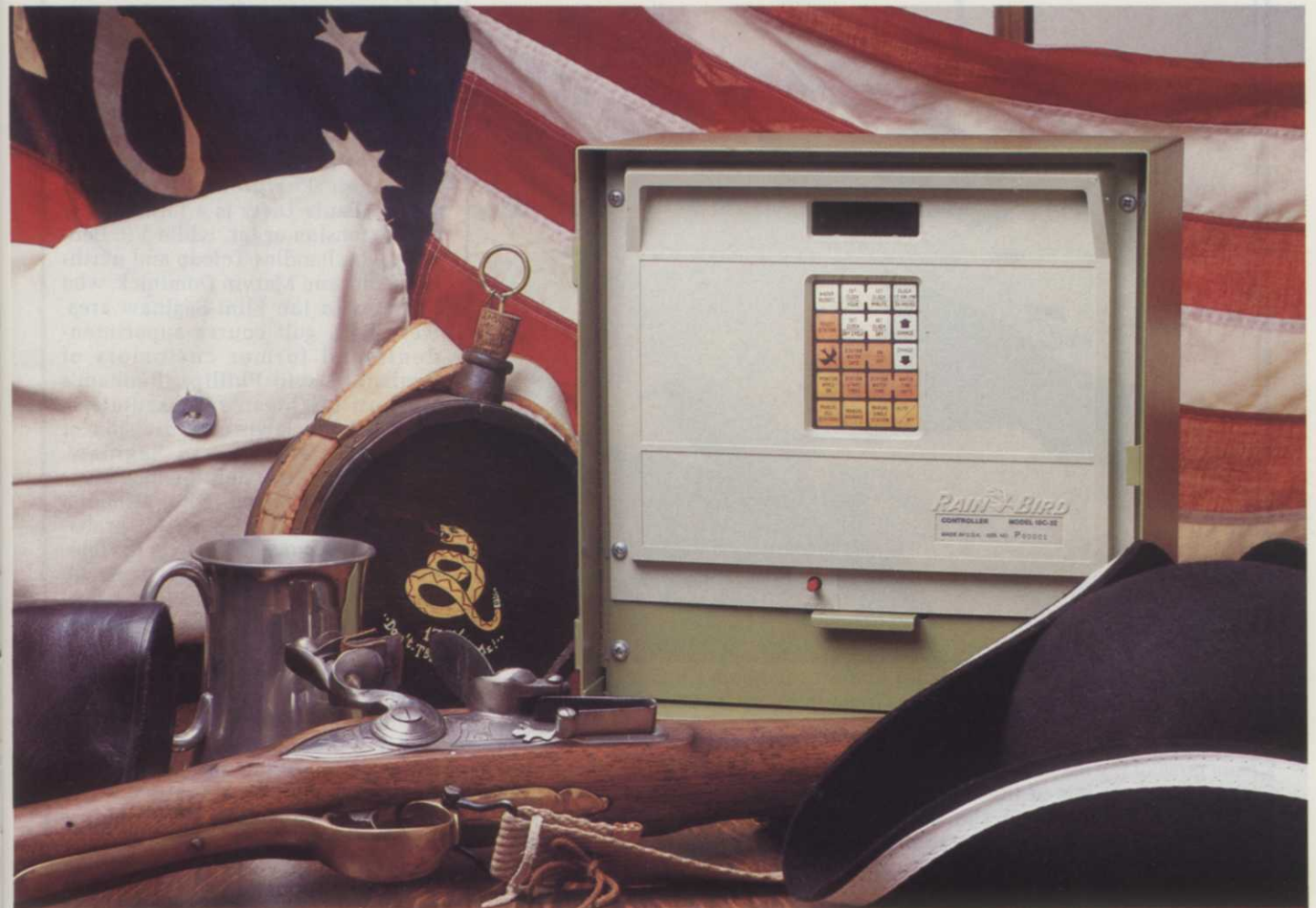
Although several manufacturers balked at his idea to represent all the major companies, he eventually gained their support, both in the form of selling him their products and extending him the credit to do so. First he reached an agreement with Estech, then with Mallinckrodt, picking up the Diamond Shamrock (now SDS) line of products shortly thereafter.

Benham was in business.

This August, Benham Chemical Co. celebrated its fifth year in business, its sales and office staff has grown from two to seven people, and the young company is anticipating a dollar sales volume of \$3 million during 1984.

Benham and his close-knit staff have built the company to the point that it receives annual recognition

A Declaration of Independence



Freedom of Choice with ISC Controllers

The ISC family of controllers allows specifiers, contractors and property owners unparalleled freedom to design, program and operate an irrigation system without compromising any one element for the good of another.

Independent Station Control means just that. . .total design independence. The Rain Bird ISC-16, 24 and 32 station controllers free you to design an irrigation system to meet every precise watering need.

These revolutionary new microcomputer controllers feature:

- Independent Station Control. . .precision control to program operating days, starting times and running times per station. . .independently.
- Water Budgeting. . .watering times can be changed in 25% increments for all stations simultaneously at the touch of a single Water Budget Key.
- Preprogramming Capability. . .set the program in your office for field installation up to 24 hours later.
- Open Access Keyboard. . .accepts instructions in any order and at any time—even during operation.
- Back-up Program. . .waters every station two times per day, five minutes per time.

The Rain Bird ISC family of controllers means independence. . .it's a good feeling.

For a brochure on the ISC-16, 24 and 32, write:

Rain Bird Sales, Inc. Turf Division, 145 N. Grand Ave., Glendora, CA 91740

Circle No. 148 on Reader Inquiry Card

RAIN BIRD[®]



General Manager Frank Forier also serves as Benham Chemicals' credit manager and has been active in the Green Industry for 25 years.

from most of the major manufacturers it represents as one of the top, if not the top, distributors in the entire nation; all this in a service area that covers southern Michigan, extending well into the central portion of the state, and all of northwestern Ohio; and all of this in a remarkably short time.

Benham credits several factors for the success of his company, not the least of which was his initial decision to sell service as well as products.

The best, not cheapest

"Everybody is out trying to sell chemicals cheaper," Benham said. "Of course, we want to be competitive, but we want to sell the proper chemical for the proper job and for a proper profit. We are not always the cheapest place. We feel that service to the customer is more important than price and we feel most of our customers realize this.

"It takes time sometimes to convince people that they need service. Golf course superintendents recognize they need the service, but many lawn care customers take awhile to realize it. We didn't build this business because we could sell it cheaper."

In line with this philosophy, Benham keeps modest stores of chemicals at small warehouses at his home office in Walled Lake and also at Grand Rapids in Western Michigan as a convenience for customers who have jobs that need immediate attention. His main warehouse is in Dearborn where his company shares shipping facilities with Terminal Sales Corp. which serves retail outlets with many of the same products.

His sales people drive vehicles, either station wagons or vans, that can haul small emergency shipments. The sales staff keeps in contact with the home office with portable "beepers." This is probably more of a convenience to his smaller customers who might need small supplies of a particular product to meet an emergency but Benham said he provides them the same service as the bigger accounts. The reason—as he discovered firsthand—is obvious.

"Five years from now the one-man, one-truck customer might be a major company," he pointed out.

Experienced staff

Another factor in the successful Benham equation is the experience and quality of his sales staff which

includes just about everybody on the payroll. Everybody sells, even the boss.

Frank Forier is the company's general manager. Prior to joining Benham's team he headed Terminal Sales Corp. and served as president of both the National Lawn and Garden Distributors Association and the Michigan Turfgrass Foundation (MTF). Paula Dietz is a former state turf extension agent, while Vic Bennett, who handles Toledo and northern Ohio, and Marvin Dominick, who operates in the Flint-Saginaw area, were both golf course superintendents and former customers of Benham. David Phillips, Benham's western Michigan representative, operated the lawn care division of McDonald Nursery in Saginaw. Rounding out the staff is Office Manager LuAnne Susick who, although not technically a sales person, probably takes as many orders over the telephone as anyone, Benham laughed. And the boss, Benham, is a board member of the MTF and, on this particular afternoon, was knee-deep in the planning of a regional Professional Lawn Care Association of America meeting.

All of the staff is active in various industry associations, something Benham insists is essential to the health of his business and the industry in general.

"The companies (manufacturers) are getting smarter," Benham said. "They want to see the background of the people selling their products."

What's ahead

Several major changes have occurred in the chemical business in the past five years and one of the most notable has been the rapid growth of the still relatively young lawn care industry. "Our biggest increases in sales came from the lawn care market," Benham said. "I didn't expect it to be that strong." Initially 95 percent of Benham's business was generated from golf courses, and although that continues to be a big part of his business (about 50 percent), the lawn care industry has literally taken off. What is remarkable, he feels, is that it occurred during the worst economic period in the Detroit/Toledo area since the Depression.

"We grew during those periods when the industry went kaput," Benham said. The company met its first-year \$550,000 sales goal and has made "significant increases" each

OUR GANG.

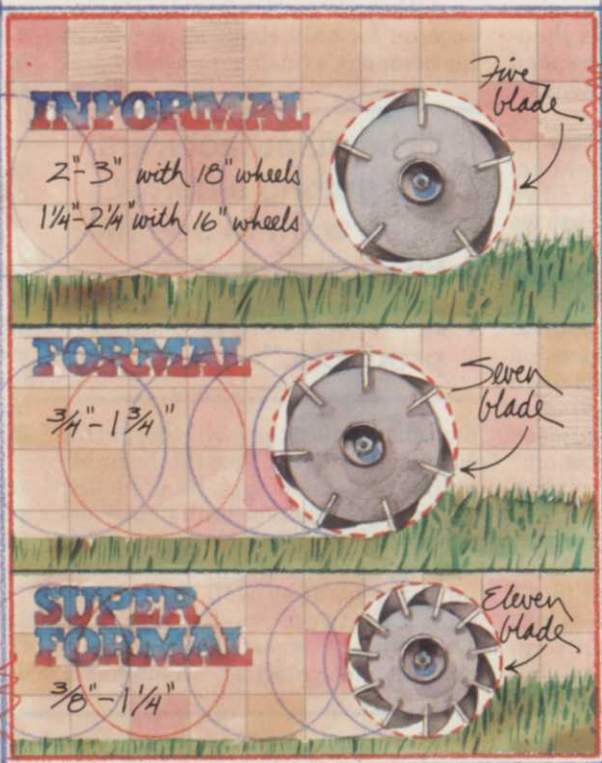
INTRODUCING TORO'S FULL LINE OF REELMASTER™ GANG MOWERS.

Now there's a new breed of gang mower that's tough enough to take on any turf. From golf course to school yard. Park grounds to athletic field.

Our Reelmaster™ 5, 7 and 11 blade gang mowers deliver a superb quality cut and finished look. Whether you need a short, super-formal cut. Or a longer informal cut. Or something in-between.

Yet all three also deliver renowned Toro durability to keep you cutting.

We engineered all three with the bedknife optimally positioned in relation to the center line of the reel.

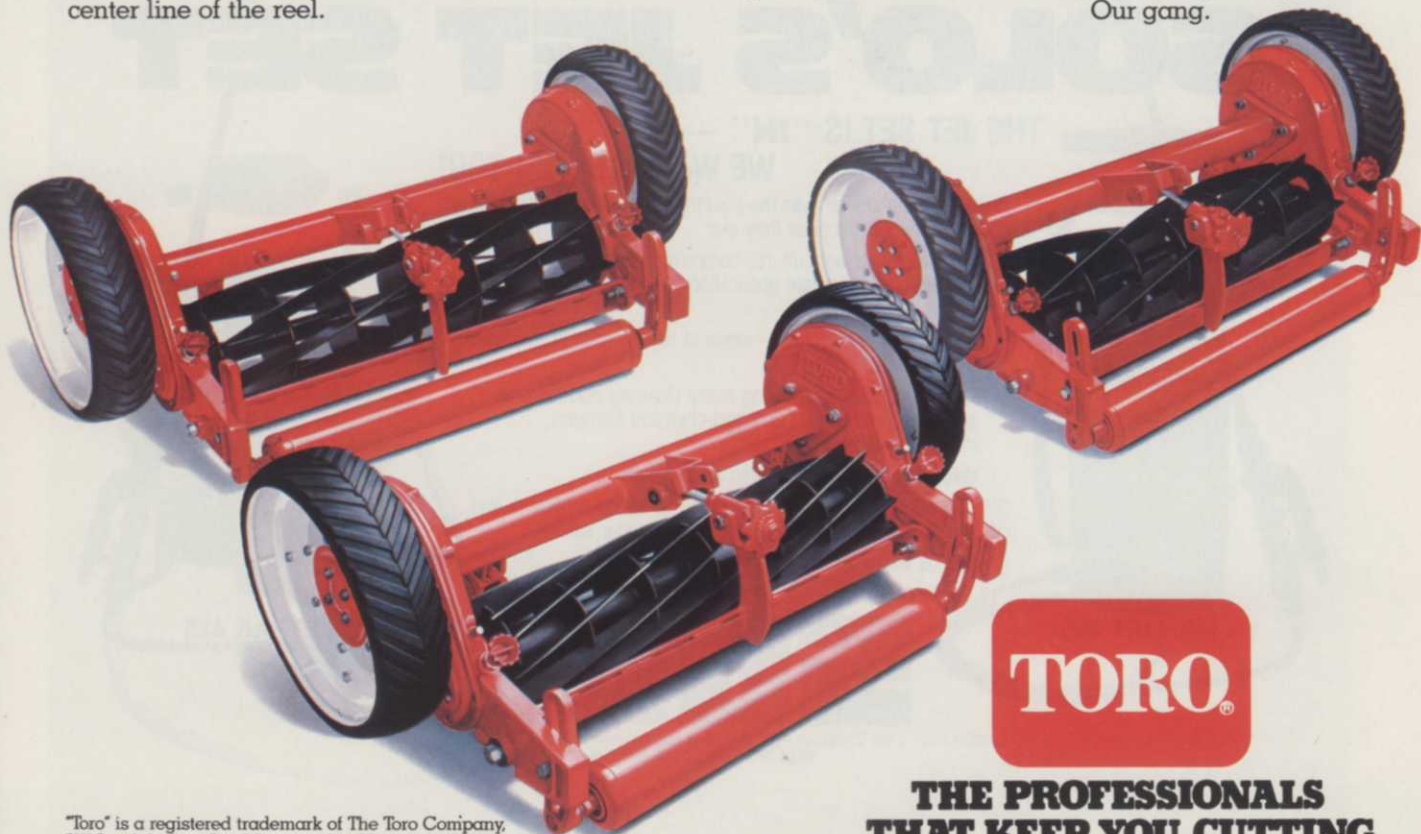


This cuts down on stragglers that can detract from the finished look of your turf.

All three were designed to discharge clippings in a high vertical arc, so they disperse and settle evenly. And all three reduce clippings accumulation and clumping, for the cleanest possible finish, even in wet grass.

In addition, we incorporated other great Toro features. Like our exclusive single knob bedknife-to-reel adjustment to maintain the quality of the cut. And seven spiders for increased durability. As well as Toro's proven gear drive for less downtime and fewer repairs.

Want to know more? Call your Toro distributor today. Ask him to tell you about the toughest gang on any turf: Our gang.



**THE PROFESSIONALS
THAT KEEP YOU CUTTING.**

Toro® is a registered trademark of The Toro Company, 8111 Lyndale Ave. So., Minneapolis, Minnesota 55420.

year since. "We passed my five-year projection in the second year," he added. In more recent years he's been more accurate in predicting sales. "Last year we were within \$14 thousand of what we predicted. We spend a lot of time working on our figures," Benham said.

There are no immediate plans for territorial expansion for Benham Chemical. "We've had to turn down business from other areas because we can't service them like we would like to," Benham explained.

But, he continues to seek controlled expansion within his business area. "We have a lot more expansion and a lot more things to do in our own area, but we're actually having to watch a little that we don't grow too much and grow out of our location."

The growing sales of bulk chemicals to lawn care businesses seems to fit Benham's service philosophy perfectly and he is openly enthusiastic about it. His company entered into a unique agreement with Bulkem Inc., Normal, IL, last fall to be that company's exclusive representative in his

area. "We stopped being competitors and started being the same company," Benham explained.

Although bulk chemical sales account for only about 10 percent of his company's business now, he pre-

"The manufacturers are getting smarter. They want to see the background of the people selling their products."

dicts that by 1986 they will account for 40 percent. "It's changed this business entirely," Benham said. He predicted a growing market for bulk liquid fertilizer and revealed his company is contemplating putting up its own bulk fertilizer plant as well, perhaps as soon as next year.

There are several reasons, economical and ecological, why Benham

believes the bulk chemical and fertilizer markets will grow. Price is the most obvious, particularly to companies that would use the contents of a 220 or 550-gallon tank of chemicals in a season. Purchasing by bulk also eliminates the problem of storage and disposal of empty, potentially harmful drums and containers. Some of the company's customers now have permanent tanks for each individual chemical.

The Benham Chemical Co. has come a long way since occupying half of the warehouse behind his present office although he still uses the same metal desk that was given to him by a friend. And he still follows the same business philosophy based first and foremost on service.

Benham is entitled to flash a wide smile when he relates how new acquaintances not familiar with the Green Industry react when hearing about his business.

"The guy might look at me and say, 'Can you make a living doing that? What do you do in the winter?'"

WT&T

SOLO'S JET SET

THE JET SET IS "IN" —
WE WANT YOU IN TOO!

Right now, people all over the country are asking for SOLO quality sprayers, because they are:

- I**Nvaluable for agriculture, horticulture, pest control, sanitary and industrial application, or just around the house and campsite.
- I**ndifferent to corrosion - made of high-impact plastic with VITON seals.
- I**ndispensable for applying many cleaning solutions, all approved pest control and agri-chemical formulas, including herbicides.
- I**ncomparable in capabilities and service.

SOLO products, supported by strong marketing programs and co-operative advertising support will boost your sales.

Contact us today for detailed information.



HANJET 455

SOLO

SOLO INC., 5100 Chestnut Ave., P.O. Box 5030, Newport News, Va. 23605-0030
(804) 245-4228 Telex 823-664



JETPAK 425

THE PARENTS OF PENNCROSS

1. Pennlu 2. 9(38)5 3. 11(38)4



The production field pictured produces the certified Pennncross bentgrass that's praised by the pros.

Distinctive stripes in the Pennncross creeping bentgrass production field above mean the seed produced is certified Pennncross seed. When Burt Musser of Pennsylvania State University released Pennncross in 1954, he set up strict reproduction parameters for his three parent strains that assure uniformity, natural disease resistance and mowability that haven't been matched in 30 years. Without the stripes in the field you don't have Pennncross on your green. And don't let anyone tell you that you can mix Pennncross with something almost as good.

Warren Bidwell, Turf Consultant, will speak to your turf management or superintendents group. Call Tee-2-Green Corp. for details.



Pennncross and Penneagle, The 'Penn Pals' from Tee-2-Green Corp.
P O Box 250 Hubbard, OR 97032 • 503 981-9574 • 1 800-547-0255 • TWX 510-590-0957

Jenkins Machinery Co.

One of two original Ransomes distributors, partners Howard Jenkins and Ben Fuller switched from big equipment to turf.

by Bruce F. Shank, executive editor

Ten years ago Howard Jenkins was enjoying a successful career with a Caterpillar Co. dealer as divisional vice president, general manager. He knew backwards and forwards construction equipment distribution, sales, and service. But, he had just a homeowner's knowledge of turf.

Within two years he owned a Massey Ferguson dealership east of Oakland, CA, and soon was one-half of Ransomes' distributor network in the U.S.

Today, Jenkins and his partner Ben Fuller own one of 33 Ransomes distributorships in the United States. Jenkins Machinery Company is putting finishing touches on an office addition to its Concord facilities, located strategically among San Francisco, Sacramento, Stockton, and San Jose. Jenkins also has a branch in Long Beach, CA, and sales rep in Oahu, HI.

As the oldest, continuously operating Ransomes distributor, Jenkins has witnessed the development of the Ransomes distributor organization as the British manufacturer of reel mowers and tractors fought to take its place next to Jacobsen and Toro.

Earthmovers to mowers

Maybe it was the simplicity of a small Massey Ferguson dealership in Concord, then a sleepy rural community 35 miles east of San Francisco, that attracted Jenkins away from his Caterpillar job.

"This was a little country agriculture store in 1976," Jenkins reflects, "in transition from small agricultural to industrial as Oakland's and San Francisco's population spread eastward. Construction was beginning to pick up. The two-lane rural highway in front of our store became a major highway."

Then came the turf connection. A company called Pengro in South San Francisco needed tractors for its new line of reel gang mowers from Great Britain. The mowers were made by Ransomes and it told its three North American distributors at the time;

Pengro, Turfco in Florida, and Duke in Canada; its reels were best adapted to Massey Ferguson and Ford tractors. Jenkins sold the Massey Ferguson tractors to Pengro for its territory, the western half of the U.S.

Ransomes was no youngster to the mower business, having manufactured the first reel mower in 1832. But the company had confined its marketing to reel products and to British-connected countries, such as Australia, Scotland, South Africa and Canada, until the 1970's.

Jenkins observed the potential of the Ransomes line and purchased Pengro. He also took on a former asso-

ciate at Caterpillar as partner, Ben Fuller, to help him manage the company as it expanded.

A support network was created to enable the company to service customers in states as far away as Texas. It is based upon a complete parts inventory, an 800 telephone number for service, travelling service seminars, and mechanic-to-mechanic phone support.

"If we have to fly a mechanic to a customer in another state we will," Jenkins states. "Of course, we do all we can over the phone to make sure the trip is necessary. But, we believe perceived problems are as important



Jenkins and Ransomes/Massey Ferguson combo that put him in the turf business originally and now represents his growth market.



Partners Fuller and Jenkins (left to right) both came from Caterpillar dealers.



Stanley Vidmar parts chests hold 400 pounds of small parts in each drawer, save space, and do away with the loose bins.

as real problems when a customer has a critical piece of equipment down."

As sales grew, Jenkins and Ransomes saw the need for a line of rotary mowers. In 1978, Dane Scag, chairman of Wisconsin Marine, and Ransomes signed an agreement for Ransomes to market the Bobcat line outside the U.S. One year later, Ransomes signed a four-year agreement to purchase Wisconsin Marine and began to combine its reel line with the Bobcat rotary line in the U.S.

This created a problem for Toro and Jacobsen distributors who carried Bobcat, since the Ransomes' reel lines competed against them. Bobcat's distributor organization had to be rebuilt to include the Ransomes reel products.

It was also a mixed blessing to Jenkins who now had a line of rotary mowers but he stood to lose a large part of his territory to new distributors. Jenkins weathered the storm and now concentrates efforts on California, Nevada, and Hawaii even though he has strong ties with old customers in Oregon, Arizona, Texas and Washington.

Eye on California

"California is definitely a unique market," Jenkins claims. "There are 24 million people in California, 17 million in the Los Angeles area and four million in the San Francisco area. The state has 700 golf courses, thousands of landscape contractors, but comparatively little maintained turf. With an average of only 17- to 21-inches of concentrated rainfall per year, irrigation is essential for turf."

Nevertheless, turf is Jenkins' growth market. He plans to add more "short-lines" to expand his turf business. Also, Jenkins claims, "Ransomes is dedicated to be a full-line turf manufacturer."

The industrial line, tied closely to residential construction, is improving. In addition to Massey Ferguson, Jenkins carries Fiat-Allis, J.I. Case, and other complementary products.

California was a good location to begin a distribution base for Ransomes. California buyers offer very little resistance to foreign products.

Serving the California market may also be unique. "You need a fresh paper approach to business out here," Fuller states. Fuller, who is also a councilman in Benicia, CA, concen-

GET THE TRIMMER/ CUTTERS WITH THE STRONGEST ROOTS.



**Always First
Always Outlasts**

35 Years...

Est. 1949

JP420

8" Tri-Kut Weed
Blade, T&P
Two-line
Monofilament
Head standard
equipment.

In 1952, Hoffco built a special gasoline-powered portable brushcutter for the U.S. Forestry Service: A fast, dependable way to clear firebreaks and save trees.

In 1972, Hoffco engineered and built the first gasoline-powered monofilament line trimmer for homeowners: A quicker, better way to trim along walls and edge along walks.

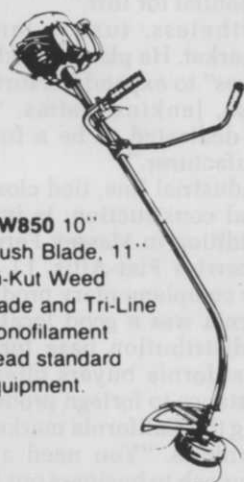
In 1984, Hoffco makes the only full line of gasoline-powered trimmer/cutters: Faster, easier ways to trim grass, cut weeds, clear brush.

In today's market, you need a full line of gasoline powered portable clearing equipment that handles the tough jobs, the easy ones and everything in between. You need a well-engineered, quality-made product that works right and holds up. You need parts service you can depend on for years to come.

You get it all from Hoffco, the company with the strongest roots. Ready for the growing seasons ahead.



*HOFFCO HEAVY-DUTY,
BRUSHCUTTER, EARLY FIFTIES.*



WW850 10"
Brush Blade, 11"
Tri-Kut Weed
Blade and Tri-Line
Monofilament
Head standard
equipment.



WT320H 8"
Tri-Kut Weed
Blade, T&P
Two-line
Monofilament
Head standard
equipment.



WT160HT 8"
Tri-Kut Weed
Blade, Automatic
"tap" feed
Monofilament
Head standard
equipment.

For further information write:

HOFFCO, INC., Dept. WTT4-984
358 N.W. "F" St., Richmond, IN 47374 Telex 20212
Circle No. 126 on Reader Inquiry Card

trates on government bid work and leasing. "When you go to a bid opening often there are six distributors there just to sell one mower. You have to know the rules of the game. Fill out the form wrong and you are disqualified.

"You have to work with the municipality or golf course," Fuller points out. "Roughly 20 percent of private golf clubs prefer to lease to conserve cash. Leasing brings cash flow more in line with depreciation and is very common in the big equipment business. It makes no difference to us if a customer leases or not, since we simply sell the equipment to a leasing company instead of to the customer."

"You have to be competitive in both price and service," Fuller continues. "You can't accuse a customer's mechanic of doing a bad job of maintenance, you have to educate him in a helpful way."

"Service is a service, not a money-making item for us," claims Jenkins. "We try to stock every part for every mower model we have sold, even frames. We make our own hoses and have tool and die shops make parts for discontinued models."

Small parts are stored in space-saving cabinets made by Stanley Vidmar, Allentown, PA. The parts inventory is kept on computer with weekly printouts. A new IBM 36 computer system will replace the present system when the new offices are completed.

One victim of the competitive California market is two-step distribution, where a distributor has a group of dealers under him. "Two-step distribution is a thing of the past in large grass machinery," says Jenkins. "You just can't give away 20 to 25 percent to a dealer," Fuller exclaims.

Proof is the people

One thing Jenkins is clearly proud of is the employees commitment to Jenkins Machinery. Four out of the original six employees are still with the company. Retired general sales manager Jim Dean, still comes in part time to handle promotional mailings and market surveys. Jenkins staff today numbers 27 and maintains an informal family-type atmosphere.

Jenkins still leans toward the reel mowers he took on six years ago. "With the population density here customers feel safer with reels." "Besides, rotaries have become a commodity item," Fuller points out.

"Turf is clearly our growth market today," Jenkins concludes. **WT&T**

B. Hayman Co., Inc.

Frontiersmen in turf

by Bruce F. Shank, executive editor



McMicken at headquarters in Santa Fe Springs, CA.

Pioneers have been running the B. Hayman Company since 1876. More than once the company's management has left comfortable businesses for more promising ones.

A true rags-to-riches Americana story unfolds as current chairman Ray McMicken describes the background of this major West Coast Jacobsen distributorship.

Sailing to a new frontier

Fourteen-year-old Benjamin Hayman, a blacksmith apprentice in Plymouth, England, left the Old World for the New Frontier in 1862.

Stories about the California Gold Rush and the cities it created encouraged him to sign on as shipsmith on a windjammer sailing to San Francisco. After establishing himself as a smithy in San Francisco, he moved 400 miles south to the growing Los Angeles area and became a wagon maker. Wagons and buggies became the stock and trade of the B. Hayman Carriage Repository in Los Angeles, CA, in 1888.



McMicken's energy is evidenced as he voices his opinions on mechanics training for more complex turf machinery.

Part of the farm revolution

As the Los Angeles area began to develop into the nation's largest agricultural supplier (in dollar volume), Hayman began concentrating on agricultural implements. His son Will and partner Thomas Osborn continued to

expand the farm equipment business after Benjamin's death in 1923.

After World War II, Signal Corps officer and instructor Ray McMicken found it difficult to find a radio engineer's job in Los Angeles. McMicken had married Eleanor Osborn six months before Pearl Harbor. Her father Thomas Osborn and partner Will Hayman recognized McMicken's drive. They invited him to work in the parts department until he could find a radio engineer's job.

McMicken quickly gave up thoughts of becoming a radio engineer and started learning the equipment distribution business, working his way into sales and then management.

Early recognition of turf

As a member of the Los Angeles agricultural committee in the early 50's, McMicken saw the value of land in Los Angeles County rise from \$100/acre to more than \$20,000/acre. He watched with interest the first golf courses springing up in the county and the swelling population which required more schools, parks and cemeteries. Although the agricultural potential of LA County had not peaked, McMicken told his in-laws it was time to change the business again.

"We have been in turf since its major inception in Southern California," McMicken boasts. B. Hayman was also quick to establish a branch in the Hawaiian Islands in 1960, as they started to boom.

The conversion was modest at first as B. Hayman took on the Worthington and Jacobsen mower lines. In 1968, B. Hayman left agriculture altogether, expanding with National, Olathe, Turfco, Sodmaster, Smithco, Par-Aide, Standard and Heckendorn. B. Hayman tied its future to turf.

"When we started selling turf equipment, a greens mower sold for \$385 and a turf tractor for under \$10,000," McMicken recalls. "Today a greens mower is more than \$2,000 and turf tractors go for \$25,000 to \$50,000. But, the machines are much more complex. Unfortunately, very few in the industry have prepared them-

"I often ask greens committee chairmen if they would let their golf course mechanic work on their \$35,000 Mercedes," McMicken jokes. "When they say 'Of course not', I explain the equipment the golf course mechanic maintains is often as expensive and as complex as their Mercedes." It's B. Hayman policy to always ask the superintendent if it's okay to talk to the greens chairman.

"Universities aren't set up to train our mechanics, neither are community colleges," says McMicken. B. Hayman is a major contributor and scholarship giver to Cal Poly, Pomona, and the University of California. "We think a good answer is a series of late afternoon classes, three times a week for a month. We will put on four of these clinics for our customers mechanics this year."

The company was one of the first to place its parts inventory on computer. The computer keeps track and automatically reorders more than 16,000

items valued at \$500,000. The system balances inventory with demand and speeds up shipping. The parts manager can check supplies while on the phone with a customer. Parts ordered by 2 p.m. will be delivered to the cus-

"The greatest asset any equipment manufacturer has is a strong, dedicated distributor organization."

—McMicken

tomers by noon the next day. Jacobsen recently instituted a factory computerized parts system linking distributors directly to its parts shipping and manufacturing operations.

B. Hayman depends heavily on

mobile service trucks and training mechanics to do their own repairs. "With an area as huge as Los Angeles, it's not sensible to bring in a piece of equipment to the distributor," McMicken advises.

Listening to customers

Golf courses are B. Hayman's primary customers, followed by municipalities, schools, and landscape maintenance contractors. The maintenance contractors in his area would like a manufacturer to make a professional grade reel mower with 30- to 40-inch swath. "You have to realize it's almost impossible for a large national manufacturer to make products for a limited region," McMicken defends. "The big three started as manufacturers of golf course equipment, but they who are beginning to recognize other potential markets for equipment."

The golf course superintendents in his area would like to see a workable certification program to protect the reputation of skilled superintendents and to recognize the growing complexity and training needed to be a superintendent today. "USGA, PGA, and NGF should get behind GCSAA's certification program to make it a job requirement," McMicken urges.

The next frontier

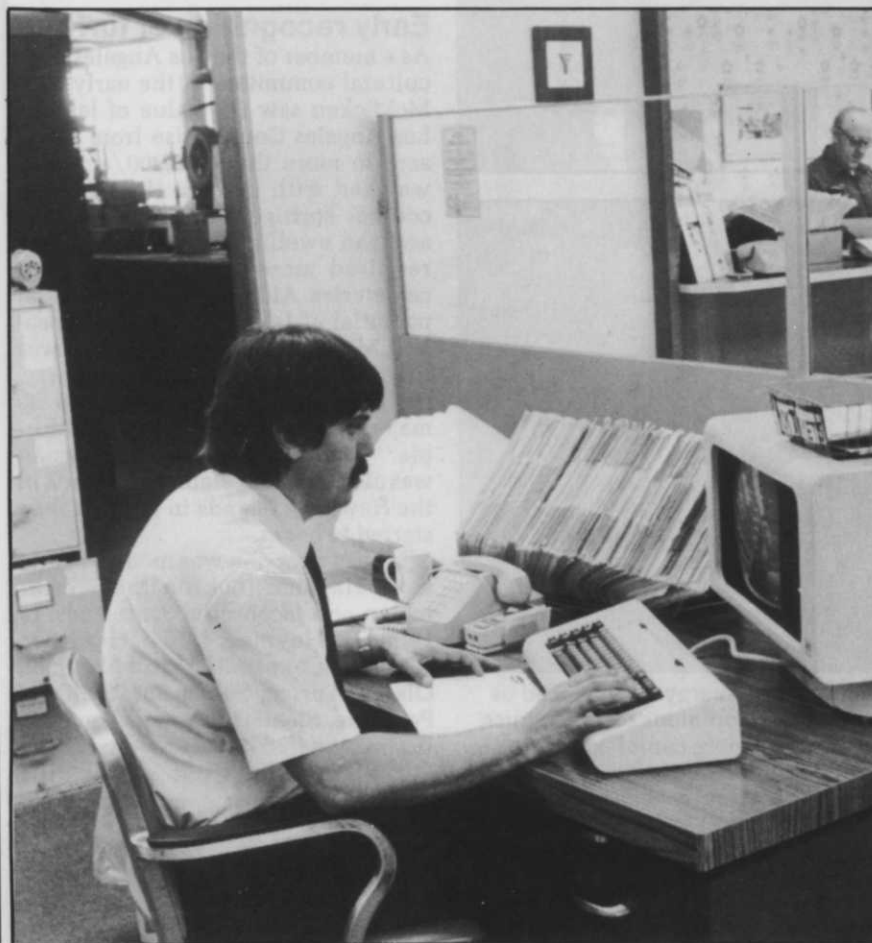
McMicken admits it hasn't always been easy. "Every Jacobsen distributor has gone through at least one hellish period in the last 15 years. Let's just say we were relieved in 1978 when Textron purchased Jacobsen and allowed Jacobsen management to rethink distributor relations. Today, the greatest asset any equipment manufacturer has is a strong, dedicated distributor organization."

"To understand Jacobsen," McMicken explains, "you really have to understand Royal Little, the founder of Textron." His successes with Homelite, E-Z-Go, Bell Helicopters, and Jacobsen are based upon giving division managers authority to run their own show, compete against other division managers, and be well compensated by performance bonuses." *Fortune* magazine has published an in-depth profile of Little.

McMicken, after being president for 19 years, passed the title in June to Robert Henshaw, vice president and former Jacobsen manager. McMicken will serve as board chairman.

Henshaw sees the next frontier for B. Hayman to be landscape and people mover equipment.

WT&T



Parts orders are processed instantly by the customer service representative into the computer system which tracks more than \$500,000 in parts.

DIAZINON INSECT DUST	08-840	24OZ	21	40.18	37.37	36.16	2.79
	08-500	874LR	35	43.10	40.08	38.79	8.98

DIAZINON SPRAY	4-150	12/PT	4	36.22	40.22	40.76	6.29
	4-160	12/PT	28	39.73	37.33	71.15	10.98
	4-500	6/GAL	27	59.73	62.12	58.26	17.98

WEEDS TREES & TURF

1985 BUYER'S GUIDE

DORMANT OIL SPRAY	25-150	12/QT	27	43.06	40.05	38.75	5.98
	25-200	4/GAL	3	47.75	45.00	43.00	16.98

DUPRAN INSECTICIDE	17-140	12/PT	20	38.26	46.74	43.23	6.98
	17-160	12/QT	37	86.26	80.22	77.63	11.98

EQUIPMENT 36

GARDEN GUARD	37-380	12OZ	12	20.09	18.68	18.08	2.79
--------------	--------	------	----	-------	-------	-------	------

EQUIPMENT COMPANIES 64

	17-140	12/PT	20	47.38	44.06	42.64	3.29
	17-160	12/QT	37	85.95	33.43	32.36	7.49
	37-960	48/1LR	62	94.75	88.12	85.28	3.29

CHEMICALS 84

KELTHANE	80-450	12/4OZ	5	21.46	19.96	19.31	2.98
----------	--------	--------	---	-------	-------	-------	------

CHEMICAL COMPANIES 93

MALATHION 50% SPRAY	60-450	12/4OZ	5	23.68	22.03	21.32	3.29
---------------------	--------	--------	---	-------	-------	-------	------

SEED VARIETIES BY COMPANIES 97

	60-520	12/8OZ	12	33.77	31.41	30.39	4.69
	60-140	12/PT	22	53.93	50.16	48.54	7.49
	60-160	12/QT	42	93.46	86.92	84.11	12.98

PESTROY	64-460	12/32OZ	25	50.26	46.74	45.23	6.98
---------	--------	---------	----	-------	-------	-------	------

	64-510	6/GAL	24	30.07	29.10		8.98
--	--------	-------	----	-------	-------	--	------

	64-200	4/GAL	33	39.04	37.78		17.49
--	--------	-------	----	-------	-------	--	-------

ROACH-KU	45-550	6/GAL	10	37.76	35.12	33.98	10.49
----------	--------	-------	----	-------	-------	-------	-------

	45-200	4/GAL	10	30.56	28.42	27.50	8.49
--	--------	-------	----	-------	-------	-------	------

DEVIN 50%				32.33	30.07		4.49
-----------	--	--	--	-------	-------	--	------

				104.33	97.03		14.49
--	--	--	--	--------	-------	--	-------

							6.69
--	--	--	--	--	--	--	------

							2.29
--	--	--	--	--	--	--	------

							3.98
--	--	--	--	--	--	--	------

							2.79
--	--	--	--	--	--	--	------

							3.98
--	--	--	--	--	--	--	------

							9.98
--	--	--	--	--	--	--	------

							9.98
--	--	--	--	--	--	--	------

DORMANT OIL SPRAY	25-150	12/QT	27	43.06	40.05	38.75	5.98
-------------------	--------	-------	----	-------	-------	-------	------

	25-200	4/GAL	3	47.75	45.00	43.00	16.98
--	--------	-------	---	-------	-------	-------	-------

INSECTICIDE	17-140	12/PT	20	38.26	46.74	43.23	6.98
-------------	--------	-------	----	-------	-------	-------	------

	17-160	12/QT	37	86.26	80.22	77.63	11.98
--	--------	-------	----	-------	-------	-------	-------

GARDEN GUARD	37-380	12OZ	12	20.09	18.68	18.08	2.79
--------------	--------	------	----	-------	-------	-------	------

	37-840	24/1LR	34	47.38	44.06	42.64	3.29
--	--------	--------	----	-------	-------	-------	------

	37-960	48/1LR	62	94.75	88.12	85.28	3.29
--	--------	--------	----	-------	-------	-------	------

	37-560	48/1LR	62	94.75	88.12	85.28	3.29
--	--------	--------	----	-------	-------	-------	------

KELTHANE	-450	12/4OZ	5	21.46	19.96	19.31	2.98
----------	------	--------	---	-------	-------	-------	------

	-360	12/8OZ	12	35.86	33.35	32.27	4.98
--	------	--------	----	-------	-------	-------	------

MALATHION 50% SPRAY	60-450	12/4OZ	5	23.68	22.03	21.32	3.29
---------------------	--------	--------	---	-------	-------	-------	------

	60-520	12/8OZ	12	33.77	31.41	30.39	4.69
--	--------	--------	----	-------	-------	-------	------

	60-140	12/PT	22	53.93	50.16	48.54	7.49
--	--------	-------	----	-------	-------	-------	------

	60-160	12/QT	42	93.46	86.92	84.11	12.98
--	--------	-------	----	-------	-------	-------	-------

PESTROY	64-460	12/32OZ	25	50.26	46.74	45.23	6.98
---------	--------	---------	----	-------	-------	-------	------

	64-510	6/GAL	24	30.07	29.10		8.98
--	--------	-------	----	-------	-------	--	------

	64-200	4/GAL	33	39.04	37.78		17.49
--	--------	-------	----	-------	-------	--	-------





1. Equipment

Aerators, Aquatic

Barebo Inc/Otterbine
Clean-Flo Laboratories Inc
Kembro Inc

Aerators, Soil

Brinly-Hardy Co
Cambridge Soil Services of America
Cushman/Ryan-OMC Lincoln
Dedoes Industries Inc
Feldmann Engineering & Mfg Co
Hahn Inc
Holland Hitch Co
Howard Rotovator Co
Industrial Leasing Corp
Jacobsen Div Textron Inc
F D Kees Mfg Co
Mathews Equipment Co
Olathe Mfg Inc
Royer Foundry & Machine Co
Ryan Turf/OMC Lincoln
Solo Inc
Terracare Products Co
Trac N Combo
Westheffer Co
Yard Vac Prods Inc
Young Industries

Aerial Lifts

Hi-Ranger Inc
Promark Products Inc

Agitators

Agrotec Inc
Broyhill Co
Friend Mfg Corp
Hypro Div Lear Siegler Inc
Kembro Inc
Kuker Industries Inc
Master Sprayers Inc

Anchors, Earth

A B Chance Co
Foresight Industries Inc
Fox Valley Marking Systems Inc
Karl Kuemmerling Inc
Trees Inc

Aquatic Weed Eating Fish

Sea-Ranch

Aquatic Weed Harvesters

Aquamarine Corp
Hockney Underwater Weed Cutters
Kembro Inc
Mud Cat Div National Car Rental System Inc

Augers

Bingham Equipment Co
Roscoe Brown Corp
Bush Hog Implements
Feldmann Engineering & Mfg Co
Ground Hog Inc
Highway Equipment Co
Hoffco Inc
International Reforestation Suppliers Inc
Karl Kuemmerling Inc
McMillen Div
Melroe Div Clark Equipment
Milwaukee Electric Tool Corp
Pitman Div
Safety Test & Equipment Co
Seymour Mfg Co
P E Skaling Soilmoisture Equipment Corp
Solo Inc
Stihl Inc
Union Fork & Hoe Co
Vermeer Mfg Co

Backfillers

Roscoe Brown Corp
Bush Hog Implements
J I Case Drott Div
Ditch Witch
Guest Industries Inc
Industrial Leasing Corp

Back Hoes

American Trencher
Ariens Co
Bingham Equipment Co
Roscoe Brown Corp
J I Case
J I Case Drott Div
Caterpillar Tractor Co
Deere & Co
Ditch Witch
Dynamic Industries Inc
Ford North American Tractor Operations
Industrial Leasing Corp
Ingersoll Equipment Co
Kubota Tractor Corp
Massey-Ferguson
Master Craft Industrial Equipment Corp
Melroe Div Clark Equipment
Seaman-Parsons Corp
Vermeer Mfg Co
Woods Div Hesston Corp
Yanmar Tractor (USA) Inc

Batteries, Turf Vehicles

Goodall Div Bunton Co
Gould
Professional Turf Specialties

Battery Chargers

Deere & Co

Ford North American Tractor Operations
Milwaukee Electric Tool Corp
Professional Turf Specialties

Beach Cleaners

Atwater Strong Div
Glenmac Inc
York Modern Corp

Benches

Algoma Net Co
American Playground Device Co
Architectural Precast Inc
Clean City Squares Inc
Columbia Cascade Timber Co
Grand Rock Co
Kay Park Rec Corp
Landscape Structures Inc
Miracle Recreation Equipment Co
Playworld Systems
Rotocast Plastic Products Inc
Trojan Playground Equipment Mfg Co

Blades, Mower

Ariens Co
Arizona Power Equipment Co
Bomford & Evershed Ltd
Buck Haven Industries Inc
Cushman/Ryan-OMC Lincoln
Deppe Ag* Tec Ltd
Ford North American Tractor Operations
Goodall Div Bunton Co
Lesco Inc
MTD Products Inc
Orbex Inc
Power Lawnmower Parts Inc
Rhino Products Inc
Sensation Corp
Sensation Power Equipment Div Gilson Bros Co
Terrain King Corp
Tiger Corp
Toro Co Commercial Prods
Woods Div Hesston Corp
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Blades, Dozer/Scraper

American Trencher
Ariens Co
Arizona Power Equipment Co
Auburn Consolidated Industries Inc
Bingham Equipment Co
Bomford & Evershed Ltd
Roscoe Brown Corp
Bush Hog Implements
J I Case
Excel Industries Inc
FMC Corp
Ford North American Tractor Operations
Grasshopper Co
Industrial Leasing Corp
Ingersoll Equipment Co
Kubota Tractor Corp
Massey-Ferguson
United Farm Tools Inc
Weldco (WA) Inc
Wheel Horse Products Inc
Worksaver Inc

Some lawn mowers weren't meant to do a professional job.

Ordinary lawn care equipment may be fine for home use. Light work. Once a week. But when it comes to the day-in, and day-out, 8-hour-a-day grind of commercial lawn care, with heavy grass and wet conditions common, you need the heavy duty ruggedness of Sensation.

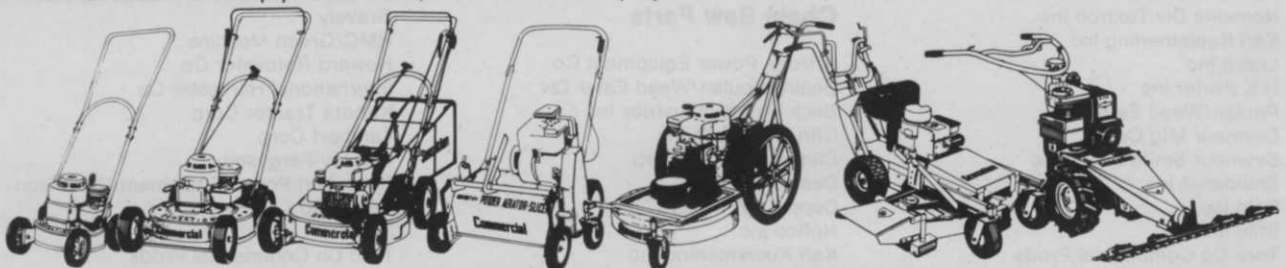
Backed by 45 years of experience building professional equipment, Sensation uses industrial/commercial engines, heavy-gauge components and field proven designs. The result is equipment that will work hard, long hours and keep coming back for more, with little or no downtime. Equipment that's designed for maximum user convenience, and handling ease.

So if you're a professional landscaper responsible for maintenance of public or private property, get the lawn care equipment that's number one on the job. Number one with professionals. Sensation.

Sensation

Number One On The Job. That's why professionals count on us.

Sensation Power Equipment Division, Gilson Brothers Company, P.O. Box 536, Plymouth, WI 53073, Phone: 414/893-1011



See us at the GIA Show Booth #423

Equipment

continued

Yanmar Tractor (USA) Inc
York Modern Corp

Bleachers

American Playground Device Co
Kay Park Rec Corp
Miracle Recreation Equipment Co
Playworld Systems

Blowers

Arizona Power Equipment Co
Atwater Strong Div
Beaird-Poulan/Weed Eater Div
Billy Goat Industries Inc
Echo Inc
Giant Vac Mfg Inc
Goodall Div Bunton Co
HMC/Green Machine
Homelite Div Textron Inc
Jacobsen Div Textron Inc
Lambert Corp
MTD Products Inc
Olathe Mfg Inc
Parker Sweeper Co
Poulan/Weed Eater
Ransomes Inc
Sensation Corp
Solo Inc
Stihl Inc
Toro Co Commercial Prods
Turf Vac Corp
Vandermolen Corp
Vrisimo Mfg Inc
Westheffer Co
Yard Vac Prods Inc

Bridges

Arizona Power Equipment Co
Continental Custom Bridge Co
Miracle Recreation Equipment Co

Brush Cutters, Hand Held

Allegheny International Hardware Group
American Standard Co
Bartlett Mfg Co
Beaird-Poulan/Weed Eater Div
Citrus Systems Inc
Deppe Ag* Tec Ltd
Echo Inc
HMC/Green Machine
Hoffco Inc
Homelite Div Textron Inc
Karl Kuemmerling Inc
Lesco Inc
H K Porter Inc
Poulan/Weed Eater
Seymour Mfg Co
Seymour Smith & Son Inc
Shindaiwa Inc
Solo Inc
Stihl Inc
Toro Co Commercial Prods
Vandermolen Corp
Yazoo Mfg Co

Brush Cutters, Right-of-Way

Alamo Group
Arizona Power Equipment Co
Beaird-Poulan/Weed Eater Div
Roscoe Brown Corp
Bush Hog Implements
Citrus Systems Inc
FMC Corp
Ford North American Tractor Operations
Kinco Mfg
Karl Kuemmerling Inc
Promark Products Inc
Royer Foundry & Machine Co
Terrain King Corp
Tiger Corp
Timberjack Inc
Tradewinds Inc
Vemco Corp of America
Woods Div Hesston Corp

Bucket Lifts

Asplundh Mfg Div
Guest Industries Inc
Holan/Dorsey Trailers Inc
Mobile Aerial Towers Inc
Pitman Div
Promark Products Inc
Reach-All Mfg & Engineering Co
Timberjack Inc
Winkler Hydraulics

Buildings

W H Porter Inc Poligon/Cover-All Div

Chain Saws

Alpina North America
Arizona Power Equipment Co
Beaird-Poulan/Weed Eater Div
Citrus Systems Inc
Clinton Engines Corp
Deere & Co
Deppe Ag* Tec Ltd
Echo Inc
Fairmont Hydraulics
HMC/Green Machine
Homelite Div Textron Inc
Husqvarna Chainsaws
Karl Kuemmerling Inc
McCulloch Corp
Poulan/Weed Eater
Shindaiwa Inc
Skil Corp
Solo Inc
Stanley Hydraulic Tools
Stihl Inc

Chain Saw Parts

Arizona Power Equipment Co
Beaird-Poulan/Weed Eater Div
Buck Haven Industries Inc
Citrus Systems Inc
Clinton Engines Corp
Deere & Co
Deppe Ag* Tec Ltd
Hoffco Inc
Karl Kuemmerling Inc
Poulan/Weed Eater
Power Lawnmower Parts Inc

Shindaiwa Inc
Skil Corp
Stihl Inc

Chippers

Asplundh Mfg Div
Badger Chipper Co
Roscoe Brown Corp
Chipmore Mfg Co
Karl Kuemmerling Inc
Lindig Mfg Corp
Medallion Div Farmhand Inc
Morbark Industries Inc
Olathe Mfg Inc
Promark Products Inc
Royer Foundry & Machine Co
Safety Test & Equipment Co
Sidedfire Inc
Sidewinder International Inc
Strong Mfg Co
Timberjack Inc
Vandermolen Corp
Vermeer Mfg Co
Winkler Hydraulics
Wood/Chuck Chipper Corp

Computer Programs

Ag-Share Computer Systems Inc

Computer Services

Ag-Share Computer Systems Inc
Motorola Inc

Cranes

Altec Industries Inc
Auto Crane Co
J I Case Drott Div
Industrial Leasing Corp
Master Craft Industrial Equipment Corp
Pitman Div
Reach-All Mfg & Engineering Co
Winkler Hydraulics

Cultivators

Allegheny International Hardware Group
Ames Co
Ariens Co
Bingham Equipment Co
Bomford & Evershed Ltd
Brinly-Hardy Co
Bush Hog Implements
Deppe Ag* Tec Ltd
Engineering Products Co
Ford North American Tractor Operations
Gravely
HMC/Green Machine
Howard Rotovator Co
International Harvester Co
Kubota Tractor Corp
Lambert Corp
Massey-Ferguson
Sensation Power Equipment Div Gilson
Bros Co
Solo Inc
Toro Co Commercial Prods
Tradewinds Inc
Union Fork & Hoe Co

Spread our wings and get the job done faster!

If you're responsible for maintaining a large spread or highway right-of-ways, Woods Batwing® rotary cutters can help you cut your big jobs down to size.

And when Batwing® goes to bat for you, it does more than mow. These heavy-duty cutters will also tackle the toughest weeds, clear light brush and shred stalks as well.

Five Batwing® models are available for cutting from a 10' to 20' swath, and each is engineered from the ground up to take the punishment of continuous commercial mowing.

Find out more about the safe, convenient and dependable design features of Woods Batwing® rotary cutters. Send for your *free* catalog today.



Division of Hesston Corporation
Oregon, Illinois 61061

Woods mowers are backed by 36 years of dependable quality

Circle No. 178 on Reader Inquiry Card

Introducing the 1025sk backhoe/loader.

When maneuverability,
size really count... you
every time.



*Check state and local regulations concerning appropriate towing vehicle size and specifications for your area.

• The Sidekick is backed by a 1-year or 1,000 hour warranty. Ask your dealer about competitive financing packages, too.

performance and compact can count on your Sidekick™

Meet the best on-the-job Sidekick you'll ever need — the new 1025sk from Ditch Witch. It's everything you said you wanted in a compact backhoe/loader — a totally new design idea.



"I needed a backhoe/loader that was maneuverable and compact... yet highly productive, too. And I found exactly what I was looking for in the new Ditch Witch Sidekick.

"Its 10-foot depth backhoe and 2,500-pound operating capacity loader deliver exceptional performance on both ends. Rigid frame, four-wheel drive and four-wheel steer get the Sidekick into confined work areas. Controls are easy to operate. Side engine location means great visibility. A 35-HP-class engine balances power and economy; it's tough enough to work long, hard hours... compact enough to haul with a pickup truck.*

"The Ditch Witch 1025sk is a backhoe/loader you'll count on time and time again. So it's easy to see why you'll want to call it your on-the-job Sidekick, too."

See the new 1025sk at your nearest Ditch Witch dealer.

Or call TOLL-FREE:

800-654-6481. The Charles
Machine Works, Inc. P.O.
Box 66, Perry,
Oklahoma
73077-0066.



Ditch Witch®

Worth more, every day.

Circle No. 244 on Reader Inquiry Card

Equipment

continued

United Farm Tools Inc
Worksaver Inc
Yazoo Mfg Co

Dethatchers

Alamo Group
Arizona Power Equipment Co
BlueBird Int'l Inc
Brinly-Hardy Co
Brouwer Turf Equipment Ltd
Buck Haven Industries Inc
J I Case
Cushman/Ryan-OMC Lincoln
Exmark Mfg Co
E-Z Rake Inc
Fuerst Brothers Inc
Giant Vac Mfg Inc
Hahn Inc
Howard Rotovator Co
Jacobsen Div Textron Inc
F D Kees Mfg Co
Lambert Corp
Mathews Equipment Co
Olathe Mfg Inc
Parker Sweeper Co
Power Lawnmower Parts Inc
Ryan Turf/OMC Lincoln
Sensation Corp
Sensation Power Equipment Div Gilson Bros Co
Solo Inc
Terrain King Corp
Toro Co Commercial Prods
Vemco Corp of America
Westheffer Co

Dozers

Bomford & Evershed Ltd
Roscoe Brown Corp
Caterpillar Tractor Co
Engineering Products Co
Haban Mfg Co
Industrial Leasing Corp
International Harvester Co
Little Giant Products Inc
Yanmar Tractor (USA) Inc

Drainage Tubing

Advanced Drainage Systems Inc
Cambridge Soil Services of America
Hancor Inc
Lesco Inc

Dredgers

Mud Cat Div National Car Rental System Inc

Drills

AEG Power Tool Corp
Dynamic Industries Inc
Feldmann Engineering & Mfg Co

Hoffco Inc
Milwaukee Electric Tool Corp
Skil Corp
Stanley Hydraulic Tools
Timberjack Inc

Dusters

B & G Equipment Co
John Blue Co
Buffalo Turbine Agricultural Equip Co
B & W Sales & Mktg Assoc
Deppe Ag* Tec Ltd
Encap Products Co
HMC/Green Machine
Karl Kuemmerling Inc
Root-Lowell Corp
D B Smith & Co
Solo Inc
Stihl Inc
Trebtor Corp
Universal-Gerwin Div
Vandermolen Corp
Westheffer Co

Edgers

Allegheny International Hardware Group
Ames Co
Ariens Co
Arizona Power Equipment Co
Bunton Co
Deere & Co
Excel Industries Inc
Goodall Div Bunton Co
HMC/Green Machine
Hoffco Inc
Jacobsen Div Textron Inc
K-D Manitou Inc
MTD Products Inc
Olathe Mfg Inc
Patrician Products Inc
Patrician Products Inc
Poulan/Weed Eater
Ransomes Inc
Stihl Inc
Toro Co Commercial Prods
Turfco Mfg Inc
Union Fork & Hoe Co
Yazoo Mfg Co

Engine Parts

American Honda Motor
Arizona Power Equipment Co
Briggs & Stratton Corp
Buck Haven Industries Inc
Caterpillar Tractor Co
Clinton Engines Corp
Ford North American Tractor Operations
Goodall Div Bunton Co
Hoffco Inc
International Harvester Co
Kawasaki Motors USA Corp Engine Div
Kohler Co Engine Div
Kubota Tractor Corp
Lesco Inc
Pex Inc
Power Lawnmower Parts Inc
Tecumseh Products Co Engine Div
Toro Co Commercial Prods
Winkler Hydraulics
Yanmar Tractor (USA) Inc

Engines

Acme North America Corp
Arizona Power Equipment Co
Briggs & Stratton Corp
Caterpillar Tractor Co
Clinton Engines Corp
Echo Inc
Ford North American Tractor Operations
Goodall Div Bunton Co
Kawasaki Motors USA Corp Engine Div
Karl Kuemmerling Inc
Minnesota Wanner Co
Pex Inc
Power Spray Technology Inc
Solo Inc
Strong Ent Inc
Tecumseh Products Co Engine Div
Teledyne Total Power
Tuflex Mfg Co
Twin City Engine Rebuilders Inc
Westheffer Co
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Erosion Control Fabric

Agriculture Service Corp
American Enka Co
Eaton Brothers Corp
Enkamat Div American Enka Co
Erosion Control Systems/Gulf States Paper Corp
Hoechst Fibers Industries
International Reforestation Suppliers Inc
Jim Walls Co
Warren's Turf Nursery Inc

Fault Finders

Progressive Electronics Inc

Fertilizer Injectors

John Blue Co
Chemilizer Products Inc
Creative Sales Inc
Ross Daniels Inc
Doggett Corp
Dragon Irrigation Equipment by Wes-Co
Fert-O-Ject
Green Pro
Hardie Irrigation
Holly Filter
Inject-O-Meter Mfg Co
Minnesota Wanner Co
National Chemsearch
Power Spray Technology Inc
Raindrip Inc
Richardson Great Northern Mfg Inc
Smith Precision Products
Trees Inc
Westheffer Co
Hermann A Wirth

Filters, Sand

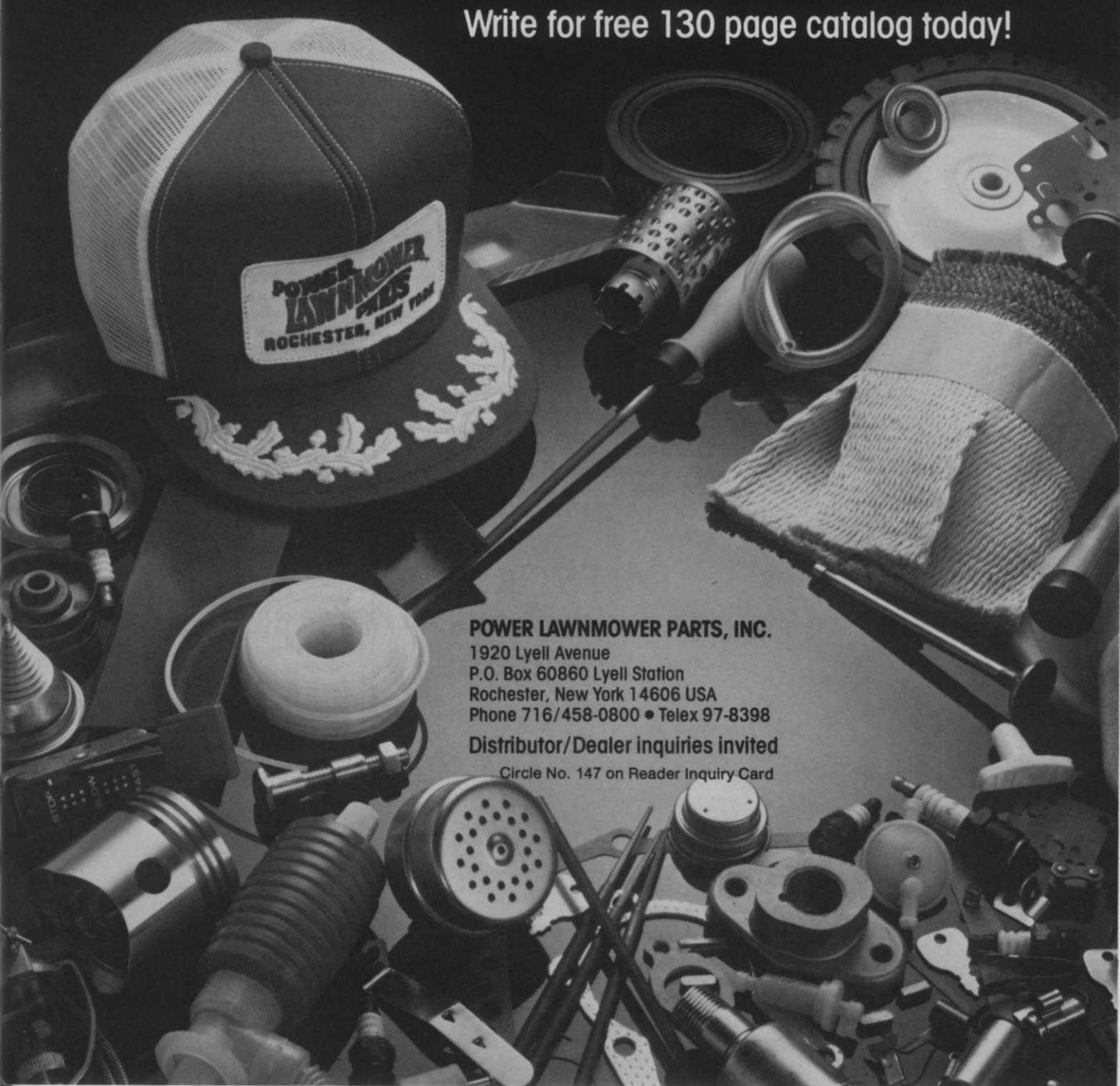
Hardie Irrigation
Laval Corp Claude

Depend on us...

to deliver your order complete 99.6% of the time!

Fact: we manufacture and stock the largest inventory, so virtually all orders are shipped complete! Over 40,000 distributors and dealers worldwide depend on us to keep their shelves full. The fact is, no other company can make that statement and back it up with service. And new this year, the Atom Electronic Ignition, and chain saw replacement parts. Plus many new additions to our lawnmower line. Depend on us to be your one source for quality, service... and profit all year long!

Write for free 130 page catalog today!



POWER LAWNMOWER PARTS, INC.

1920 Lyell Avenue
P.O. Box 60860 Lyell Station
Rochester, New York 14606 USA
Phone 716/458-0800 • Telex 97-8398

Distributor/Dealer inquiries invited

Circle No. 147 on Reader Inquiry Card



ESTECH SECRET NO. 6

“Korea's leap years.

The years, 1964 to 1984. The country, Korea. And the company that helped this war-torn nation leap 100 years in agricultural technology, ESTECH.

Through our joint venture in the Yong-Nam Chemical Company, ESTECH continues to help Korea make major advances in fertilizer production and farming technologies.

Perhaps an even more important part of our venture is its sponsorship of a Korean organization already quite familiar to American children: 4H. To make sure these strides keep right on happening.

So why keep quiet when there's so much to tell? That's the secret of our success...

At ESTECH,
we don't talk.
We just do.”

Estech, Inc.

We'll share some equally revealing secrets
about Professional & Commercial Fertilizers.
Call Irv Stacy, National Sales Manager, Par Ex 813/533-1181

Equipment

continued

Foggers

Agrotec Inc
B & G Equipment Co
B & W Sales & Mktg Assoc
Carmel Chemical Corp
Deppe Ag*Tec Ltd
Karl Kuemmerling Inc
National Chemsearch
Raindrip Inc
Root-Lowell Corp
Stihl Inc
Trebor Corp
Trees Inc

Forklifts

Bingham Equipment Co
Brouwer Turf Equipment Ltd
Roscoe Brown Corp
Bush Hog Implements
Caterpillar Lift Trucks
Caterpillar Tractor Co
Deere & Co
Dynamic Industries Inc
Edwards Equipment Co
Guest Industries Inc
Industrial Leasing Corp
Ingersoll Equipment Co
International Harvester Co
K-D Manitou Inc
Lion Mfg Co
Master Craft Industrial Equipment Corp
Melroe Div Clark Equipment
Princeton Mfg Co
Spyder Sales & Service Inc
Worksaver Inc

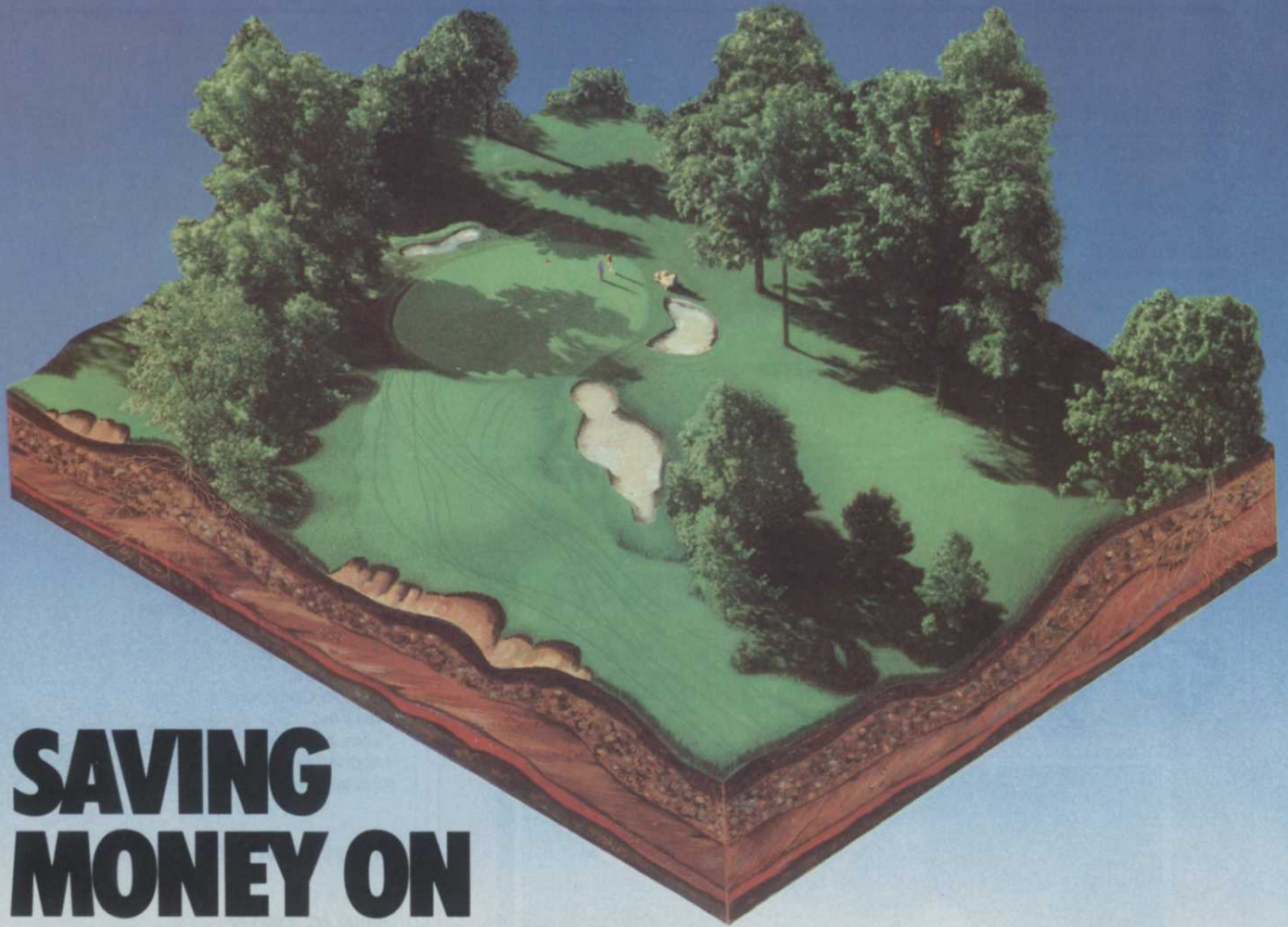
Generators

American Honda Motor
Arizona Power Equipment Co
Clinton Engines Corp
Deere & Co
Deppe Ag*Tec Ltd
Homelite Div Textron Inc
McCulloch Corp
Milwaukee Electric Tool Corp
MTD Products Inc
Pac-Trac
Power Spray Technology Inc
Safety Test & Equipment Co
Shindaiwa Inc
Skil Corp
Solo Inc
Toro Co Commercial Prods
Trees Inc
WINCO Div

Golf Cars

American Continental Inc
Club Car Inc
Columbia Car Corp
E-Z-Go Golf Car
Go-Fore
Industrial Leasing Corp
Melex USA Inc

Circle No. 115 on Reader Inquiry Card



SAVING MONEY ON PUMPING WATER HAS NEVER LOOKED SO GOOD.

How pumps powered with Franklin submersible motors can make your corner of the world green and quiet. And save you money, too.

Saving time saves you dollars. A submersible pump powered by a Franklin motor can be installed in one-third the time it takes for an above-ground line-shaft turbine.

And with a submersible pump, you won't have line shaft vibration and alignment problems, or any need for lubrication cost and troublesome ratchets.

A submersible eliminates expensive, energy-gobbling friction losses in a long drive shaft and multiple bearings.

Yet submersibles do more than save you dollars. Working quietly underground, a submersible keeps your view beautifully quiet. Built to run underwater, a submersible can't be flood-damaged. And submersibles are virtually vandal and varmint-proof.

To learn more about the advantages of submersible pumps equipped with Franklin motors, call Franklin Electric's Jim Hayes today at (219) 824-2900. Or write Franklin Electric Company, 400 East Spring Street, Bluffton, Indiana 46714.



Submersible pumps and Franklin motors economically keep your grounds lush, green and quiet.



Franklin Electric

Water for a Thirsty World

Equipment

continued

Nordco Electric Vehicles
Professional Turf Specialties
Ross Products
Taylor-Dunn Mfg Co

Golf Course Accessories

Clean City Squares Inc
Fox Valley Marking Systems Inc
Carl Heald Inc

Kenyon Mfg Inc
Lesco Inc
Orbex Inc
Standard Golf Co

Grass Pavers

Presto Products Inc
Turfgrass Products Corp

Greenhouses

Beck Mfg Co
Bouldin & Lawson Inc

Comanche Steel Products Inc
Fox Valley Marking Systems Inc

Hose & Reels

Agrotec Inc
Ames Co
Anchor/Swan Corp
Broyhill Co
Citrus Systems Inc
Deere & Co
Encap Products Co
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Clifford B Hannay & Son Inc
Kuker Industries Inc
Lesco Inc
Master Sprayers Inc
Melnor Industries
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Smithco Inc
Strong Ent Inc
Swan Hose
Toro Co Commercial Prods
Trees Inc
Tuflex Mfg Co
Westheffer Co
Winkler Hydraulics

Insect Killers, Electrical

Deere & Co
Deppe Ag*Tec Ltd
Devpro Insectocutor Div
Insect-O-Cutor Inc
Vandermolen Corp

Irrigation, Drip

Aquatic Irrigation Systems Inc
Dayni Controls Mfg Co
Hardie Irrigation
Hendrix & Dail Inc
Holly Filter
Hydroflo Corp
Lesco Inc
Raindrip Inc
L J Rensch & Co
Richdel Inc
Royal Coach/Buckner
Submatic Irrigation Systems
Westheffer Co

Irrigation, Injection

John Blue Co
Dragon Irrigation Equipment by Wes-Co
Fert-O-Ject
Hydroflo Corp
Inject-O-Meter Mfg Co
Jaeco Pump Co
L J Rensch & Co
Royal Coach/Buckner
Westheffer Co

Irrigation, Mobile

Ag-Rain Inc
Hydroflo Corp

Twin hydrostatic industrial lawnmower

The HECKENDORN 91/55

The Heckendorn 91/55 with Center-Mounted Vacuum is the Most Versatile and Efficient Mower You Can Buy.



- 1 Optional center-mounted vacuum allows for grass pickup without loss of trimming capabilities on either side.
- 2 Hinged sidemount deck units allow alternating between 91° and 55° cut without interruption of operation. Low-profile deck allows easy trimming under shrubbery, rail fences, etc.
- 3 Easy to service. Seat and cargo pan are hinged to lift out of the way. Fuel tanks lift off to allow total access for servicing.
- 4 Low center of gravity.
- 5 Counter-rotating blades throw grass to the center for efficient pickup and mulching.
- 6 Cuts from 1" to 4" in height and will mow approx. 5 acres per hr. at 4 mph.
- 7 Zero turning radius. Turns within arc circumscribed by the edge of the mower deck.

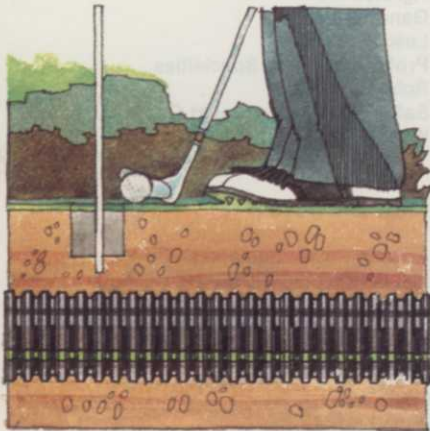
HECKENDORN
MANUFACTURING CO., INC.
CEDAR POINT, KANSAS 66843 316-274-4201

Out of Kansas In Kansas
1-800-835-7805 1-800-362-3538

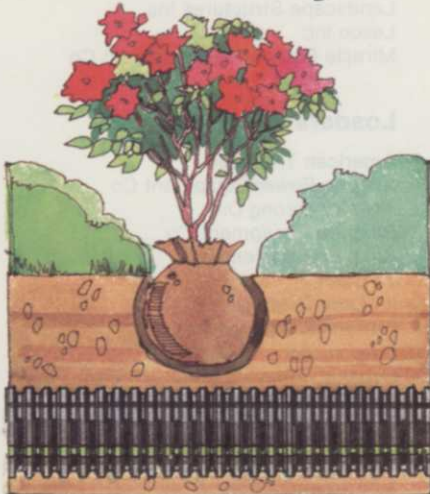
Circle No. 125 on Reader Inquiry Card

ADS Drainage Tubing

It's dependably tough for your toughest turf jobs.



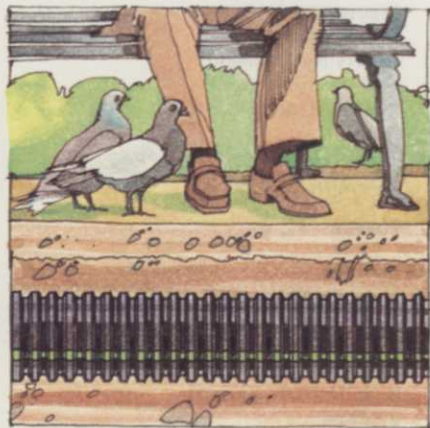
Flexible ADS drains your greens.



ADS helps maintain beautiful landscapes.



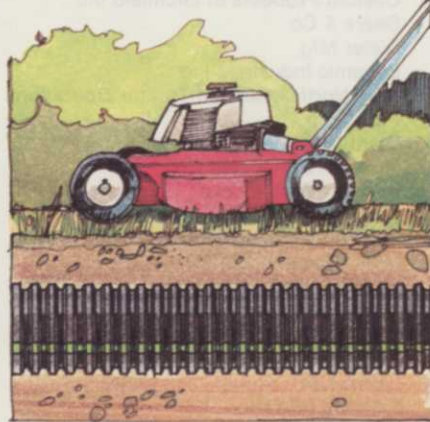
ADS keeps your athletic fields dry.



ADS controls water runoff in heavily trafficked areas.



Sandy soils call for ADS Drain Guard®—the nylon filter that won't block or clog.



ADS tubing—a small part of your turf care budget.

Whether you buy or sell turf care products, you want quality. That's why ADS polyethylene tubing is your best bet. For healthy soil, drainage is important. Strong and durable, ADS tubing provides years of trouble-free drainage, and helps maintain stable soil systems.

ADS is easy to install, requiring less labor and no heavy machinery. A flexible tubing, it follows ground contours and adapts to underground obstacles. And, ADS tubing won't rot, rust or break down during handling or backfilling. A full line of accessory fittings and couplings help simplify even the most challenging installations.

At a cost of just pennies per foot, ADS means quality AND value.

This season rely on ADS drainage tubing. You deserve the best.

SPECIFICATIONS

ASTM F-405, Standard Specification for Corrugated Polyethylene Tubing and Fittings. **SCS**, National Engineering Standard, Code 606. **ASTM F-667**, Standard Specification for 10", 12" and 15" Corrugated Polyethylene Tubing.

Look for the ADS green stripe

It's your sign of quality—#1 in the land.



ADVANCED DRAINAGE SYSTEMS, INC.

Corporate Office
3300 Riverside Drive
Columbus, Ohio 43221
(614) 457-3051

For additional product and technical information, contact your nearest ADS sales office.

To serve your drainage needs, ADS operates 21 manufacturing plants nationwide, and the eight regional sales offices listed below:

Madera, CA	209-674-0903
Iowa City, IA	319-338-3689
Bellevue, WA	206-643-2770

Monticello, IL	217-762-9448
Atlanta, GA	404-393-0602
Napoleon, OH	419-599-0585
Livmore, KY	502-733-4324
Palmer, MA	413-283-9797

Circle No. 101 on Reader Inquiry Card

Equipment

continued

Lesco Inc
Long Mfg NC Inc
McDowell Mfg Co
Royal Coach/Buckner
Travelrain Sprinkler Co

Irrigation Systems & Supplies

Ag-Rain Inc
AMETEK/Plymouth Prods Div
Champion Sprinkler Mfg Co
Dayni Controls Mfg Co
Dema Engineering Co
Hardie Irrigation
Hendrix & Dail Inc
Holly Filter
Hydroflo Corp
Hydro Rain
Irri-Trol Mfg Inc
Irrrometer Co
King Brothers Industries
Laval Corp Claude
Lesco Inc
Lumenite Electronic Co
McDowell Mfg Co
Motorola Inc
National Irrigation Specialists
L R Nelson Corp
Parker Interior Plantscape
Rain Bird Sprinkler Mfg Corp
Raindrip Inc
Rain-O-Mat Sprinklers Inc
L J Rench & Co
Richdel Inc
Royal Coach/Buckner
Thompson Mfg Co
Toro Co Commercial Prods
Toro Co Irrigation Div
Weather-matic Div

Landscape Design Kits

American Stamp Co
Fox Valley Marking Systems Inc
Raindrip Inc

Leaf Burners

Bock Industries Inc

Lighting Systems

Barebo Inc/Otterbine
Columbia Cascade Timber Co
GTE Sylvania
Intermatic Inc
Lighting Prods Div McGraw-Edison Co
Little Giant Pump Co Sub Tecumseh Prods Co
Musco Sports-Lighting Inc
Spring City Electric Mfg Co
Westinghouse Electric Corp Lamp Div

Lightning Protection Systems

Independent Protection Co

Litter Receptacles

Architectural Precast Inc
BigToys
Clean City Squares Inc
Columbia Cascade Timber Co
Kay Park Rec Corp
Landscape Structures Inc
Lesco Inc
Miracle Recreation Equipment Co

Loaders

American Trencher
Arizona Power Equipment Co
Atwater Strong Div
Bingham Equipment Co
Bush Hog Implements
J I Case
J I Case Drott Div
Caterpillar Tractor Co
Deere & Co
Dynamic Industries Inc
Engineering Products Co
Ford North American Tractor Operations
Ingersoll Equipment Co
International Harvester Co
Kubota Tractor Corp
Little Giant Products Inc
Massey-Ferguson
Melroe Div Clark Equipment
Prentek Corp
Sperry New Holland
Turf Vac Corp
Yanmar Tractor (USA) Inc

Loading Ramps

Melcher Mfg Co

Log Splitters

Arizona Power Equipment Co
Bingham Equipment Co
Bush Hog Implements
J I Case
Comanche Steel Products Inc
Custom Products of Litchfield Inc
Deere & Co
Didier Mfg
Dynamic Industries Inc
Ford North American Tractor Operations
FXG Corp
Giant Vac Mfg Inc
Ingersoll Equipment Co
Kubota Tractor Corp
Lindig Mfg Corp
Morbark Industries Inc
MTD Products Inc
Poulan/Weed Eater
Promark Products Inc
Robush Engineering Co
Sensation Power Equipment Div Gilson Bros Co
Siebring Mfg Co
Vermeer Mfg Co
Winkler Hydraulics
Yanmar Tractor (USA) Inc

Markers, Field

Broyhill Co
Laurie Carlson & Assoc Ltd

Kuker Industries Inc
National Industries Corp
Pioneer Mfg Co
Richway Industries Ltd
Smithco Inc

Measuring Wheels

Agrotec Inc
Gandy Co
Lesco Inc
Professional Turf Specialties
Rolatape Corp
Safety Test & Equipment Co
Westheffer Co

Mist Blowers

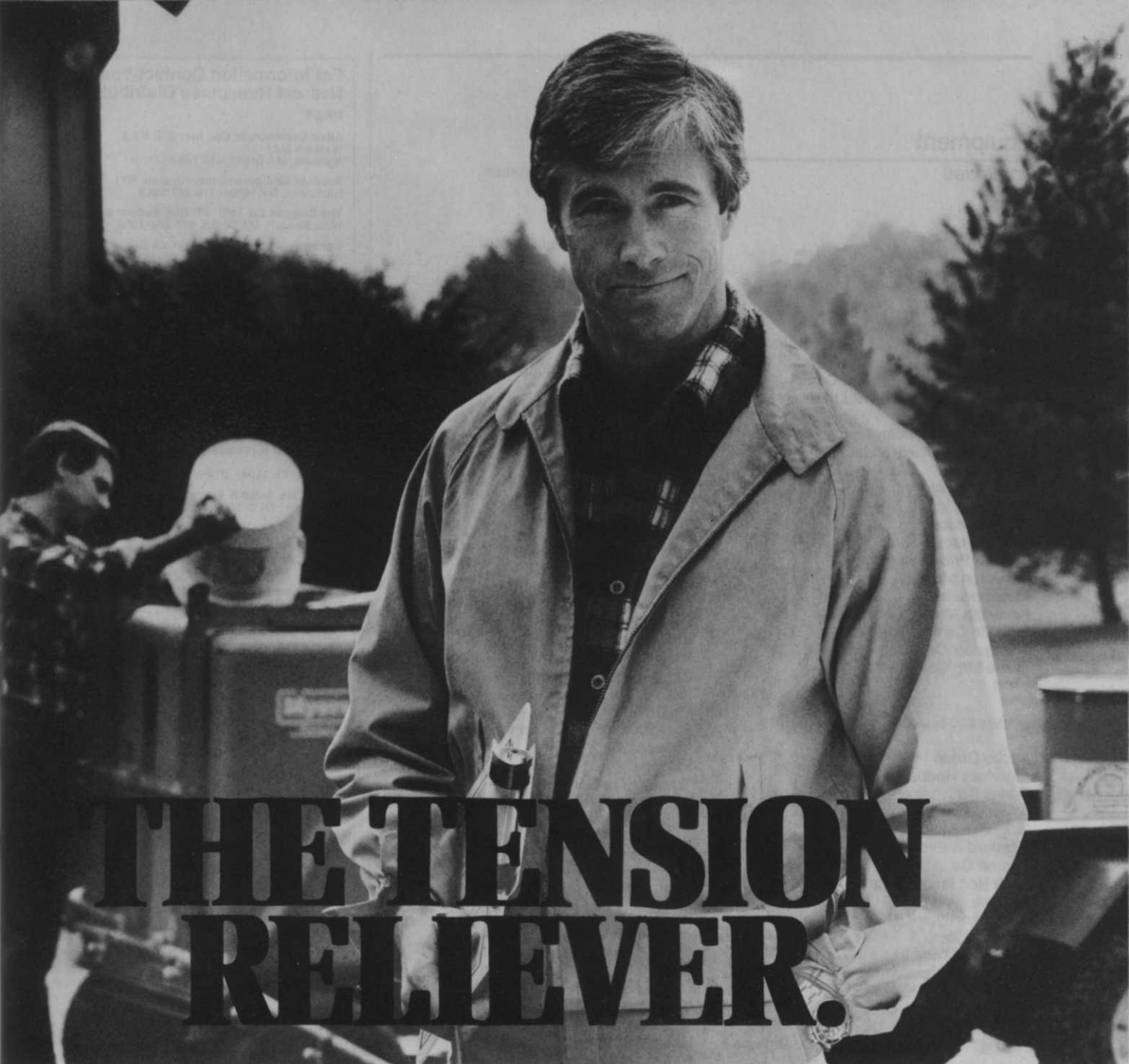
Arizona Power Equipment Co
B & G Equipment Co
Buffalo Turbine Agricultural Equip Co
B & W Sales & Mktg Assoc
Carmel Chemical Corp
Deppe Ag*Tec Ltd
FMC Corp
Friend Mfg Corp
HMC/Green Machine
Karl Kuemmerling Inc
Root-Lowell Corp
Solo Inc
Stihl Inc
Strong Ent Inc
Trebor Corp
Vandermolen Corp
Westheffer Co

Moisture Sensors

Howard S Crane Inc
Dayni Controls Mfg Co
Hardie Irrigation
Hinds Int'l Inc
Hydro Terra Corp
Karl Kuemmerling Inc
Soilmoisture Equipment Corp

Mowers, Flail

Alamo Group
Arizona Power Equipment Co
Bingham Equipment Co
Bomford & Evershed Ltd
Bush Hog Implements
Dynamic Industries Inc
Edwards Equipment Co
Excel Industries Inc
FMC Corp
Ford North American Tractor Operations
Gravely
Haban Mfg Co
International Harvester Co
Jacobsen Div Textron Inc
Kubota Tractor Corp
Mathews Equipment Co
Middlesworth Engineering & Mfg Inc
MoTrim Inc
Mott Corp
Terrain King Corp
Tiger Corp
Turner International Ltd
Vemco Corp of America
Vrisimo Mfg Inc



THE TENSION RELIEVER.

You can worry about turf problems caused by too much or too little water, or you can use AQUA-GRO, the water

AQUA-GRO® management tool. AQUA-GRO is a blend

of non-ionic organic wetting agents, 100% active ingredient with residual effectiveness in all soils.

AQUA-GRO ELIMINATES LOCALIZED DRY SPOTS ...AND COMPACTION.

AQUA-GRO is the specially formulated wetting agent that reduces water surface tension ensuring faster, more uniform

penetration and drainage, through hard-to-wet soils and thatch.

AQUA-GRO also relieves compaction by improving water penetration, drainage and aeration in high traffic areas. There's less need to aerify, or resort to costly rebuilding.

AQUA-GRO INCREASES FERTILIZER AND PESTICIDE ACTIVITY.

You get more from your turf chemical investment with AQUA-GRO. Turf chemicals are uniformly distributed throughout AQUA-GRO treated soils, so chemicals are used by plants more efficiently. And

AQUA-GRO helps turf chemicals penetrate thatch.

AQUA-GRO REDUCES WATERING COSTS 30-50%.

AQUA-GRO reduces irrigation costs, because water is used more efficiently. There's less run-off and less evaporation... you use less water, plants get more. AQUA-GRO helps you get your turf through the hottest weather. And AQUA-GRO lasts, because it won't leach.

Let AQUA-GRO relieve your tension. Available in liquid concentrate or spreadable granular formulations from your AQUA-GRO distributor.



AQUATROLS CORPORATION OF AMERICA, INC.
1432 Union Avenue, Pennsauken, New Jersey 08110

For free illustrated brochure and more information call TOLL FREE 800-257-7797, in N.J. 609-665-1130.

Circle No. 102 on Reader Inquiry Card

Equipment

continued

Westheffer Co
Woods Div Hesston Corp
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Mowers, Reel

Arizona Power Equipment Co
Brouwer Turf Equipment Ltd
Bunton Co
Ford North American Tractor Operations
Jacobsen Div Textron Inc
Jerry Clipper
Lambert Corp
Locke Mfg Inc
MTD Products Inc
National Mower Co
Howard Price Turf Equip
Princeton Mfg Co
Ransomes Inc
Roseman Mower Corp
Toro Co Commercial Prods
Westheffer Co
Yazoo Mfg Co

Mowers, Rotary

Alamo Group
American Honda Motor
Ariens Co
Arizona Power Equipment Co
Bingham Equipment Co
Bomford & Evershed Ltd
Bunton Co
Bush Hog Implements
J I Case
Cushman/Ryan-OMC Lincoln
Deere & Co
Deppe Ag*Tec Ltd
Edwards Equipment Co
Engineering Products Co
Excel Industries Inc
Exmark Mfg Co
Ford North American Tractor Operations
Giant Vac Mfg Inc
Goodall Div Bunton Co
Grasshopper Co
Gravely
Haban Mfg Co
Heckendorn Mfg Co
Ingersoll Equipment Co
International Harvester Co
Jacobsen Div Textron Inc
F D Kees Mfg Co
Kubota Tractor Corp
Kut-Kwick Corp
Massey-Ferguson
MoTrim Inc
MTD Products Inc
Nunes Mfg
Howard Price Turf Equip
Ransomes Inc
Rhino Products Inc
Ryan Turf/OMC Lincoln
Sarlo Power Mowers Inc
Scag Power Equipment Co
Sensation Corp
Sensation Power Equipment Div Gilson
Bros Co

Simplicity Mfg Inc
Smithco Inc
Snapper Products Equipment
Solo Inc
Terrain King Corp
Tiger Corp
Toro Co Commercial Prods
Tradewinds Inc
Turner International Ltd
United Farm Tools Inc
Vermeer Mfg Co
Walker Mfg Co
Westheffer Co
White Outdoor Products
Willsey-D Inc
Woods Div Hesston Corp
Yazoo Mfg Co

Mowers, Sickle Bar

Alamo Group
Arizona Power Equipment Co
Bingham Equipment Co
Central States Mainline
Deppe Ag*Tec Ltd
Ford North American Tractor Operations
Gravely
Haban Mfg Co
International Harvester Co
Kinco Mfg
MoTrim Inc
Sensation Power Equipment Div Gilson
Bros Co
Solo Inc
Terrain King Corp

Mower Parts

Alamo Group
Ariens Co
Arizona Power Equipment Co
Buck Haven Industries Inc
Cushman/Ryan-OMC Lincoln
Deppe Ag*Tec Ltd
Ford North American Tractor Operations
Goodall Div Bunton Co
Haban Mfg Co
Hoffco Inc
International Harvester Co
Lesco Inc
MTD Products Inc
Power Lawnmower Parts Inc
Howard Price Turf Equip
Rhino Products Inc
Sensation Corp
Terrain King Corp
Toro Co Commercial Prods
Woods Div Hesston Corp
Yazoo Mfg Co

Mulchers, Hydraulic

Bingham Equipment Co
Bowie Industries Inc
Cellin Mfg Inc
Erocon Pacific Corp
Finn Corp
Reinco Inc
Thermoguard Insulation Co
Weldco (WA) Inc

For information Contact Your Nearest Ransomes Distributor

EAST

Allen Lawnmower Co., Inc. (CT, VT & Western MA)
Agawam, MA 01001, 413/786-8111

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.)
Laurel, MD 20707, 301/953-9220

Conaway, Inc. (Western & Central PA)
Lawrence, PA 15055, 412/341-6447

Ross Lawn Equipment (Upstate NY)
Tonawanda, NY 14150, 716/691-7642

Steven Willand, Inc. (NJ, NY, LI & Eastern PA)
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)
Garland, TX 75041, 214/271-4549

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

Ransomes Florida, Inc. (Southern FL)
West Palm Beach, FL 33406, 305/689-4788

South Central Turf Equipment (MS & AL)
Jackson, MS 39209, 601/922-7437

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

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

Turf & Industrial Eqt. Co. (Northern FL)
Winter Springs, FL 32708 305/327-2220

MIDWEST

Baker Vehicle Systems, Inc. (Northern OH)
Macedonia, OH 44056, 216/467-2250

Brentom Lawn & Turf Corp. (KY & Southern IN)
Louisville, KY 40207, 502/895-8687

Conniff's Power Equipment, Inc. (IN & Southern OH)
Richmond, IN 47347, 317/935-2344

General Turf & Grounds Equipment Co. (KS & MO)
Columbia, MO 65205, 314/445-6609

Grass Roots Turf Equipment Co. (IA & NE)
Des Moines, IA 50321, 515/223-5980

Hanley Equipment, Inc. (WI)
Sun Prairie, WI 53590, 608/837-5111

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

Kaye Corporation (MN, ND & SD)
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

Highland Equipment Co. (UT)
Salt Lake City, UT 84103, 801/364-9445

Huber Incorporated (AZ)
Phoenix, AZ 85016, 602/955-1731

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

Turf-Go Northwest (WA, OR & AK)
Seattle, WA 98036, 206/771-4885

CANADA

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

G. C. Duke Equipment Ltd. (Ont, Que & Maritime Provinces)
Burlington, Ont L7S 1W6, 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

RANSOMES

Because it grows on you.



We've just given our Motor 180 a big lift. Big lifts. So now, you can adjust ground clearance without ever leaving your seat. Add that to the Motor 180's purring engine, impressive 71" cutting width, stabilizing low center of gravity and wide wheel track, and you've given yourself a big lift. Raise your standards to a Ransomes Motor 180. It will grow on you.

See your Ransomes Bob Cat distributor for a personal demonstration or call Ransomes, Inc., One Bob Cat Lane, Johnson Creek, WI 53038, (414) 699-2000.

RANSOMES

BOB-CAT®

The grass machine.

Circle No. 266 on Reader Inquiry Card

Equipment

continued

Netting

Arthur Enterprises Inc
J A Cissel Mfg Co
Conwed Corp
Ross Daniels Inc
Delmarva Textile Co
International Reforestation Suppliers Inc

Netting, Erosion Control

Arthur Enterprises Inc
Conwed Corp
Delmarva Textile Co
Enkamat Div American Enka Co
Fox Valley Marking Systems Inc
International Reforestation Suppliers Inc

Nozzles & Accessories

Broyhill Co
B & W Sales & Mktg Assoc
Citrus Systems Inc
Delavan Corp
Erocon Pacific Corp
FMC Corp
Friend Mfg Corp
Gilmour Mfg Co
Great Northern Equipment Co
Hahn Inc
Hardie Irrigation
Hotsy Corp
Hydro Rain
Hypro Div Lear Siegler Inc
Kuker Industries Inc
Lesco Inc
Liqui* Lawn Corp
Master Sprayers Inc
Melnor Industries
Micron Corp
Pex Inc
Power Spray Technology Inc
D B Smith & Co
Spraying Systems Co
Strong Ent Inc
Trebtor Corp
Tri-Con Inc
Westheffer Co

Patio & Walkway Materials

Hoechst Fibers Industries
Interlocking Paver Mfrs Assoc

Picnic Tables

Algoma Net Co
American Playground Device Co
BigToys
Columbia Cascade Timber Co
Kay Park Rec Corp
Landscape Structures Inc
Miracle Recreation Equipment Co
Playworld Systems
Trojan Playground Equipment Mfg Co

Pipe

Advanced Drainage Systems Inc

Planters

Architectural Precast Inc
BigToys
Clean City Squares Inc
Columbia Cascade Timber Co
Deep Root Corp
Ellis Mfg Co
International Harvester Co
Landscape Structures Inc
Parker Interior Plantscape
L J Rensch & Co

Plants & Trees

Parker Interior Plantscape
L J Rensch & Co

Play Structures

American Playground Device Co
BigToys
Columbia Cascade Timber Co
Delmer F Harris Co
Landscape Structures Inc
Miracle Recreation Equipment Co
Playworld Systems
Trojan Playground Equipment Mfg Co

Plows, Sand Trap

Dedoes Industries Inc
Smithco Inc
Toro Co Commercial Prods

Pools, Decorative

Fiberglass Unlimited Inc

Post Drivers

Deere & Co
Dynamic Industries Inc
McMillen Div
Rhino Sales Corp
Shaver Mfg Co

Post Hole Diggers

Allegheny International Hardware Group
Ames Co
Arizona Power Equipment Co
Bingham Equipment Co
Bush Hog Implements
Deere & Co
Feldmann Engineering & Mfg Co
Ford North American Tractor Operations
Ground Hog Inc
HMC/Green Machine
Hoffco Inc
Kubota Tractor Corp
McMillen Div
Melroe Div Clark Equipment
Don Savage Co
Seymour Mfg Co

Shaver Mfg Co
Solo Inc
Stihl Inc
Tradewinds Inc
Union Fork & Hoe Co
Worksaver Inc
Yanmar Tractor (USA) Inc

Pressure Gauges

Agrotec Inc
Broyhill Co
Citrus Systems Inc
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Irrrometer Co
Kuker Industries Inc
Master Sprayers Inc
Minnesota Wanner Co
Power Spray Technology Inc
Professional Turf Specialties
Smithco Inc
Strong Ent Inc
Westheffer Co

Pressure Washers

Agrotec Inc
Best-Way Inc
Broyhill Co
Carmel Chemical Corp
Citrus Systems Inc
Deere & Co
Delco Mfg Co
Dutton-Lainson Co
FMC Corp
Ford North American Tractor Operations
Friend Mfg Corp
Hotsy Corp
Kuker Industries Inc
Llo-Mar Mfg Inc
Minnesota Wanner Co
National Chemsearch
Northeast Industries Inc
Pex Inc
Sensation Power Equipment Div Gilson Bros Co
Sioux Steam Cleaner Corp
D B Smith & Co
Solo Inc
Strong Ent Inc
Trebtor Corp
Tri-Con Inc
Westheffer Co

Pruners

Allegheny International Hardware Group
American Standard Co
Bartlett Mfg Co
Chisholm-Ryder Co
Citrus Systems Inc
Corona Clipper Co
Deere & Co
Emblidge Corp
Fairmont Hydraulics
Fanno Saw Works
Friend Mfg Corp
Halls Safety Equipment Inc
HMC/Green Machine
International Reforestation Suppliers Inc
Jameson Corp



New Du Pont Landscape Fabric. It lets water through to give you healthier beds with less work.

New DuPont Landscape Fabric lets water pass through, reduces wash-away of mulch while it impedes weed growth. So you get healthier, more attractive plant beds with less maintenance work and cost.

Everything you apply for bed care gets to plant roots in the amount you want, where you want it. Water, fertilizers, herbicides and pesticides seep down through this chemically inert fabric to nourish and protect every plant in your bed.

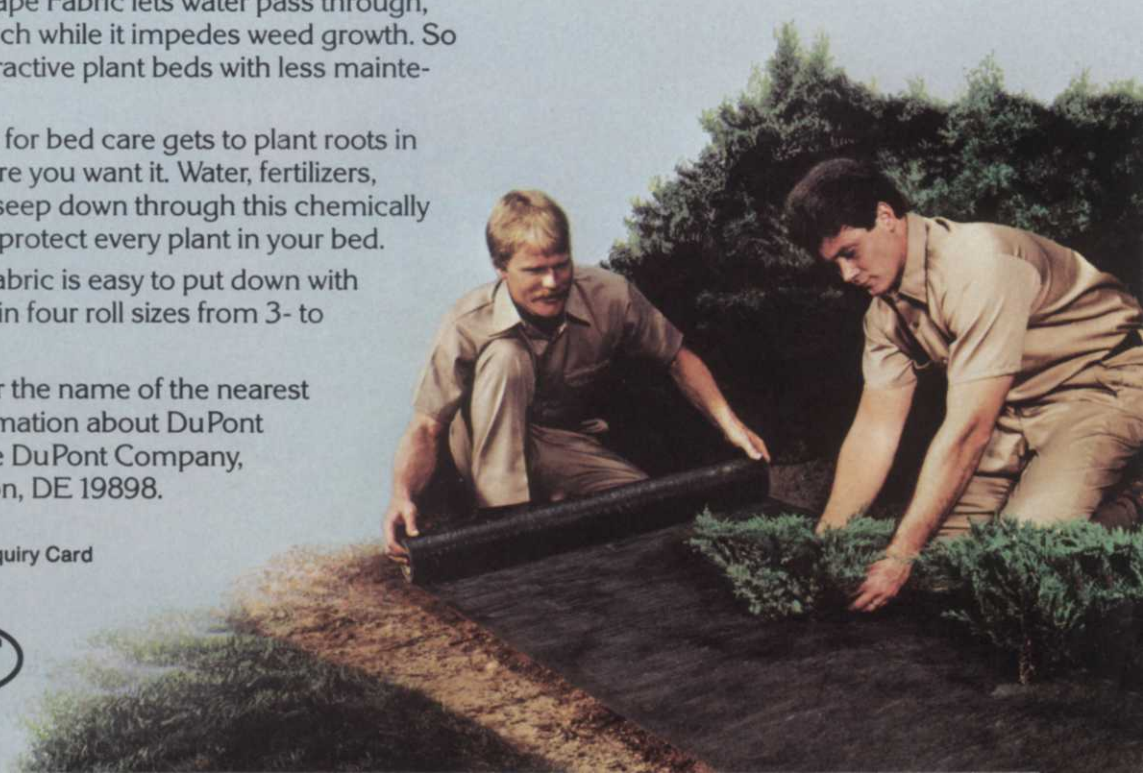
DuPont Landscape fabric is easy to put down with scissors or knife. It comes in four roll sizes from 3- to 12-feet wide.

Call 800-441-7515 for the name of the nearest distributor and more information about DuPont Landscape Fabric. Or write DuPont Company, Room G40955, Wilmington, DE 19898.

Circle No. 113 on Reader Inquiry Card



REG. U.S. PAT. & TM. OFF.



Equipment

continued

Karl Kuemmerling Inc
Lesco Inc
L J Rensch & Co
Safety Test & Equipment Co
Seymour Smith & Son Inc
Stanley Hydraulic Tools
D J Wilson Co
Hermann A Wirth

Pumps

Agrotec Inc
Aquaturf
Arizona Power Equipment Co
Barebo Inc/Otterbine
Broyhill Co
Citrus Systems Inc
Clinton Engines Corp
Deppe Ag* Tec Ltd
Encap Products Co
FMC Corp
Ford North American Tractor Operations
Franklin Electric Co
Friend Mfg Corp
Great Northern Equipment Co
Homelite Div Textron Inc
Hotsy Corp
Hydroflo Corp

Hypro Div Lear Siegler Inc
Jaeco Pump Co
Kembro Inc
Kuker Industries Inc
Little Giant Pump Co Sub Tecumseh Prods Co
Master Mfg Co
Master Sprayers Inc
McCulloch Corp
Minnesota Wanner Co
F E Myers Co
Parco Div Blue Mountain Prod Inc
Peerless Pump
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Shindaiwa Inc
Smithco Inc
Solo Inc
Strong Ent Inc
Trees Inc
Tuflex Mfg Co
Vermeer Mfg Co
Westheffer Co
Winkler Hydraulics

Rakes, Landscape

Allegheny International Hardware Group
Arthur Enterprises Inc
Bartlett Mfg Co
Bingham Equipment Co
Ford North American Tractor Operations
Fuerst Brothers Inc
Glenmac Inc

Kenyon Mfg Inc
Lesco Inc
Roseman Mower Corp
Rugg Mfg Co
Toro Co Commercial Prods
Union Fork & Hoe Co
Yanmar Tractor (USA) Inc
York Modern Corp

Rain Sensors

Dayni Controls Mfg Co
Hydro Terra Corp

Rock Pickers

Bingham Equipment Co
Glenmac Inc
Vermeer Mfg Co

Rollers, Lawn

Allegheny International Hardware Group
Arizona Power Equipment Co
Brinly-Hardy Co
Brouwer Turf Equipment Ltd
Cushman/Ryan-OMC Lincoln
Ford North American Tractor Operations
Gandy Co
Northeast Industries Inc
Ryan Turf/OMC Lincoln
Smithco Inc



Features:

- 18 H.P. Briggs & Stratton, 20 H.P. Onan
- Four wheel drive
- Smooth shift hydrostatic drive
- Low pressure, high flotation tires of equal size
- Low center of gravity for high stability
- Front mounted accessories for greater control and visibility
- Rugged industrial construction
- Center pivot frame with power steering
- Easy on and off for operator
- Implements attached or detached in one minute
- Well adapted for maintenance on golf courses, parks, cemeteries, airports, and estates

An American Manufactured Product
STEINER CORP.
12657 Church Road, Orrville, Ohio 44667
Phone (216)683-0055

Circle No. 248 on Reader Inquiry Card

Equipment

continued

Rope

Bartlett Mfg Co
Halls Safety Equipment Inc
Karl Kuemmerling Inc
Lesco Inc
Power Lawnmower Parts Inc
Safety Test & Equipment Co
Samson Cordage Works

Safety Wear & Equipment

Arizona Power Equipment Co
Bartlett Mfg Co
Custom Products of Litchfield Inc
Edmont Div Becton Dickinson & Co
Friend Mfg Corp
Halls Safety Equipment Inc
Karl Kuemmerling Inc
Lesco Inc
Norton Co Safety Products Div
Pex Inc
Power Lawnmower Parts Inc
Racal Airstream Inc
Safety Test & Equipment Co
Westheffer Co

Saws

AEG Power Tool Corp
Allegheny International Hardware Group
Bartlett Mfg Co
Citrus Systems Inc
Corona Clipper Co
Fairmont Hydraulics
Fanno Saw Works
Friend Mfg Corp
Halls Safety Equipment Inc
International Reforestation Suppliers Inc
Jameson Corp
Karl Kuemmerling Inc
Lesco Inc
McCulloch Corp
Milwaukee Electric Tool Corp
Safety Test & Equipment Co
Skil Corp

Scrapers

Allegheny International Hardware Group
Bingham Equipment Co
Bomford & Evershed Ltd
Bush Hog Implements
Industrial Leasing Corp
International Harvester Co
Massey-Ferguson
Union Fork & Hoe Co

Screeners

Lindig Mfg Corp
Royer Foundry & Machine Co

Seeders

Allegheny International Hardware Group
Bowie Industries Inc

Brouwer Turf Equipment Ltd
Erocon Pacific Corp
Gandy Co
Herd Seeder Co
Industrial Leasing Corp
Jacobsen Div Textron Inc
Lambert Corp
Lawnmaker Mfg Co
Lesco Inc
Meredith Seed Miser
Olathe Mfg Inc
Reinco Inc
O M Scott & Sons Proturf Div
Trac N Combo
Vandermolen Corp
Vaughan's Seed Co
Vicon Farm Machinery Inc
Worksaver Inc

Seeders, Hydraulic

Bowie Industries Inc
Cushman/Ryan-OMC Lincoln
Erocon Pacific Corp
Finn Corp
Industrial Leasing Corp
Trac N Combo
Weldco (WA) Inc

Sharpeners

Foley-Belsaw Co
Karl Kuemmerling Inc
Power Lawnmower Parts Inc

Shears

AEG Power Tool Corp
Allegheny International Hardware Group
Ames Co
Bartlett Mfg Co
Citrus Systems Inc
Corona Clipper Co
Deere & Co
Deppe Ag* Tec Ltd
Halls Safety Equipment Inc
International Reforestation Suppliers Inc
Karl Kuemmerling Inc
L J Rench & Co
Safety Test & Equipment Co
Seymour Smith & Son Inc
D J Wilson Co
Hermann A Wirth

Shelters

Koppers Co
Miracle Recreation Equipment Co
Playworld Systems
W H Porter Inc Poligon/Cover-All Div

Shovels

Kenyon Mfg Inc

Snow Blowers

American Honda Motor
Ariens Co

Roscoe Brown Corp
J I Case
Cushman/Ryan-OMC Lincoln
Deere & Co
Dynamic Industries Inc
Excel Industries Inc
Ford North American Tractor Operations
Goodall Div Buntun Co
Grasshopper Co
Gravelly
Haban Mfg Co
Ingersoll Equipment Co
International Harvester Co
Jacobsen Div Textron Inc
Kubota Tractor Corp
Little Giant Products Inc
Middlesworth Engineering & Mfg Inc
MTD Products Inc
Sensation Power Equipment Div Gilson Bros Co
Simplicity Mfg Inc
Smithco Inc
Solo Inc
Steiner Corp
Sweepster Jenkins Equipment Co
Toro Co Commercial Prods
United Farm Tools Inc
Wheel Horse Products Inc
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Snow Plows

Ariens Co
Bomford & Evershed Ltd
Roscoe Brown Corp
J I Case
Deere & Co
Goodall Div Buntun Co
Gravelly
Guest Industries Inc
Haban Mfg Co
Ingersoll Equipment Co
International Harvester Co
Howard Price Turf Equip
Smithco Inc
Toro Co Commercial Prods
United Farm Tools Inc
Western Products

Sod Cutters

Allegheny International Hardware Group
Beck Mfg Co
Brouwer Turf Equipment Ltd
Cushman/Ryan-OMC Lincoln
Guest Industries Inc
Ryan Turf/OMC Lincoln
Turfco Mfg Inc
Union Fork & Hoe Co
Young Industries

Sod Equipment

Brouwer Turf Equipment Ltd
Jerry Clipper
Nunes Mfg

Sod Harvester

Beck Mfg Co
Brouwer Turf Equipment Ltd

Equipment

continued

Nunes Mfg
Princeton Mfg Co

Soil Fumigation

Citrus Systems Inc
Hendrix & Dail Inc

Soil Mixers

Bouldin & Lawson Inc
Roscoe Brown Corp
Howard Rotovator Co
Lindig Mfg Corp
Royer Foundry & Machine Co
Solo Inc
Trees Inc
Worksaver Inc

Soil Moisture Sensing Equipment

Howard S Crane Inc
Dayni Controls Mfg Co
Hardie Irrigation
Hydro Terra Corp
Irrrometer Co
Soilmoisture Equipment Corp

Soil Sampler

Clements Associates Inc
Lesco Inc
National Chemsearch
P E Skaling Soilmoisture Equipment Corp
Soilmoisture Equipment Corp
Turfgrass Products Corp
Westheffer Co

Soil Shredders

Lindig Mfg Corp
Royer Foundry & Machine Co

Soil Test Labs

Hach Co
Hellige Inc
LaMotte Chemical Products Co
National Chemsearch
O M Scott & Sons Proturf Div
Sudbury Laboratory Inc
Vaughan's Seed Co

Soil Test Meters

Howard S Crane Inc
Hellige Inc
Kel Instruments Co
KEM Enterprises
Karl Kuemmerling Inc
LaMotte Chemical Products Co
Lesco Inc
P E Skaling Soilmoisture Equipment Corp

Soilmoisture Equipment Corp
Sudbury Laboratory Inc

Sprayers

Agrotec Inc
Arizona Power Equipment Co
Bartlett Mfg Co
Best-Way Inc
B & G Equipment Co
Bingham Equipment Co
John Blue Co
Bouldin & Lawson Inc
Broyhill Co
Buffalo Turbine Agricultural Equip Co
B & W Sales & Mktg Assoc
Carmel Chemical Corp
Citrus Systems Inc
Cushman/Ryan-OMC Lincoln
Dedoes Industries Inc
Deppe Ag* Tec Ltd
Dutton-Lainson Co
Encap Products Co
E-Z Rake Inc
FMC Corp
Friend Mfg Corp
Gilmour Mfg Co
Great Northern Equipment Co
Green Pro
Hahn Inc
H D Hudson Mfg Co Professional Div
Industrial Leasing Corp
International Reforestation Suppliers Inc
Jacobsen Div Textron Inc
Karl Kuemmerling Inc
Kuker Industries Inc
Lesco Inc
Liqui*Lawn Corp
Llo-Mar Mfg Inc
Master Mfg Co
Master Sprayers Inc
Melnor Industries
Micron Corp
Minnesota Wanner Co
F E Myers Co
National Chemsearch
Olathe Mfg Inc
Parco Div Blue Mountain Prod Inc
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Richardson Great Northern Mfg Inc
RIGO Co
Root-Lowell Corp
Sidefire Inc
Smithco Inc
D B Smith & Co
Solo Inc
Strong Ent Inc
Strong Mfg Co
Trebtor Corp
Tri-Con Inc
Universal-Gerwin Div
Vandermolen Corp
Westheffer Co
Wheel Spray Corp

Spray Guns

Agrotec Inc
Arizona Power Equipment Co
Best-Way Inc
Broyhill Co
B & W Sales & Mktg Assoc

Citrus Systems Inc
Cushman/Ryan-OMC Lincoln
Encap Products Co
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Hahn Inc
H D Hudson Mfg Co Professional Div
Kuker Industries Inc
Lesco Inc
Master Mfg Co
Master Sprayers Inc
Minnesota Wanner Co
F E Myers Co
Parco Div Blue Mountain Prod Inc
Pex Inc
Power Spray Technology Inc
Root-Lowell Corp
Smithco Inc
Spraying Systems Co
Strong Ent Inc
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co

Spray Units

Agrotec Inc
Arizona Power Equipment Co
Best-Way Inc
Broyhill Co
Citrus Systems Inc
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Hahn Inc
Hill's Liqui-Systems
H D Hudson Mfg Co Professional Div
Kuker Industries Inc
Lesco Inc
Master Sprayers Inc
Minnesota Wanner Co
F E Myers Co
Parco Div Blue Mountain Prod Inc
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Reinco Inc
Richardson Great Northern Mfg Inc
D B Smith & Co
Smithco Inc
Sorensen Sprayers Inc
Strong Ent Inc
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co

Spray Units, Mixer Proportioners

Broyhill Co
Chemilizer Products Inc
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Minnesota Wanner Co
Pex Inc
Power Spray Technology Inc
Strong Ent Inc
Westheffer Co
Young Industries

Spreaders

Allegheny International Hardware Group
Ames Co

*When toughness and beauty count,
why compromise?*

**Go with Warren's® A-34 BenSun®
Kentucky Bluegrass Seed or Sod.**



**Warren's® A-34 BenSun® rates 23% better in quality;
33% better in density than its top 10 competition.**

10 = very best

1 = very poor

VARIETY	QUALITY	DENSITY
Warren's A-34 BenSun®	9.0	8.5
Average of top 10 competitors	7.32	6.38

Source: Purdue University, November, 1983-Field Day

**Warren's A-34 BenSun®
Kentucky Bluegrass**

**23%
Better**

**33%
Better**

If you're looking for a top quality Kentucky bluegrass that stands up under heavy traffic, makes maximum use of fertilizers, is aggressive in its growth so it chokes out weeds, takes up to 65% shade and can be mowed to as close as half an inch...then you need Warren's A-34 BenSun®.

It's the hardy Kentucky bluegrass that's providing better, safer playing fields coast-to-coast in some of the nation's leading stadiums—including San Francisco's Candlestick Park, Denver's Mile High Stadium, Milwaukee's County Stadium, Chicago's Comiskey Park and Baltimore's Memorial Stadium; as well as many famous college and university stadiums.

For the professional groundskeepers that run these operations, there's no room for compromise. When toughness and beauty count,

they go with the PROs—Warren's A-34 BenSun® Kentucky Bluegrass Seed and Sod supplied by their Warren's Turf Professional.

**“Wherever you put down roots,
go with the PROs.”**

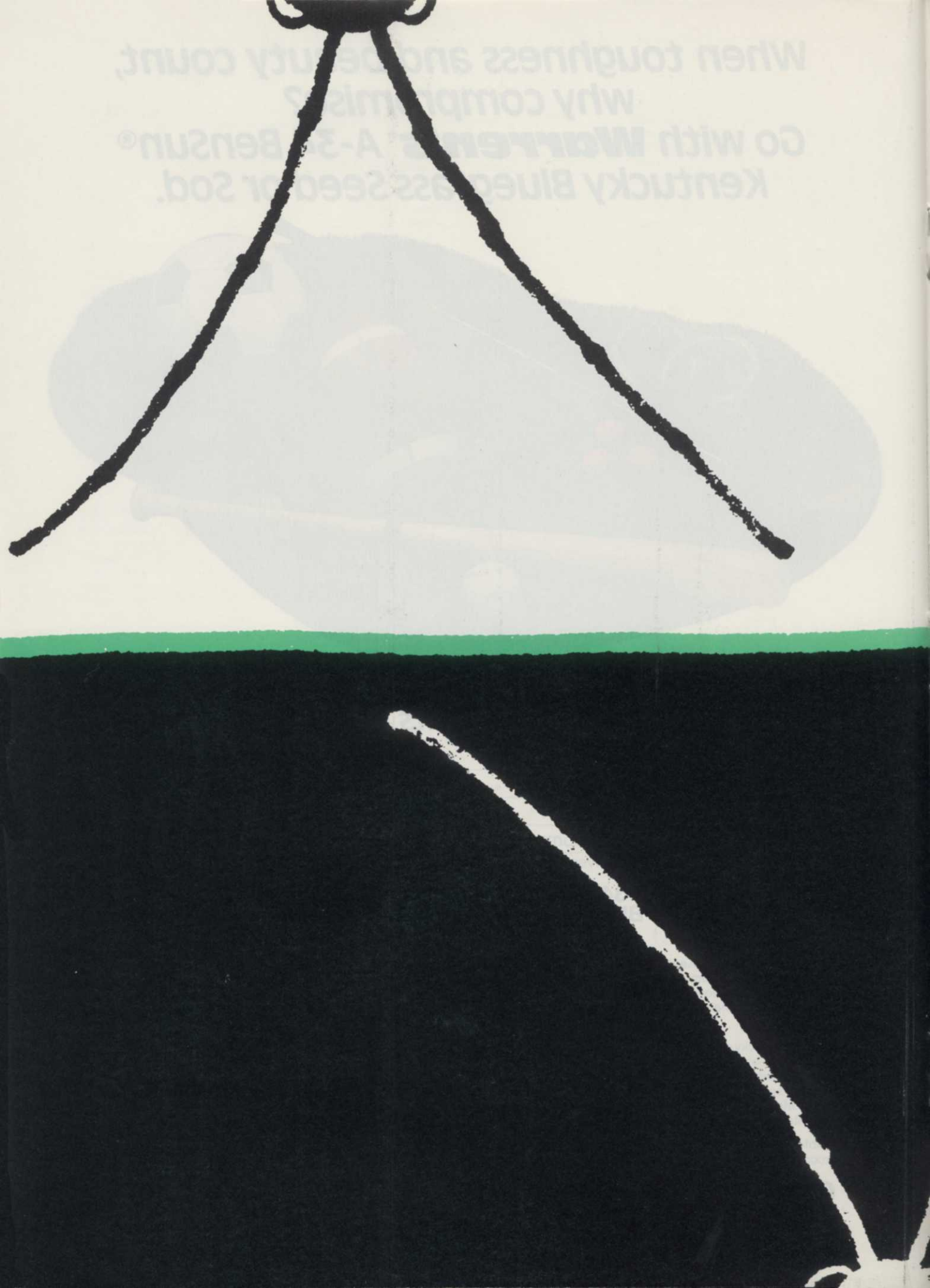
**Warren's®
TURF PROFESSIONALS**

7502 South Main Street • Crystal Lake, Illinois

Call 1-800-828-TURF(8873) for the name and address of your nearest

Warren's Turf Professional.
Circle No. 173 on Reader Inquiry Card

When toughness and beauty count,
why compromise?
Go with Warrenton A-3®
Kentucky Bluegrass seed for sod.



Equipment
 Continues
 Above Hill Manufacturing
 Arizona Power Equipment Co
 John Shaw Co
 B & W Sales & Field Assoc
 Central Engineering Co
 Central Quality Inc
 Country Mill Inc
 Equipment/Tractor-Parts/Tractor
 Dodge All-Tek Ltd
 Grady Co
 Johnson Tractor & Equip Inc
 Kern Inc
 Kern Equipment Co
 Highway Equipment Co
 International Sales Corp
 Jackson Co Tractor Inc
 F B King Mfg Co
 Lantz Inc
 Leitch Equipment
 High-Speed Dredge
 Precision Products Inc
 Western Products
 Westville Co
 Spig Planters
 Farm Corp
 Straw Blowers
 Bous Industries Inc
 Farm Corp
 Rainco Inc
 Stump Cutters
 Citronius Mill Co
 Lockwood Mfg Co
 K&M Manufacturing Inc
 Long Mfg Corp
 Orlan Mfg Inc
 Phoenix Products Inc
 Ripley Mfg Inc
 Squires Inc
 Western Products
 Tanks, Fiberglass
 Pacific Inc
 West-Way Inc
 Western Co

Above and below the call of duty.

Only D-z-n® destroys 52 surface and sub-surface insects.

You know that insects can wreak havoc in lawns and ornamentals.

But D-z-n diazinon gets them where they live. Above and below the soil line. Sod webworms, chinch bugs, armyworms, aphids and more. Including grubs, cutworms and other sub-soil pests. With a quicker kill and longer residual control.

When safety counts.

D-z-n diazinon is so safe it's non-restricted. Use it near homes, hospitals or schools. You need no special clothing or protective equipment.

Mix D-z-n with fertilizers and fungicides. In liquid, granular or powder formulations. The choice is yours. D-z-n diazinon. From the people who invented diazinon over 20 years ago.

Ciba-Geigy, Ag Division, Box 18300, Greensboro, NC 27419.

D-z-n. The bug stops here.

CIBA-GEIGY

© 1984 Ciba-Geigy Corporation

Circle No. 245 on Reader Inquiry Card



Equipment

continued

Arctic Mizer Manufacturers
Arizona Power Equipment Co
John Blue Co
B & W Sales & Mktg Assoc
Central Engineering Co
Central Quality Ind Inc
Country Mfg Inc
Cushman/Ryan-OMC Lincoln
Deppe Ag*Tec Ltd
Gandy Co
Jonathan Green & Sons Inc
Hahn Inc
Herd Seeder Co
Highway Equipment Co
Industrial Leasing Corp
Jacobsen Div Textron Inc
F D Kees Mfg Co
Lesco Inc
National Chemsearch
PBI-Gordon Corp
Precision Products Inc
O M Scott & Sons Proturf Div
Seymour Mfg Co
Sorensen Sprayers Inc
Sta-Green Plant Food Co
Swenson Spreader Co
Trac N Combo
Vandermolen Corp
Vicon Farm Machinery Inc
Warren's Turf Nursery Inc

Western Products
Westheffer Co

Sprig Planters

Finn Corp

Straw Blowers

Bowie Industries Inc
Finn Corp
Reinco Inc

Stump Cutters

Chipmore Mfg Co
Heckendorn Mfg Co
Karl Kuemmerling Inc
Lindig Mfg Corp
Olathe Mfg Inc
Promark Products Inc
Rayco Mfg Inc
Sidefire Inc
Vermeer Mfg Co
Winkler Hydraulics

Sweepers

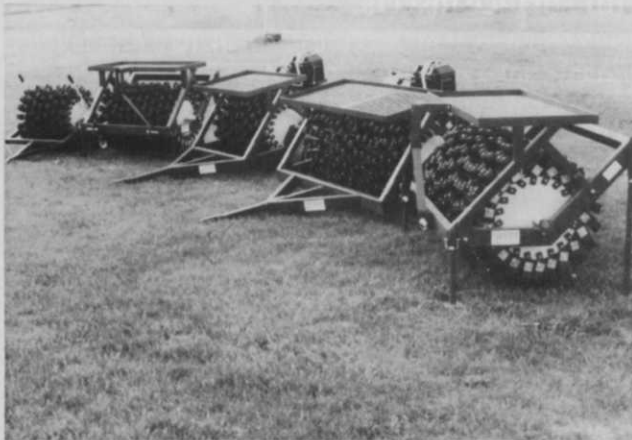
Ariens Co
Arizona Power Equipment Co
Atwater Strong Div

Billy Goat Industries Inc
Bingham Equipment Co
Brouwer Turf Equipment Ltd
J I Case
Central Engineering Co
Dynamic Industries Inc
Ford North American Tractor Operations
Giant Vac Mfg Inc
Grasshopper Co
Gravelly
Industrial Leasing Corp
Ingersoll Equipment Co
Jacobsen Div Textron Inc
Lambert Corp
Little Giant Products Inc
Mathews Equipment Co
Melroe Div Clark Equipment
MTD Products Inc
Olathe Mfg Inc
Parker Sweeper Co
Precision Products Inc
Smithco Inc
Sweepster Jenkins Equipment Co
Tennant Co
Toro Co Commercial Prods
Turf Vac Corp
Yard Vac Prods Inc
Yazoo Mfg Co

Tanks, Fiberglass

Agrotec Inc
Best-Way Inc
Broyhill Co

TERRACARE AERATORS



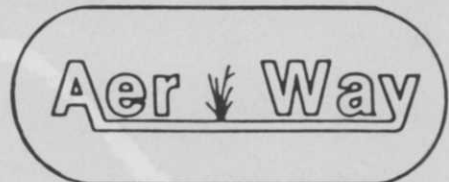
Your Fast, Easy Method to Aerate

The low maintenance and ease of operation will pay for Terra in very short time. Your Terra will leave the surface in excellent condition.

TERRACARE
PRODUCTS CO., INC.

P.O. Box 506
Pardeeville, Wisconsin 53954
Circle No. 166 on Reader Inquiry Card

The fast, efficient, low cost way to turfgrass aeration



NOW* - Topdress and/or overseed
simultaneously with our seed-box attachment.
- "Special" no-tear bent grass rollers.



The AER-WAY is a low maintenance, low energy aerifier designed especially for hard, compacted traffic and playing areas and sod establishment. The tines are 7" long and the unique, patented design fractures the soil between the tines enhancing the soil profile and its natural capillary action. This allows air, moisture and fertilizer to get to the root system promoting maximum growth and producing thicker, greener turf. And you save on fertilizer and irrigation usage.

Contact us for the name of your nearest AER-WAY dealer.



Holland Equipment Limited
P.O. Box 339, 20 Phoebe St.
Norwich, Ontario N0J 1P0
Telephone: (519) 863-3414

Circle No. 127 on Reader Inquiry Card

Citrus Systems Inc
 Fiberglass Unlimited Inc
 FMC Corp
 Friend Mfg Corp
 Kay Park Rec Corp
 Kuker Industries Inc
 Llo-Mar Mfg Inc
 Master Sprayers Inc
 Pex Inc
 Power Spray Technology Inc
 Professional Turf Specialties
 Raven Industries Inc
 Sorensen Sprayers Inc
 Strong Ent Inc
 Tuffex Mfg Co
 Westheffer Co

Tillers, Tractor-Mounted

Arizona Power Equipment Co
 Bingham Equipment Co
 FMC Corp
 Ford North American Tractor Operations
 Howard Rotovator Co
 Industrial Leasing Corp
 Ingersoll Equipment Co
 Long Mfg NC Inc
 MAM Tractors
 MTD Products Inc
 Steiner Corp
 Tradewinds Inc
 Woods Div Hesston Corp

Turfco Mfg Inc
 Vicon Farm Machinery Inc

Tractors & Attachments

American Trencher
 Arlens Co
 Arizona Power Equipment Co
 Bingham Equipment Co
 Brinly-Hardy Co
 Roscoe Brown Corp
 J I Case
 Cushman/Ryan-OMC Lincoln
 Deere & Co
 Engineering Products Co
 Ford North American Tractor Operations
 Goodall Div Bunton Co
 Gravely
 Guest Industries Inc
 Industrial Leasing Corp
 Ingersoll Equipment Co
 International Harvester Co
 Jacobsen Div Textron Inc
 Kubota Tractor Corp
 Long Mfg NC Inc
 MAM Tractors
 Massey-Ferguson
 McMillen Div
 Mitsubishi AG Machinery Co Ltd
 Morbark Industries Inc
 MTD Products Inc
 Precision Products Inc
 Ransomes Inc
 Steiner Corp

Tanks, Metal

Agrotec Inc
 John Blue Co
 Broyhill Co
 Clinton Engines Corp
 Fabridyne Inc
 Friend Mfg Corp
 Great Northern Equipment Co
 Kay Park Rec Corp
 Minnesota Wanner Co
 Pex Inc
 Professional Turf Specialties
 Westheffer Co
 Winkler Hydraulics

Tool Boxes

Deere & Co
 Halls Safety Equipment Inc
 Handy Mandy Mfg
 Hi-Ranger Inc
 Nev-Rust Tool-Tainer Inc
 Reading Body Works Inc
 Rotocast Plastic Products Inc
 Winkler Hydraulics

Topdresser

Cushman/Ryan-OMC Lincoln
 Hahn Inc
 Jacobsen Div Textron Inc

Built to last . . . RUGGED & VERSATILE

MIGHTY MAX FLAIL MOWERS

**FOR MOWING, THATCHING,
 & WEED CUTTING**

**Excellent for:
 PARKS, SCHOOLS,
 COMMERCIAL GROUNDS, GOLF
 COURSES & UNDEVELOPED AREAS**

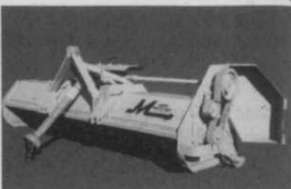
PROVEN 3-POINT HITCH SYSTEMS:



Mighty Max Category - 1
 C148 - (46" cutting width)
 C160 - (58" cutting width)
 C172 - (70" cutting width)



Mighty Max Super Series
 SC174 - (74" cutting width)
 SC188 - (88" cutting width)
 SC1100 - (100" cutting width)



Mighty Max Roadsider
 For roadside maintenance &
 high brush areas.
 RCS188 - (88" cutting width)



Introducing
 The
ALL NEW
 Front Mount
 Unit

(61" Cutting Width)

**Front Mount Unit
 Is Adaptable To Most Leading
 Turf Maintenance Machines!**



VRISIMO MANUFACTURING, INC., 2905 Railroad Ave., P.O. Box 699, Ceres, CA 95307

(209) 537-5746

Circle No. 172 on Reader Inquiry Card

Equipment

continued

Toro Co Commercial Prods
United Farm Tools Inc
Wheel Horse Products Inc
Worksaver Inc
Yanmar Tractor (USA) Inc
Yazoo Mfg Co
York Modern Corp

Trailers

Agrotec Inc
Ariens Co
Bingham Equipment Co
John Blue Co
Bock Industries Inc
Broyhill Co
Country Mfg Inc
Deere & Co
Ditch Witch
Eagle Vehicles Inc
Fabridyne Inc
Fox Valley Marking Systems Inc
Giant Vac Mfg Inc
Handy Mandy Mfg
Holsclaw Brothers Inc
Jacobsen Div Textron Inc
Life Time Products
Magline Inc
Minnesota Wanner Co
Olathe Mfg Inc
Precision Products Inc
Prentek Corp
Rivlex Industries Inc
Smithco Inc
Snowco Inc
Taylor-Dunn Mfg Co
Wells Cargo Inc
Westheffer Co
Yazoo Mfg Co

Traps, Animal

Fox Valley Marking Systems Inc
Woodstream Corp

Tree Movers, Spades

Big John Tree Transplanter Mfg Inc
Caretree Systems Inc
Clegg Nursery Equipment
Industrial Leasing Corp
Melroe Div Clark Equipment
Newman Tree Movers Ltd
Rokor Inc
Schutt's Equipment Co
Trans-Tree Corp
Vermeer Mfg Co

Tree Protectors

Ross Daniels Inc
Eaton Brothers Corp
Fox Valley Marking Systems Inc
International Reforestation Suppliers Inc
V I T Products

Tree Wrap

Arthur Enterprises Inc
Bartlett Mfg Co
Ross Daniels Inc
General Bandages Inc
Hoechst Fibers Industries
Karl Kuemmerling Inc

Trenchers

American Trencher
Auburn Consolidated Industries Inc
Roscoe Brown Corp
J I Case Drott Div
Ditch Witch
Ground Hog Inc
Industrial Leasing Corp
Little Giant Products Inc
Melroe Div Clark Equipment
Seaman-Parsons Corp
Vermeer Mfg Co

Trimmers, Line

Altec Industries Inc
Arizona Power Equipment Co
Beaird-Poulan/Weed Eater Div
Cosco Lawn & Garden
Deere & Co
Goodall Div Bunton Co
Halls Safety Equipment Inc
HMC/Green Machine
Hoffco Inc
Homelite Div Textron Inc
Jacobsen Div Textron Inc
Jameson Corp
Lesco Inc
Locke Mfg Inc
Poulan/Weed Eater
Power Lawnmower Parts Inc
Safety Test & Equipment Co
Shindaiwa Inc
Solo Inc
Stihl Inc
Toro Co Commercial Prods
Vandermolen Corp
Winkler Hydraulics
Yazoo Mfg Co

Trucks/Truck Bodies

Altec Industries Inc
Chevrolet Motor Div
Cushman/Ryan-OMC Lincoln
Great Northern Equipment Co
Handy Mandy Mfg
Henderson Mfg Div Waycrosse Inc
Hi-Ranger Inc
Industrial Leasing Corp
International Reforestation Suppliers Inc
Pitman Div
Prentek Corp
Professional Turf Specialties
Reading Body Works Inc
Rokor Inc
Strong Ent Inc
Winkler Hydraulics

Turf Blocks

Grass Pavers Ltd
Turfgrass Products Corp

Vacuums

Arizona Power Equipment Co
Atwater Strong Div
Billy Goat Industries Inc
Central Engineering Co
E-Z Rake Inc
Giant Vac Mfg Inc
Jacobsen Div Textron Inc
Lambert Corp
Mathews Equipment Co
Milwaukee Electric Tool Corp
MTD Products Inc
Parker Sweeper Co
Toro Co Commercial Prods
Woods Div Hesston Corp
Yard Vac Prods Inc

Vehicles, All-Terrain

Deppe Ag*Tec Ltd
Carl Heald Inc
Industrial Leasing Corp
Pac-Trac
Smithco Inc
SNS Motor Imports Inc
Timberjack Inc

Vehicles, Electric

Columbia Car Corp
Cushman/Ryan-OMC Lincoln
Eagle Vehicles Inc
E-Z-Go Golf Car
Industrial Leasing Corp
Taylor-Dunn Mfg Co

Vehicles, Turf

American Continental Inc
Bajaj America Inc
Columbia Car Corp
Cushman/Ryan-OMC Lincoln
Deppe Ag*Tec Ltd
E-Z-Go Golf Car
Hahn Inc
Carl Heald Inc
Industrial Leasing Corp
Jacobsen Div Textron Inc
Noland Car Co
Olathe Mfg Inc
Pargo Eagle
Professional Turf Specialties
Rivlex Industries Inc
Ross Products
Smithco Inc
SNS Motor Imports Inc
Steiner Corp
Toro Co Commercial Prods
Turf Vac Corp
Westheffer Co

Vibratory Plows

J I Case Drott Div
Ditch Witch
Seaman-Parsons Corp
Turfco Mfg Inc
Vermeer Mfg Co

Washers, Pressure

Agrotec Inc
Broyhill Co

DENSE
MAKES SENSE!

Manhattan II guarantees greener turf or greenbacks.

Breakthrough.

Manhattan II's astonishing density surpasses any other ryegrass you can buy.

Ten years of careful research and testing has resulted in a ryegrass that's so dense, it gives you up to 40% more green grass, seed for seed, compared to other turf-type ryegrasses. What does it mean for you? Read on!

Economical.

Manhattan II is not only beautiful, it's beautifully practical. Because of its unusual density, it actually crowds out weeds. So it needs less herbicides. And it cuts clean and sharp, with no frayed leaf tips.



Ball sits up so pretty, it's almost like teeing up on the fairway.

Tough.

Manhattan II has very good resistance to Rhizoctonia brown patch, leaf spot, crown rust and stem rust. Add drought and heat tolerance and you've got a turfgrass that's tough and persistent.




Manhattan II
Wears better, looks better, lasts longer! Super density does it!

Other Ryegrass
This was the best you could get - until Manhattan II.

Greener turf or greenbacks.

If you don't agree that Manhattan II is everything we say it is: denser, greener and tougher than the ryegrass you're using now, we'll send you a check for \$50.00. Ask for complete details.



There's more to it.

Manhattan II sounds terrific:
 Have someone contact me.
 Send your free technical bulletin and more information on your "Greenbacks" guarantee.

NAME _____
ADDRESS _____
CITY _____
STATE _____ ZIP _____
Mail to: Turf Merchants, Inc., P.O. Box
1467, Albany, OR 97321

Turf Merchants, Inc., Albany, OR/Turf Seed Inc., Hubbard, OR
Circle No. 139 on Reader Inquiry Card

Equipment

continued

Citrus Systems Inc
Delco Mfg Co
Dutton-Lainson Co
FMC Corp
Ford North American Tractor Operations
Friend Mfg Corp
Llo-Mar Mfg Inc
Minnesota Wanner Co
Northeast Industries Inc
Pex Inc
Sensation Power Equipment Div Gilson Bros Co
Sioux Steam Cleaner Corp
Solo Inc
Strong Ent Inc
Trebtor Corp
Westheffer Co

Alamo Group
609 N 123 Bypass
Sequin TX 78155
512-379-1480

Algoma Net Co
1525 Mueller St
Algoma WI 54201
414-487-5577

Allegheny International Hardware Group
465 Railroad Ave
PO Box 3500
Shiremanstown PA 17011
717-737-1500

Alpina North America
Box 301
Northport WA 99157
604-367-9202

Altec Industries Inc
PO Box 10264
Birmingham AL 35202
205-969-3400

American Continental Inc
Box 280
Willmar MN 56201
612-235-1752

★ American Enka Co
Sand Hill Rd
Enka NC 28728
704-667-7713

American Honda Motor
100 W Alondra Blvd
Gardena CA 90247
213-327-8280

American Playground Device Co
1801-31 S Jackson St
PO Drawer 2599
Anderson IN 46011
317-642-0288

American Stamp Co
PO Box 741
Reseda CA 91335
818-881-2808

American Standard Co
West St
PO Box 325
Plantsville CT 06479
203-628-9643

American Trencher
503 Gay St
PO Box 266
Delhi IA 52223
319-922-2981

Ames Co
Camden & Broadway Ave
Parkersburg WV 26101
304-424-3000

AMETEK/Plymouth Prods Div
502 Indiana Ave
PO Box 1047
Sheboygan WI 53082-1047
414-457-9435

Anchor/Swan Corp
PO Box 509
Worthington OH 43085
614-548-6511

Aquamarine Corp
225 N Grand Ave
Waukesha WI 53186
414-547-0211

Aquatic Irrigation Systems Inc
619 "E" E Gutierrez St
Santa Barbara CA 93103
805-965-5125

Aquaturf
11363 San Jose Blvd
Jacksonville FL 32217
904-268-6707

Architectural Precast Inc
2021 Longwood Ave
PO Box 23110
Columbus OH 43223
614-875-0963

Arctic Mizer Manufacturers
2120 E Norwich St
St Francis WI 53207
414-744-4160

Ariens Co
655 W Ryan St
Brillion WI 54110
414-756-2141

Arizona Power Equipment Co
12001 N Cave Creek Rd
Phoenix AZ 85020
602-944-5591

Arthur Ent Inc
2221 Cape Cod Way
Santa Ana CA 92703
714-558-9561

Asplundh Mfg Div
50 E Hamilton St
Chalfont PA 18914
215-822-0542

★ Atwater Strong Div
6284 Waterloo Rd
PO Box 68
Atwater OH 44201
216-947-2344

Auburn Consolidated Industries Inc
2100 S "J" St
PO Box 350
Auburn NE 68305
402-274-4911

Auto Crane Co
9260 Broken Arrow Expressway
Tulsa OK 74145
918-627-9475

Badger Chipper Co
6 Johnson Court
Bay City MI 48706
517-894-4578

Bajaj America Inc
1237 Gadsden St
Columbia SC 29201
803-779-5361

★ Barebo Inc/Otterbine
Rd 1
PO Box 217
Emmaus PA 18049
215-965-6018



2. Equipment Companies

Acme North America Corp
5209 W 73 St
Minneapolis MN 55435
612-835-2423

★ Advanced Drainage Systems Inc
3300 Riverside Dr
Columbus OH 43221
614-457-3051

AEG Power Tool Corp
1 Winnenden Rd
Norwich CT 06360
203-886-0151

Ag-Rain Inc
600 S Schrader
Havana IL 62644
309-543-4425

Ag-Share Computer Systems Inc
3334 Sheridan Blvd
Denver CO 80212
303-455-8734

★ Agriculture Service Corp
5240 Gaffin Rd SE
Salem OR 97301
503-581-8899

Agrotec Inc
PO Box 49
Pendleton NC 27862
919-585-1222

MERIT

If they held
an **Olympics**
for Bluegrass,
Merit would
win the **Gold**

Consistently rated a winner for turf quality, color and sod strength, it has also been cited for its resistance to both leaf and dollar spot.

A variety with outstanding seedling vigor, it has won high ratings in shade trials and has excellent spring color.

The record proves Merit is a performer. It was ranked Number 1 for turf quality in a three-year University of California trial in competition with 43 varieties, topping Adelphi, Baron, Columbia, Cheri, Victa, Rugby, Sydsport, Ram I, and Parade.

It has also outperformed Baron, Nugget, Fylking, Adelphi, Glade, and Bonnieblue in various trials such as 1972 NE-57, in New York, in an eight-year Purdue study, a three-year Ohio trial and in a four-year Missouri test.

Note: Merit is marketed in Canada as "Regent Kentucky Bluegrass."

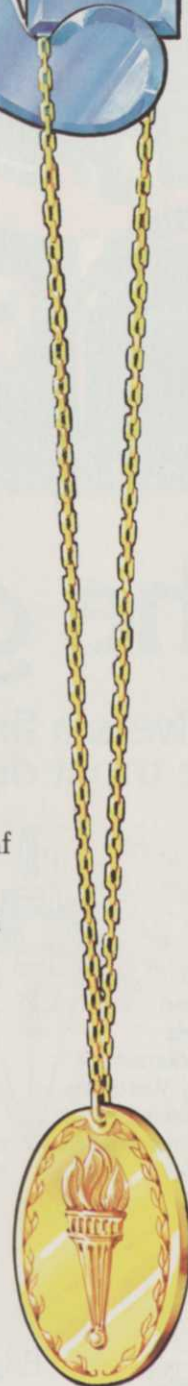
Merit... it's a Kentucky Bluegrass worth looking into

FULL CIRCLE, INC.

P.O. Box 49 Madras, Oregon 97741 (503) 475-3877

CENEX A Subsidiary of Cenex

Circle No. 119 on Reader Inquiry Card

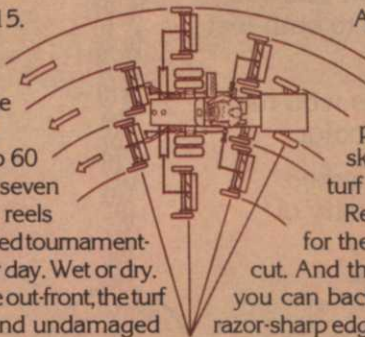




The gentle giant

Delivers a fine, tournament-quality cut on the most demanding mowing schedule.

Jacobsen's HF-15. A rugged, self-contained production mowing machine with a long-legged stride to cover up to 60 acres a day. Yet its seven hydraulically driven reels deliver an unsurpassed tournament-quality cut. Day after day. Wet or dry. Because the reels are out-front, the turf remains standing and undamaged when it meets the blades.



As the tractor turns, so do the mowers. So they cut concentric to the mowing path. To eliminate skidding, skipping and turf damage.

Reel speed is variable for the smoothest possible cut. And they are reversible. So you can backlap them to keep a razor-sharp edge. And kick out sticks and stones that may lock in the reel.

And if that weren't enough, hydraulically driven vertical mowers can be fitted to the HF-15's mower frames. For thatch removal and turf thinning prior to overseeding.

The high-production HF-15; gas or diesel. A giant mowing machine with a delicate touch. Only from Jacobsen. Lease and finance plans are available.

Jacobsen Division of Textron, Inc.
1721 Packard Avenue
Racine, WI 53403 J-7-4



JACOBSEN
TEXTRON

Jacobsen Division of Textron Inc.

Photographed at the Tournament Players' Club, Ponte Vedra, Florida.

Engineered from the ground up.

©Jacobsen Division of Textron Inc. 1984

Circle No. 129 on Reader Inquiry Card

Equipment Companies

continued

Bartlett Mfg Co
3003 E Grand Blvd
Detroit MI 48202
313-873-7300

Beaird-Poulan/Weed Eater
9020 Flournoy Lucas Rd
Shreveport LA 71129
318-687-0100

Beck Mfg Co
1510 Pumphrey Ave
PO Box 2014
Auburn AL 36830
205-821-4600

Best-Way Inc
1315 S Eighth St
Box S
Clear Lake IA 50428
515-357-6155

B & G Equipment Co
Applebutler Rd
Plumsteadville PA 18949
800-544-8811

*Big John Tree Transplanter Mfg Inc
Hwy 110 E
PO Box 608
Heber Springs AR 72345
501-362-8161

BigToys
2601 S Hood St
Tacoma WA 98409
206-572-7611

Billy Goat Industries Inc
PO Box 308
Lee's Summit MO 64063
816-524-9666

Bingham Equipment Co
710 N 195th Ave
Buckeye AZ 85326
602-247-7638

BlueBird Int'l Inc
2778 S Tejon
Englewood CO 80110
303-781-4458

John Blue Co
2800 Bob Wallace Ave
Huntsville AL 35805
205-536-5581

Bock Industries Inc
57540 SR 19 S
PO Box 1027
Elkhart IN 46515
219-295-8070

Bolens Corp
215 S Park St
Port Washington WI 53074

Bomford & Evershed Ltd
Salford Priors
Evesham Worcs WR11 5SW
England
0789-773383

Bouldin & Lawson Inc
Rte 10 Box 208
McMinnville TN 37110
615-668-4090

*Bowie Industries Inc
1004 E Wise St
Bowie TX 76230
817-872-1106

Briggs & Stratton Corp
PO Box 702
Milwaukee WI 53201
414-259-5333

Brinly-Hardy Co
340 E Main St
Louisville KY 40202
502-585-3351

*Brouwer Turf Equipment Ltd
Woodbine Ave, R R 2
Keswick ON L4P 3E9
Canada
416-476-4311

Roscoe Brown Corp
Rte 1 Box 48
Lenox IA 50851
515-333-4551

Broyhill Co
N Market Square
Dakota City NE 68731
402-987-3412

Buck Haven Industries Inc
Box 112
Northport WA 99157
604-367-7822

Buffalo Turbine Agricultural Equipment Co
Industrial Place
PO Box 150
Gowanda NY 14070
716-532-2272

*Bunton Co
4601 E Indian Trail
PO Box 33247
Louisville KY 40232
502-966-0550

Bush Hog Implement Div
Allied Products Corp
2501 Griffin Ave
Selma AL 36701
205-872-6261

B & W Sales & Mktg Assoc
4047-A Jonesboro Rd
Forest Park GA 30050
404-366-0957

*Cambridge Soil Services of America Inc
106 Robert Gene St
Glencoe AL 35905
205-492-7847

Caretree Systems Inc
160 Outerbelt St
Columbus OH 43213
614-861-7775

Laurie Carlson & Assoc Ltd
PO Box 35
Waunakee WI 53597
608-849-4770

Carmel Chemical Corp
17303 US 31 N
PO Box 406
Westfield IN 46074
317-896-2933; 800-428-4367

J I Case Outdoor Power Equipment Div
119 S First St
Winneconne WI 54986
414-582-4455

Caterpillar Lift Trucks
Mfg by Towmotor Corp
7800 Tyler Blvd
Mentor OH 44060
216-255-5611; 800-528-6050

Caterpillar Tractor Co
100 NE Adams
Peoria IL 61528

Cellin Mfg Inc
9610 Guston Cove Rd
Lorton VA 22079
703-690-1195

Central Engineering Co
4429 W State St
Milwaukee WI 53208
414-933-4567

Central Quality Industries Inc
900 S Division Ave
Polo IL 61064
815-946-2311

Central States Mainline
US 40 & State 38
London OH 43140

Champion Sprinkler Mfg Co
1460 N Naud St
Los Angeles CA 90012
213-221-2108

A B Chance Co
210 N Allen
Centralia MO 65240
314-682-8509

Chemilizer Products Inc
12745 49th St N
Clearwater FL 33520
813-576-7211

Chevrolet Motor Div GMC
30007 Van Dyke Ave
Warren MI 48090
313-492-5566

Chipmore Mfg Co
6 Johnson Ct
Bay City MI 48706
517-894-4578

Chisholm-Ryder Co
College & Highland Ave
Niagara Falls NY 14305
716-285-9186

*J A Cissel Mfg Co
Squawkum Yellowbrook Rd
PO Box 339
Farmingdale NJ 07727
201-938-6600; 800-631-2234

Citrus Systems Inc
1300 E Hwy 50

Equipment Companies

continued

Winter Garden FL 32787
305-656-6858

Clark Equipment Co (See Melroe Div)

* Clean City Squares Inc
PO Box 6797
St Louis MO 63144
314-968-2950

Clean-Flo Laboratories Inc
4342 Shady Oak Road
Hopkins MN 55343
612-935-2137

Clegg Nursery Equipment
Michigan Ave & Naperville Rd
Plainfield IL 60544
815-436-2357

Clements Associates Inc
RR 1 Box 162A
Newton IA 50208
515-792-8285

Clinton Engines Corp
Clark & Maple Sts
Maquoketa IA 52060
319-652-2411

Club Car Inc
PO Box 4658
Augusta GA 30907
404-863-3000

Columbia Car Corp
One Golf Car Rd
Deerfield WI 53531
608-764-5474

Columbia Cascade Timber Co
1975 SW Fifth Ave
Portland OR 97201
503-223-1157

Comanche Steel Products Inc
343 N W White Rd
PO Box 20128
San Antonio TX 78220
512-333-5210

* Continental Custom Bridge Co
Rte 5 Box 178
Alexandria MN 56308
612-852-7500

* Conwed Corp
444 Cedar St
St Paul MN 55101
612-221-1100

Cosco Lawn & Garden
808 Blue Mound Rd
Fort Worth TX 76179
817-232-2150

* Country Mfg Inc
PO Box 104-K3
Fredericktown OH 43019
614-694-9926

Howard S Crane Inc
Rte 365 Box 88

Oneida NY 13421
315-363-3390

Creative Sales Inc
222 N Park Ave
Fremont NE 68025
402-727-4800

* Cushman Ryan/OMC Lincoln
900 N 21st St
PO Box 82409
Lincoln NE 68501
402-475-9581

Custom Products of Litchfield Inc
Box 718
Litchfield MN 55355
612-693-3221

Ross Daniels Inc
1720 Fuller Rd
PO Box 65430
West Des Moines IA 50265-0430
515-225-6471

Dayni Controls Mfg Co
18414 Eddy St
Northridge CA 91325
818-349-8367

* Dedoes Industries Inc
1060 W West Maple
PO Box 575
Walled Lake MI 48088
313-624-7710

Deep Root Corp
7354 Bolsa Ave
Westminster CA 92683
714-898-0563

* Deere & Co
John Deere Rd
Moline IL 61265
309-752-8000

Delavan Corp
811 Fourth St
West Des Moines IA 50265
515-274-1561

Delco Mfg Co
PO Box 69
Siloam Springs AR 72761
501-524-6471

Delmarva Textile Co
254 N Rehoboth Blvd
Milford DE 19963
302-422-7531

Deppe Ag* Tec Ltd
Box 464
Burlington ON L7R 3Y3
Canada
416-527-6620

Devpro Insectocutor Div
80 Telegraph Rd
PO Box 46
Middleport NY 14105
716-735-7768

Didier Mfg
7777 N 73rd St
Milwaukee WI 53223
414-354-2328

* Ditch Witch
PO Box 66
Perry OK 73077
405-336-4402

Doggett Corp
Cherry St
Lebanon NJ 08833
201-236-6335, 6336

Dragon Irrigation Equipment by Wes-Co
910-23rd Ave
Oakland CA 94606
415-534-3320

Dutton-Lainson Co
1601 W Second St
PO Box 729
Hastings NE 68901
402-462-4141

Dynamic Industries Inc
201 W Main Ave
Barnesville MN 56514
218-354-2211; 800-346-4858

Eagle Vehicles Inc
8181 Hoyle Ave
Dallas TX 75227
214-388-7431

Eaton Brothers Corp
3530 Lakeview Rd
PO Box 60
Hamburg NY 14075
716-649-8250

Echo Inc
3150 MacArthur Blvd
Northbrook IL 60062
312-291-2800

Edmont Div Becton Dickinson & Co
1300 Walnut St
Coshocton OH 43812
614-622-4311

Edwards Equipment Co
4312 Main St
Yakima WA 98903
509-248-1770

Ellis Mfg Co
107 W Railroad St
PO Box 246
Verona WI 53593
608-845-6472

Emblidge Corp
1566 Cameron-Crescent Dr Ste 22B
Reston VA 22090
703-435-8013

Encap Products Co
PO Box 278
Mt Prospect IL 60056
312-593-6464

Engineering Products Co (Power King)
2021 MacArthur Rd
PO Box 1510
Waukesha WI 53187
414-547-5558

Erocon Pacific Corp
PO Box 506
Enumclaw WA 98022
206-825-7217

Erosion Control Systems/Gulf States
Paper Corp
1400 River Rd NE
Tuscaloosa AL 35404
205-553-6200

★Excel Industries Inc
PO Box 7000
Hesston KS 67062
316-327-4911

Exmark Mfg Co
Industrial Park
PO Box 674
Beatrice NE 68310
402-223-4010

★E-Z-Go Golf Car
Marvin Griffin Rd
PO Box 388
Augusta GA 30913-2699
404-798-4311 Ext 520

E-Z Rake Inc
1001 S Ransdell Rd
Lebanon IN 46052
317-482-1662

Fabridyne Inc
S Hwy 22
PO Box 1040
Litchfield MN 55355
612-693-7251

Fairmont Hydraulics Div Fairmont Railway
Motors-Harsco Corp
415 N Main
Fairmont MN 56031
507-235-3361

Fanno Saw Works
224 W Eighth Ave
Chico CA 95926
916-895-1762

Feldmann Engineering & Mfg Co
633 Monroe St
PO Box 153
Sheboygan Falls WI 53085
414-467-6167

Fert-O-Ject
4701 Old San Jose Rd
Santa Cruz CA 95065
408-475-5122
Mail To: PO Box 889
Soquel CA 95073

Fiberglass Unlimited Inc
PO Box 1297
Watertown SD 57201
605-886-5137

★Finn Corp
2525 Duck Creek Rd
Cincinnati OH 45208
513-871-2529

★FMC Corp
5601 E Highland
Jonesboro AR 72401
501-935-1970

Foley-Belsaw Co
3300 NE Fifth St
Minneapolis MN 55418
612-789-8831; 800-328-2416

★Ford North American Tractor Operations
2500 E Maple Rd
Troy MI 48084
313-643-2000

★Foresight Industries Inc
2114 Pioneer Ave
Cheyenne WY 82003
307-635-4163

Fox Valley Marking Systems Inc
172 S Northwest Hwy
Cary IL 60013
312-639-5744; 800-323-4770

★Franklin Electric Co
400 E Spring St
Bluffton IN 46714
219-824-2900

Friend Mfg Corp
4441 Prospect St
Gasport NY 14067
716-772-2622

★Fuerst Brothers Inc
PO Box 356
Oregon IL 61061
815-732-3239



SCAG

REMEMBER THAT NAME!

One of these days you're going to be faced with the decision of buying a new commercial rotary mower. When that time arrives there's one name to remember. SCAG! The overall design has been engineered to be clean and simple by a recognized leader in commercial design . . . Dane Scag. The Scag machine is built to work harder, last longer . . . and sell for substantially less. We've gone back to the basics without sacrificing performance, quality or operator comfort. The Scag unit will deliver a highly professional cut at a price you will be able to live with long after you have made the purchase. 48" and 61" machines are sold and serviced thruout the U.S. and Europe. See your nearest Scag dealer or contact us for more information.

SCAG POWER EQUIPMENT, INC.
P.O. Box 589
Elm Grove, WI 53122
414-544-4090

SCAG — a good name to remember

Equipment Companies

continued

FXG Corp
3 Sullivan St
Woburn MA 01801
617-933-8428

Gandy Co
PO Box 528
Owatonna MN 55060
507-451-5430

General Bandages Inc
8300 Lehigh Ave
Morton Grove IL 60053
312-966-8383

Giant Vac Mfg Inc
Machine Shop Rd
South Windham CT 06266
203-423-7741

Gilmour Mfg Co
Drum Ave
PO Box 838
Somerset PA 15501
814-443-4802

★Glenmac Inc
1805 Second Ave SW
PO Box 1398
Jamestown ND 58401
800-437-9779; 701-252-9300

Oliver Godwin
3530 S Pine Ave
Ocala FL 32671
904-351-1918

Go-Fore
8228 Goldie St
Walled Lake MI 48088

★Goodall Div Bunton Co
4601 E Indian Trail
Louisville KY 40213
502-459-0550

Gould
Ten Gould Center
Rolling Meadows IL 60008
312-640-4000

Grand Rock Co
8805 East Ave
Mentor OH 44060
216-951-1967

★Grasshopper Co
PO Box 637
Moundridge KS 67107
316-345-8621

Grass Pavers Ltd
3807 Crooks Rd
Royal Oak MI 48073
313-549-4046

Gravely
One Gravely Ln
Clemmons NC 27012
919-766-4721

Great Northern Equipment Co
3550 Great Northern Ave

Springfield IL 62707
217-787-9870

Jerry Clipper
5447 Stillwater Blvd N
Stillwater MN 55082
612-439-4910

Jonathan Green & Sons Inc
Squawkum-Yellowbrook Rd
PO Box 326
Farmingdale NJ 07727
201-938-7007

Green Pro
S Franklin St
Hempstead NY 11550
800-645-6464

Ground Hog Inc
25010 E Fifth St
San Bernardino CA 92410
714-888-2818

GTE Sylvania Lighting
Sylvania Lighting Center
Danvers MA 01923
617-777-1900

Guest Industries Inc
3601 Winsted Rd
Torrington CT 06790
800-243-5390; 203-482-1118 (CT)

Haban Mfg Co
2100 Northwestern Ave
Racine WI 53404
414-637-8388

Hach Co
PO Box 389
Loveland CO 80539
800-525-5940

★Hahn Inc
1625 N Garvin St
Evansville IN 47711-4596
812-428-2021; 812-428-2025

Hall's Safety Equipment Inc
Box 230
Grove City PA 16127
412-458-7202

Hancor Inc
401 Olive St
Findlay OH 45840
419-422-6521

Handy Mandy Mfg
317 S Seventh
PO Box 269
Perry OK 73077
405-336-5222

★Clifford B Hannay & Son Inc
600 E Main St
Westerlo NY 12193
518-797-3791

Hardie Irrigation
27671 La Paz Rd
Laguna Niguel CA 92677
714-831-6000

Delmer F Harris Co
517 Broadway
PO Box 278

Concordia KS 66901
913-243-3321

★Carl Heald Inc
PO Box 1148
Benton Harbor MI 49022
616-849-3400 (MI); 800-253-1030

★Heckendorn Mfg Co
Box 88
Cedar Point KS 66843
316-274-4201

Hellige Inc
877 Stewart Ave
Garden City NY 11530
516-222-0300

Henderson Mfg Co
1085 S Third
Manchester IA 52057
319-927-2828

Hendrix & Dail Inc
803 Industrial Blvd
PO Box 648
Greenville SC 27835-0648
919-758-4263

★Herd Seeder Co
3600 E US 35 SE
PO Box 448
Logansport IN 46947
219-753-6311

Highway Equipment Co
616 D Ave NW
Cedar Rapids IA 52405
319-363-8281

Hill's Liqui-Systems
Victoria TX 77901

Hinds Int'l Inc
700 NE Multnomah Ste 1433
Portland OR 97232
503-234-7411

Hi-Ranger Inc
N4 W22610 Bluemound Rd
Waukesha WI 53186
414-547-1000

★HMC/Green Machine
20710 S Alameda St
Long Beach CA 90810
213-603-9888

Hockney Underwater Weed Cutters
913 Cogswell
Silver Lake WI 53170
414-889-4581

Hoehst Fibers Industries
PO Box 5887
Spartanburg SC 29304
800-854-7597

★Hoffco Inc
358 NW F St
Richmond IN 47374
317-966-8161

Holan/Dorsey Trailers Inc
839 Everee Inn Rd
PO Box 118
Griffin GA 30224
404-227-9423



STIHL'S THE ONE.



For tree-trimming operations, you need a lightweight, balanced saw with good power to weight ratio. Both the Stihl® 011AV and the 020AV feature exceptionally fine handling for pro and semi-pro work. Along with a top-grip handle for excellent balance. And Stihl's anti-vibration system and Quickstop™ chain brake. For professional tools that can handle the job, remember this: Stihl's the One. For sales and service, see the Yellow Pages under 'saws.' For your local dealer's name call toll-free 1-800-528-6050, Ext. 1430. In Arizona call 1-800-352-0458, Ext. 1430. In Canada: Stihl Ltd., P.O. Box 2364, London, Ontario N6A-4G3.

STIHL®
Number One Worldwide.
© Stihl Inc., 1984 (470-036)

Equipment Companies

continued

- ★ Holland Hitch Co
20 Phoebe St
Norwich ON N0J 1P0
Canada
519-863-3414
- Holly Filter
31820 Via Ararat
Bonsall CA 92003
714-728-7095
- Holsclaw Brothers Inc
1325 E Virginia St
PO Box 4128
Evansville IN 47711
812-423-7721
- Homelite Div Textron Inc
14401 Carowinds Blvd
Charlotte NC 28217
704-588-3200
- Honda Motor (See American Honda Motor)
- Hopkins Agricultural Chemical Co
PO Box 7532
Madison WI 53707
608-222-0624
- Hotsy Corp
21 Inverness Way E
Englewood CO 80112
303-770-5200
- Howard Rotavator Co
102 Howard Ave
PO Box 7
Muscodia WI 53573
608-739-3106
- H D Hudson Mfg Co/Professional Div
3431 Merriam Dr
Overland Park KS 66202
913-677-0094
- Husqvarna Chainsaws
224 Thorndale Ave
Bensenville IL 60106
312-595-8500
- Hydroflo Corp
Rte 611
Plumsteadville PA 18949
215-766-PUMP
- Hydro Rain
27671 La Paz Rd
Laguna Niguel CA 92667
714-831-6000
- Hydro Terra Corp
1524 Alameda St
Pomona CA 91768
714-623-3211
- ★ Hypro Div Lear Siegler Inc
375 Fifth Ave NW
New Brighton MN 55112
612-633-9300
- Independent Protection Co
1603-09 S Main St
- Goshen IN 46526
219-533-4116
- Industrial Leasing Corp
2300 SW Sixth Ave
Portland OR 97201
503-228-2111
- Ingersoll Equipment Co
119 S First St
Winneconne WI 54986
414-582-4455
- Inject-O-Meter Mfg Co
820 Thornton
Clovis NM 88101
505-763-4461
- Insect-O-Cutor Inc
1531 Stone Ridge Dr
Stone Mountain GA 30083
404-939-2835
- Interlocking Paver Mfg Assoc (IPMA)
5 Bond St
Great Neck NY 11021
516-482-4665
- Intermatic Inc
Intermatic Plaza
Spring Grove IL 60081
815-675-2321
- ★ International Harvester Co
401 N Michigan Ave
Chicago IL 60611
312-836-2000
- International Reforestation Suppliers
2100 W Broadway
PO Box 5547
Eugene OR 97405
503-345-0597
- ★ Irri-Trol Mfg Co
27940 Beale Ct
Valencia CA 91355
805-257-2333
- Irrrometer Co
PO Box 2424
Riverside CA 92516
714-689-1701
- ★ Jacobsen Div Textron Inc
1721 Packard Ave
Racine WI 53403
414-637-6711
- Jaeco Pump Co
2925 Advance Ln
Colmar Pa 18915
215-822-6000
- Jameson Corp
PO Box 240277
Charlotte NC 28224
704-525-5191
- Kawasaki Motors Corp USA Engine Div
887 Valley Park Dr
Shakopee MN 55379
612-445-6060
- Kay Park Rec Corp
Hwy 218 S
Janesville IA 50647
319-987-2313
- K-D Manitou Inc
3120 Gholson Rd
Waco TX 76705
817-799-0232
- ★ F D Kees Mfg Co
700-800 Park Ave
Beatrice NE 68310
402-223-2391
- Kel Instruments Co
PO Box 1869
Clifton NJ 07015
201-471-3954
- Kembro Inc
PO Box 305
Mequon WI 53092
414-242-2630
- ★ KEM Enterprises Inc
2309-A S Tacoma Way
Tacoma WA 98409
206-473-3770
- Kenyon Mfg Inc
1145 W Barkley Ave
Orange CA 92668
714-634-3422
- Kinco Mfg
170 N Pascal
St Paul MN 55104
612-644-4666
- King Brothers Industries
27781 Ave Hopkins
Valencia CA 91355
805-257-3262
- Kohler Co Engine Div
Kohler WI 53044
414-457-4441
- Koppers Co
1900 Koppers Bldg
Pittsburgh PA 15219
412-227-2000
- ★ Kubota Tractor Corp
550 W Artesia Blvd
Compton CA 90220
213-537-2531
- Karl Kuemmerling Inc
129 Edgewater Ave NW
Massillon OH 44646
216-477-3457
- Kuker Industries Inc
13709 Industrial Rd
Omaha NE 68137
402-895-3050
- ★ Kut-Kwick Corp
PO Box 984
Brunswick GA 31521
912-265-1630
- Lambert Corp
117 S Third St
Ansonia OH 45303
512-337-3641
- LaMotte Chemical Prods Co
Rte 213 N
Chestertown MD 21620
301-778-3100

GET A GOOD THING FLOWING CLEAN CROP DACTHAL WDG

This new, exclusive Clean Crop® Dacthal formula has many advantages over liquid and wettable powder. The 75% water dispersible granules flow easily and completely from the container with no pre-mixing, no dusty measuring or container disposal problems. It's freeze-proof and stores stable for years. And unlike the others, it comes in handy 25-pound bags. Get Clean Crop Confidence with new Dacthal WDG, an exciting, new formulation of an old standby pre-emergent herbicide. **For more helpful information call 1-800-228-0096, or 1-800-642-TURF in Nebraska.**

UAP®

Special Products
P.O. Box 37800
Omaha, NE 68137



a ConAgra company

Circle No. 249 on Reader Inquiry Card

Dacthal is a registered trademark of SDS Biotech Corporation.

Equipment Companies

continued

Landscape Forms Inc
431 Lawndale
Kalamazoo MI 49001
616-381-0396

Landscape Structures Inc
601 Seventh St S
Rte 3
Delano MN 55328
612-479-2546

Laval Corp, Claude (Lakos Separators Div)
1911 N Helm
Fresno CA 93727
209-255-1601

Lawnmaker Mfg Co
6 Johnson Ct
Bay City MI 48706
517-894-4579

★ Lesco Inc
20005 Lake Rd
Rocky River OH 44116
216-333-9250

Life Time Products
Lift-A-Load

Rte 34 & 78 S
Kewanee IL 61443
309-853-2196

Lighting Prods Div McGraw-Edison Co
400 Busse Rd
Elk Grove Village IL 60007
312-956-8400

Lindig Mfg Corp
1875 W County Rd C
St Paul MN 55113
612-633-3072

Lion Mfg Co
PO Box 7180
Reno NV 89510
702-359-3500

Little Giant Products Inc
201 W Oklahoma
Fairview OK 73737
(405) 227-3711

Little Giant Pump Co Sub Tecumseh
Prods Co
3810 N Tulsa St
Oklahoma City OK 73112
405-947-2511

Llo-Mar Mfg Inc
210 S Main
Newkirk OK 74647
405-362-3162

★ Locke Mfg Inc
1100 Boston Ave
Bridgeport CT 06610
203-333-3157

Long Mfg NC Inc
1907 N Main St
Tarboro NC 27886
919-823-4151

Lumenite Electronic Co
2331 N 17th Ave
Franklin Park IL 60131
312-455-1450; 800-323-8510

Magline Inc
503 S Mercer St
Pinconning MI 48650
517-879-2411

MAM Tractors
Div Sumitomo Corp of America
22H Cragwood Rd
Avenel NJ 07001
201-388-7888

Marco Sprayers (See Llo-Mar Mfg Inc)

Massey-Ferguson
1901 Bell Ave
Des Moines IA 50315
515-247-2011

Master Craft Industrial Equipment Corp
PO Box 106
Tifton GA 31794
912-386-0610

★ Master Mfg Co
119 Main St
PO Box 3806
Sioux City IA 51102
712-258-0108

Kees Commercial Mowers



The Heavy-Duty Workhorses.

Lawn and turf care professionals turn to Kees Mowers for their commercial cutting needs.

- They know our Ultra High Lift Blades and baffled frame design delivers a smooth, even cut and a clean, safe discharge.
- They like the fingertip operation of clutch, brakes, power turning and variable ground speed controls.
- They need the maneuverability and positive hillside handling of a Kees.
- They appreciate the timesaving benefits of our 4-gallon fuel capacity...
- And they want the option of adding our convenient riding sulky and rugged 3-bushel grass catcher to their mower.

Kees Mowers can make short work of those tough cutting jobs, and give you a greater return on your investment. Kees 32", 36" and 48" Mowers...the heavy-duty workhorses!

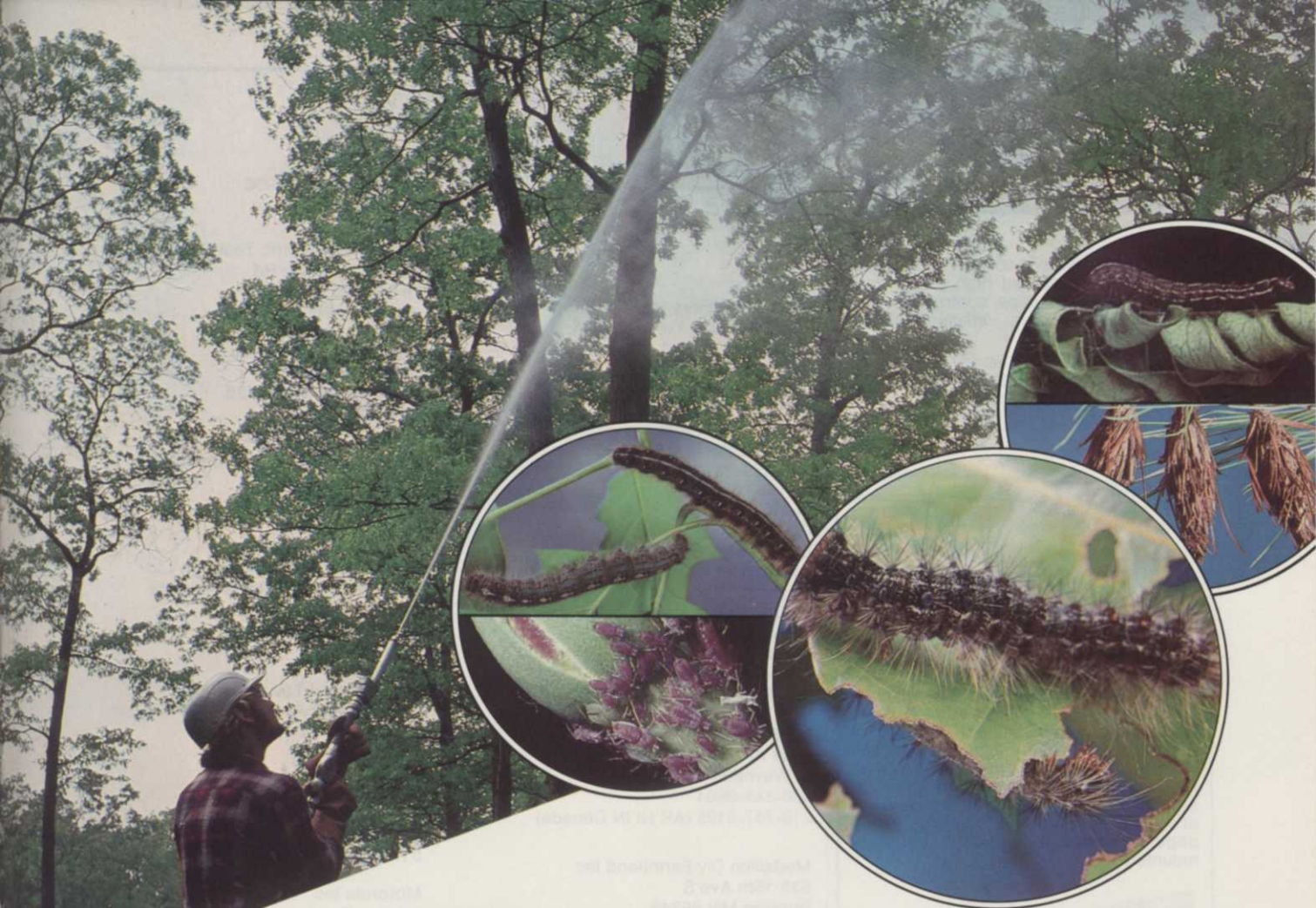
For more information, write today, or phone 402-223-2391.

Built For Professionals By Professionals

KEES

F. D. KEES MANUFACTURING COMPANY
Box 1054
Beatrice, Nebraska 68310

Circle No. 130 on Reader Inquiry Card



When your job depends on stopping gypsy moths and other pests, depend on ORTHENE.

ORTHENE® Tree & Ornamental Spray (common name: **acephate**) is the professional way to kill gypsy moth larvae... plus a wide range of other insects. It kills on contact, then keeps killing with residual action.

What other insects? ORTHENE also works on aphids, bagworms, birch leaf-miner, tent caterpillar, Douglas fir tussock moth larvae, webworms, scales, California oakworm, spring and fall cankerworms, Nantucket pine tip moth larvae and adult weevil.

See your ORTHO Distributor or send in the coupon for more information — make your job easier, with ORTHENE.

AVOID ACCIDENTS: For safety, read the entire label including precautionary statements. Use all chemicals only as directed. Copyright © 1984 Chevron Chemical Company. All rights reserved.



Mail to:
R. G. Gras,
Chevron Chemical
Company,
575 Market Street,
San Francisco,
CA 94105

Please send me more information on ORTHENE.

Name

Company

Street Address

City/State/Zip

ORTHENE®

Circle No. 108 on Reader Inquiry Card

PROFITABLE PARTNERS

FINN's T110 HydroSeeder and B50 Mulch Spreader have earned high praise from professional landscape contractors who demand dependable, efficient performance.

They know how these sturdy workhorses greatly increase their day's work production without extra manpower.

Result: *Big Profits!*



The T110 Hydroseeder has all of the time-tested features of FINN's largest tanks which allows it to handle a wide variety of materials with ease. With one tankload (1000 Gallon capacity), the T110 can seed, fertilize, and mulch up to $\frac{1}{3}$ acre — or seed and fertilize only up to $3\frac{1}{2}$ acres — at distances up to 90 feet. Available as the popular gooseneck model or skid-mounted.



The B50 Mulch Spreader separates and spreads up to 5 tons of straw or hay mulch per hour with a range of up to 55 feet. Plus — the B50's uniform ground coverage means a 50% saving in material costs over the hand spreading method. Trailer or skid-mounted.

Low operating costs, dependability, and low maintenance make this mighty pair *ideal* for the landscaper who wants to expand business... and profits. Call or write for all the facts on these two profit-makers plus information on our complete product line. Remember — they're backed by a half-century of FINN's dedication to quality and service!

FINN

CORPORATION®

P.O. BOX 8068 • 2525 DUCK CREEK RD.
CINCINNATI, OHIO 45208 U.S.A.

PLANTS: CINCINNATI, OHIO • KNOXVILLE, TENNESSEE
PHONE (513) 871-2529 TOLL FREE (800) 543-7166

Circle No. 116 on Reader Inquiry Card

Equipment Companies

continued

Master Sprayers Inc
10756 Vernon Ave
Ontario CA 91761
714-627-7466

★ Mathews Equipment Co
500 Industrial Ave
Crystal Lake IL 60014
815-459-2210

McCulloch Corp
PO Box 92180
Los Angeles CA 90009
213-827-7111

McDowell Mfg Co
Old Airport Industrial Park
PO Box 665
Du Bois PA 15801
814-371-6550

McMillen Div
4419 Ardmore Ave
Ft Wayne IN 46809
800-348-0964
219-747-6195 (AK HI IN Canada)

Medallion Div Farmhand Inc
525 15th Ave S
Hopkins MN 55343
612-938-6906

Melcher Mfg Co
E 6017 Mission
PO Box 11857 (99211)
Spokane WA 99212
509-535-7626; 800-541-4227

Melex USA Inc
1200 Front St Ste 101
Raleigh NC 27609
919-828-7645

Melnor Industries
One Carol Place
Moonachie NJ 07074
201-641-5000

★ Melroe Div Clark Equipment
112 N University Dr
Fargo ND 58102
701-293-3220

Meredith Seed Miser
Howe ID 83244
208-767-3411

Micron Corp
1424 W Belt Dr N
Houston TX 77043
713-932-1405

Middlesworth Engineering & Mfg Co
PO Box 165
Greentown IN 46936
317-628-2230

Middlesworth Engineering & Mfg Inc
1050 E 200 N

PO Box 165
Greentown IN 46936
317-628-2230

Milwaukee Electric Tool Corp
13135 W Lisbon Rd
Brookfield WI 53005
414-781-3600

Minnesota Wanner Co
5145 Eden Ave S
Minneapolis MN 55436
612-929-1070

Miracle Recreation Equipment Co
Hwy #6 W
Grinnell IA 50112
515-236-7536

★ Mitsubishi AG Machinery Co Ltd
C/O Sumitomo Corp of America
345 Park Ave
New York NY 10154
212-935-8824

Mobile Aerial Towers Inc
2314 Bowser Ave
Fort Wayne IN 46859
219-744-6181

Morbark Industries Inc
PO Box 1000
Winn MI 48896
517-866-2381

Motorola Inc
Irrigation Dept
1530 E Shaw #102
Fresno CA 93710
209-227-8610

MoTrim Inc
240 Steubenville Ave
Cambridge OH 43725
614-439-2725

Mott Corp
500 Shawmut Ave
PO Box 518
LaGrange IL 60525
312-354-7220

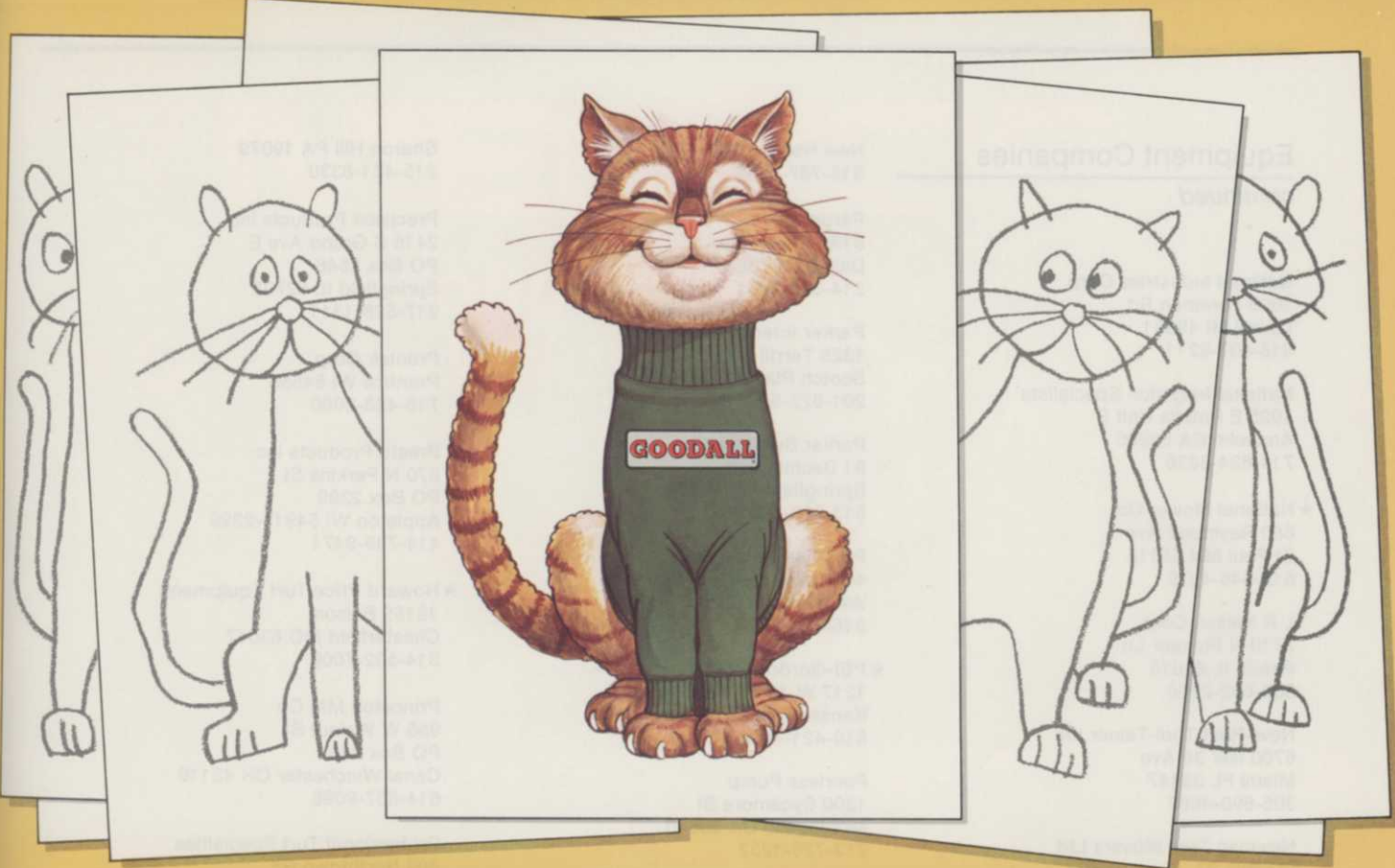
MTD Products Inc
PO Box 36900
Strongsville OH 44136
216-225-2600

Mud Cat Div National Car Rental System
Inc
PO Box 16247
St Louis Park MN 55416
800-328-7333

Musco Sports-Lighting Inc
2107 Stewart Rd
Muscatine IA 52761
319-263-2281

F E Myers Co
400 Orange St
Ashland OH 44805
419-289-1144

National Chemsearch
2727 Chemsearch Blvd
Irving TX 75062
214-438-0389



OFTEN COPIED. NEVER MATCHED.

Suddenly, it seems everyone knows exactly what you need in a commercial mower. Amazingly enough, they all look just like a Goodall. Too bad they don't perform like one.

The Goodall commercial mower has proven itself with a fifty-year track record. That's why it's been copied. Here's why it hasn't been matched:

- **Quality of cut.** If you own a Goodall and any other brand, you already know which one produces the better cut, more consistently and with less downtime. That's why Goodall is preferred by lawn service professionals everywhere.
- **Choice of type, size and power.** You don't have to "make do" with a mower that's not quite right for your situation, or wait until next year when they say they'll introduce the size and type you need. We have it now. Have had it for years. And with Goodall you don't have to take the engine that "comes with the mower." We match one of nine commercial engines to your size and application.
- **Low maintenance.** You're in the business of cutting grass, not debugging "new" products for old line manufacturers catching up with the times, or new companies



hoping to break into the business. Goodall's designs were proven years ago. The others may look the same on the surface, but none have copied the quality that provides the dependability and low maintenance of a Goodall.

- **A past that assures a future.** We sell more commercial mowers in the 24 inch to 61 inch range than all our competitors combined. We intend to keep it that way by making sure our customers are as satisfied in the future as they have been in the past. That assures *you* of a reliable source for original equipment, parts and service, long after the others are gone.

Overall, it costs less to own a Goodall than a cheap imitation. For complete information on the largest selection of the industry's most popular commercial mowers, please write or call for our new full line catalog and the name of the Goodall dealer in your area.

World's first direct drive rotary.

GOODALL

Division of Bunton Co.

P.O. Box 33247 • Louisville, KY 40232 U.S.A.

Phone 502/966-0550 • Telex 204-340

Contract numbers:
G.S.A.: GS-07F-10956

GOODALL

Equipment Companies

continued

National Industries Corp
1000 Foreman Rd
Lowell MI 49331
616-897-9211

National Irrigation Specialists
1025 E Katella Unit F
Anaheim CA 92805
714-634-3336

★ National Mower Co
660 Raymond Ave
St Paul MN 55114
612-646-4079

L R Nelson Corp
7719 N Pioneer Ln
Peoria IL 61615
309-692-2200

Nevr-Rust Tool-Tainer Inc
6700 NW 36 Ave
Miami FL 33147
305-693-4680

Newman Tree Movers Ltd
PO Box 23
Tring Herts HP23 4AF
United Kingdom
44282-5402

Noland Car Co
PO Box 957
Edgewater FL 32032

Nordco Electric Vehicles
26701 Redlands Blvd
Redlands CA 92373

Northeast Industries Inc
300 Greenwood Ave
Midland Park NJ 07432
201-652-6202

Norton Co Safety Prods Div
2000 Plainfield Pike
Cranston RI 02920
401-943-4400

Nunes Mfg
1707 Magnolia Ave
Patterson CA 95363
209-529-6204

★ Olathe Mfg Inc
100 Industrial Pkwy
Industrial Airport KS 66031
913-782-4396

Orbex Inc
620 S Eighth St
Minneapolis MN 55404
612-333-1208

Pac-Trac
Div Alaska Diesel Electric
PO Box 70543
Seattle WA 98107
206-789-3880

Parco Div Blue Mountain Prod Inc
PO Box 250

New Hartford NY 13413
315-737-5736

Pargo Eagle
8181 Hoyle Ave
Dallas TX 75227
214-388-7431

Parker Interior Plantscape
1325 Terrill Rd
Scotch Plains NJ 07076
201-822-5552

Parker Sweeper Co
91 Bechtle Ave
Springfield OH 45504
513-323-4901

Patrician Prods Inc
468 Union Ave
Westbury NY 11590
516-333-3910

★ PBI-Gordon Corp
1217 W 12 St
Kansas City MO 64101
816-421-4070

Peerless Pump
1200 Sycamore St
Montebello CA 90640
213-726-1232

Pex Inc
RR #2 PO Box 272
Hiawatha KS 66434
913-742-2106

Pioneer Mfg Co
PO Box 34085
Cleveland OH 44134
800-321-1374; 800 321-5302 (OH)

Pitman Div
Third & Duck Rd
PO Box 120
Grandview MO 64030
816-763-6000

Playworld Systems
315 Cherry St
New Berlin PA 17837
717-966-1015; 800-233-8404

H K Porter Inc
74 Foley St
Somerville MA 02143
617-776-8200

W H Porter Inc Polygon/Cover-All Div
PO Box 1112
4240 136th Ave
Holland MI 49423
616-399-1963

Poulan/Weed Eater
5020 Flournoy-Lucas Rd
Shreveport LA 71109
318-687-0100

★ Power Lawnmower Parts Inc
1920 Lyell Ave
PO Box 60860
Rochester NY 14606
716-458-0800

Power Spray Technology Inc
900 Calcon Hook Rd

Sharon Hill PA 19079
215-461-6330

Precision Products Inc
2415 S Grand Ave E
PO Box 2546
Springfield IL 62708
217-528-1311

Pretek Corp
Prentice WI 54556
715-428-2000

Presto Products Inc
670 N Perkins St
PO Box 2399
Appleton WI 54913-2399
414-739-9471

★ Howard Price Turf Equipment
18155 Edison
Chesterfield MO 63017
314-532-7000

Princeton Mfg Co
955 W Walnut St
PO Box 246
Canal Winchester OH 43110
614-837-9096

Professional Turf Specialties
400 Northtown Rd
Normal IL 61761
309-454-2469

Progressive Electronics Inc
325 S El Dorado
Mesa AZ 85202
602-966-2931; 800-528-8224

★ Promark Products Inc
306 Ninth St
Industry CA 91746
213-961-9783

Racal Airstream Inc
7309A Grove Rd
Frederick MD 21701
301-695-8200

★ Rain Bird Sprinkler Mfg Corp
145 N Grand Ave
Glendora CA 91740
213-963-9311

Raindrip Inc
14675 Titus St
Panorama City CA 91402
213-963-3040

Rain-O-Mat Sprinklers Inc
12414 E Whittier Blvd
PO Box 151
Whittier CA 90608-0151
213-693-2721

★ Ransomes Inc
One Bob-Cat Ln
Johnson Creek WI 53038
414-699-2000

Raven Industries Inc
205 E Sixth
Box 1007
Sioux Falls SD 57117
605-336-2750

MELROE

A Monumental Name In Quality, Value and Performance

The compact skid-steer loader industry was originated by the Melroe Company over 26 years ago when we introduced our now world-famous Bobcat. And today we have three articulated loader models to help our customers keep ahead of their workload demands more efficiently.

The Melroe Bobcat has a commanding lead in sales over a wide range of competitors for many solid reasons:

- Melroe insists on maintaining the highest standards of excellence in engineering, manufacturing, parts and customer service. You can expect that from every loader we build. There are 17 models to suit every job requirement imaginable.

- The Melroe Bobcat is designed for durability. That translates into reduced "downtime" and all around reliability on your job. You cut labor costs, as well as payments on expensive, one-job machines. And you save time in moving extra equipment from job to job.

- Need another measurement of value? You'll get top-dollar consideration on a used Bobcat. So you get your money's worth twice with a Bobcat: When it's new and again when you trade.

- How about ease of operation? Maintenance? Comfort? Just ask the next person you see operating a Bobcat. He's our best friend.

MELROE COMPANY



A BUSINESS UNIT OF CLARK EQUIPMENT COMPANY

112 North University Drive • Fargo, North Dakota 58102



Circle No. 341 on Reader Inquiry Card

Equipment Companies

continued

- ★ Rayco Mfg Inc
6822 Lincoln Way E
Wooster OH 44691
- Reach-All Mfg & Engineering Co
436 Calvary Rd
Duluth MN 55803
218-728-5138
- Reading Body Works Inc
Hancock Blvd & Gerry St
PO Box 14
Reading PA 19603
215-775-3301
- Reinco Inc
520 North Ave
Plainfield NJ 07060
201-755-0921; 800-526-7687
- L J Rench & Co
26 Pine St
Dover DE 19901
302-736-6781
- Rhino Prods Inc
1000 Singleton
Dallas TX 75212
214-651-0733
- Rhino Sales Corp
620 Andrews Ave
Kewanee IL 61443
309-853-4461
- Richardson Great Northern Mfg Inc
521 Golspie St
Box 159 Station F
Winnipeg MB R2L 2A5 Canada
204-669-4410
- Richdel Inc
1851 Oregon St
Carson City NV 89701
702-882-6786
- Richway Industries Ltd
525 Main St
Janesville IA 50647
319-987-2224
- Robush Engineering Co
Mill & High St
PO Box 65
Millhousen IN 47261
812-591-2244
- Rokor Inc
310 Herring Ave
Wilson NC 27893
919-237-2108
- Rolatape Corp
4221 Redwood Ave
Los Angeles CA 90066
213-822-2057
- Root-Lowell Corp
1000 Foreman Rd
Lowell MI 49331
616-897-9211
- ★ Roseman Mower Corp
2300 Chestnut Ave
Glenview IL 60025
312-729-2300
- Ross Products
145 NW 20 St
Boca Raton FL 33431
305-395-4414
- Rotocast Plastic Products Inc
3645 NW 67 St
Miami FL 33147
305-693-4680
- ★ Royal Coach/Buckner
4381 N Brawley Ave
Fresno CA 93711
209-275-0500
- Royer Foundry & Machine Co
158 Pringle St
Kingston PA 18704
717-287-9624
- Rugg Mfg Co
105 Newton St
Box 507
Greenfield MA 01301
413-773-5471
- ★ Ryan /OMC Lincoln
PO Box 82409
Lincoln NE 68501
402-435-7208
- Safety Test & Equipment Co
PO Box 400
Shelby NC 28150
704-482-7346
- Samson
99 High St
Boston MA 02110
617-426-6550
- Sarlo Power Mowers Inc
2315 Anderson Ave
Ft Myers FL 33901
813-332-1955
- Don Savage Co
39 E Main St
Honeoye NY 14471
716-229-5121
- Schutt's Equipment Co
450 Larchlea
Birmingham MI 48012
313-642-6555
- ★ Scag Power Equipment Co
PO Box 689
Elm Grove WI 53122
414-544-4090
- ★ O M Scott & Sons Co Proturf Div
Marysville OH 43040
513-644-0011
- Seaman-Parsons Co
PO Box 25309
Milwaukee WI 53225
414-781-8900
- Sea-Ranch
Rte 2 Box 604
Sheridan AR 72150
501-942-2515
- ★ Sensation Power Equipment Div Gilson Bros Co
Sensation Corp
PO Box 536
Plymouth WI 53073
414-893-1011
- Seymour Mfg Co
500 N Broadway
Seymour IN 47274
812-522-5676
- Shaver Mfg Co
5727 NE 16
PO Box 3087
Des Moines IA 50316
515-266-7550
- Shindaiwa Inc
11975 SW Herman Rd
Sherwood OR 97140
503-692-3070
- Sidewire Inc
6 Johnson Ct
PO Box 671
Bay City MI 48707
517-894-4578
- Sidewinder International Inc
6 Johnson Ct
Bay City MI 48706
517-894-4570
- Siebring Mfg Co
303 S Main
George IA 51237
712-475-3317
- Simplicity (Allis-Chalmers Co)
500 N Spring St
Port Washington WI 53074
414-284-5535
- Sioux Steam Cleaner Corp
Sioux Plaza
Beresford SD 57004
605-763-2776
- Skil Corp
4801 W Peterson Ave
Chicago IL 60646
312-286-7330
- D B Smith & Co
414 Main St
Utica NY 13501
315-735-5223
- Smithco Inc
11 West Ave
Wayne PA 19087
215-688-4009
- Smith Precision Products
1299 Lawrence Dr
Newbury Park CA 91302
805-498-6616
- Seymour Smith & Son Inc
900 Main St
Oakville CT 06779
203-274-2558
- ★ Snapper Power Equipment
535 Macon Rd
McDonough GA 30253
404-957-9141

Equipment Companies

continued

★ Snowco Inc
4350 McKinley St
Omaha NE 68112
402-453-2200

SNS Motor Imports Inc
500 Esplanade Dr Ste 1000
Oxnard CA 93030
805-485-3300

Soilmoisture Equipment Corp
801 S Kellogg Ave
Goleta CA 93117
805-964-3525

Solarcell Land & Bldg Inc
412 113th St
Arlington TX 76011
817-640-1488

★ Solo Inc
5100 Chestnut Ave
PO Box 3050
Newport News VA 23605
804-245-4228

Sorensen Sprayers Inc
Box 344 Airport Rd
Worthington MN 56187
507-376-6230

Sperry New Holland
500 Diller Ave
New Holland PA 17557
717-354-1121

Spraying Devices Inc
PO Box 3107
Visalia CA 93278

★ Spraying Systems Co
North Ave at Schmale Rd
Wheaton IL 60188
312-665-5000

Spring City Electric Mfg Co
Hall & Main Sts
PO Drawer A
Spring City PA 19475
215-948-4000

Spyder Sales & Service Inc
12838 Westheimer Rd
Houston TX 77077
713-493-9893

Sta-Green Plant Food Co
PO Box 540
Sylacauga AL 35150
205-245-5282

Standard Golf Co
220 E Fourth St
Cedar Falls IA 50613
319-266-2638

Stanley Hydraulic Tools
3810 SE Naef Rd
Milwaukie OR 97222
503-659-5660

★ Steiner Corp
12657 Church Rd
Orrville OH 44667
216-683-0055

★ Stihl Inc
536 Viking Dr
Virginia Beach VA 23452
804-486-8444

Strong Ent Inc
4240 SW 72 Ave
Miami FL 33155
305-264-5525

Strong Mfg Co
PO Box 8068
Pine Bluff AR 71611
501-535-4753

Submatic Irrigation Systems
PO Box 246
Lubbock TX 79408
806-747-9000

Sudbury Laboratory Inc
6 October Hill Rd
Holliston MA 01746
800-343-9911



For further expansion of important projects your support is needed. Be a part of future research. Send your contribution to:

O. J. NOER RESEARCH FOUNDATION, INC.
Robert J. Welch, Secretary-Treasurer
301 So. 61st St.
Milwaukee, WI 53214

Safe way to reduce moisture loss on cut or live Christmas trees, wreaths and indoor green plants.

Excessive moisture loss from Christmas greens causes severe drying out and excessive needle drop when Christmas trees and greens are brought indoors.

Wilt-Pruf acts as a protective coating which holds in moisture on foliage reducing water loss.

Also Wilt-Pruf is excellent for non-flowering indoor green plants when regular water schedule is interrupted.

Available in quart Ready-to-Use Trigger Sprayer and 14 oz. Aerosol.

Don't let this happen!



Untreated



Treated



Recommended by
Jerry Baker
Best selling Author, Radio
and TV Personality.



Wilt-Pruf Products, Inc.

P.O. BOX 4280 • GREENWICH, CONNECTICUT 06830-0280

Circle No. 176 on Reader Inquiry Card

Equipment Companies

continued

Swan Hose
PO Box 509
Worthington OH 43085
614-548-6511

Sweepster Jenkins Equipment Co
2810 WTT Baker Rd
Dexter MI 48130
313-426-3961

Swenson Spreader Co
Walnut St
Lindenwood IL 61049
815-393-4455

Taylor-Dunn Mfg
2114 W Ball Rd
Anaheim CA 92804
714-956-4040

★ Tecumseh Products Co Engine Div
900 North St
Grafton WI 53024
414-377-2700

Teledyne Total Power
3409 Democrat Rd
Memphis TN 38118
901-365-3600

★ Tennant Co
701 N Lilac Dr
PO Box 1452
Minneapolis MN 55440
612-540-1200

★ Terracare Products Co
PO Box 506
Pardeeville WI 53954
608-429-3402

Terrain King Corp
PO Drawer 549
Sequin TX 78155
512-379-1480

★ Terrain Vehicles
221 Mitchell Ct
Addison IL 60101
312-953-8747

Thermoguard Insulation Co
412 113th St
Arlington TX 76011
817-640-8733

Thompson Mfg Co
4832 Chino Ave
PO Box 1500
Chino CA 91710
714-591-4851

Tiger Corp
4315 N Cliff Ave
Sioux Falls SD 57104
605-336-7900

Timberjack Inc
37 Lakeview Estates
Northport AL 35476
205-339-8827

★ Toro Co Commercial Prods
8111 Lyndale Ave S
Minneapolis MN 55420
612-888-8801

★ Toro Co Irrigation Div
5825 Jasmine St
Riverside CA 92502
714-688-9221

Trac N Combo
268 Lake Ave
Metuchen NJ 08840
201-494-3131

Tradewinds Inc
PO Box 1191
Tacoma WA 98401
206-272-4887

Trans-Tree Corp
5100 Eden Ave
Edina MN 55436
612-927-4450

Travelrain Sprinkler Co
239 N Robertson Blvd
Beverly Hills CA 90211
213-276-3213; 213-276-8848

★ Trebor Corp
4047-A Jonesboro Rd
Forest Park GA 30050
404-366-0957

Trees Inc
Rt 5 Box 251
Carthage MO 64836
417-358-8174

Tri-Con Inc
27331 Tungsten Rd
Cleveland OH 44132
216-261-3400

Trojan Playground Equipment Mfg Co
11-2nd Ave NE
St Cloud MN 56301
612-251-3080

Tuflex Mfg Co
1406 SW Eighth St
Pompano Beach FL 33060
305-785-6402

Turfco Mfg Inc
3456 Washington Ave N
Minneapolis MN 55412
612-588-0741

Turfgrass Products Corp
2210 NE 124 St
North Miami FL 33181
305-893-6449

Turf Vac Corp
2750 Gundry Ave
Signal Hill CA 90806
213-426-9376

Turner International Ltd
6480 Chupp Rd Ste B-1
Lithonia GA 30058
404-482-7661

Union Fork & Hoe Co
500 Dublin Ave

Columbus OH 43216
614-228-1791

United Farm Tools Inc
4540 W Washington St
Charleston WV 25313
304-744-5865

Universal-Gerwin Div
460 Main St
Saranac MI 48881
616-642-9413

Vandermolen Corp
119 Dorsa Ave
Livingston NJ 07039
201-992-8506

Vaughan's Seed Co
5300 Katrine Ave
Downers Grove IL 60515
312-969-6300

Vemco Corp of America
1331 23rd St
Racine WI 53403
414-634-6050

★ Vermeer Mfg
New Sharon Rd
Box 200
Pella IA 50219
515-628-3141

V I T Products
15561 Product Lane D-4
Huntington Beach CA 92649
714-891-8338

★ Vrisimo Mfg Inc
2905 Railroad Ave
PO Box 699
Ceres CA 95307
209-537-5746

★ Walker Mfg Co
1839 E Harmony Rd
Ft Collins CO 80525
303-226-1514

Jim Walls Co
12820 Hillcrest Rd Ste 119
Dallas TX 75230
214-239-8577

Wandell's Nursery Inc
Myra Station Rd
R R 3 Box 158A
Urbana IL 61801
217-328-0125

★ Warren's Turf Nursery Inc
Seed Special Products Div
Cordelia & Chadbourne Rds
PO Box 459
Suisun City CA 94585
707-422-5100

Weather-matic Div/Telsco Industries
3301 W Kingsley Rd
Garland TX 75041
214-278-6131

Weldco (WA) Inc
2328 Roosevelt Ave
PO Box 8
Enumclaw WA 98022
206-825-3581

UNBEATABLE CUT, UNBEATABLE PRICE.

INTRODUCING THE LOCKE PROFESSIONAL.

Locke, the name that revolutionized the home landscape industry with the technologically revered triplex reel mowers, is making news again!

Introducing the new Professional. The first Locke mower designed especially for large grounds where a precision cut is mandatory, like golf courses, playing fields and other fine grounds.

THE FIRST REEL MOWER WITH A REAL DIFFERENCE.

Up until now, the only way to get a superior, high-quality cut was to buy an expensive hydraulic reel mower. The Locke Professional has changed this.

The Professional has a proven mechanical cutting system that delivers a great looking turf that is sure to meet the standards of even the most discriminating golf course superintendents.

Incredibly, the Professional delivers this unbeatable cut at an unbeatable price. With the Professional, you can save thousands of dollars versus the cost of hydraulic reel mowers.

BUILT STRONG FROM THE INSIDE OUT.

One look at the Locke Professional and you know it was built with extraordinary quality...engineered for reliability and durability.

The Professional offers a broad range of features designed to give you maximum performance: $\frac{3}{8}$ - $2\frac{1}{2}$ inch cutting height, up to 87 inch cutting width, grass catchers and micro-reel adjustments. Features that will help you cover more ground in less time.

If you're considering a new mower, discover the reel mower with a real difference. Discover the Locke Professional and get an unbeatable cut at an unbeatable price.



Professional Quality Reel Mowers



Contact Locke for your local authorized dealer, today,
at (203) 333-3157, 1100 Boston Avenue, Bridgeport, CT 06610

Circle No. 254 on Reader Inquiry Card

Equipment Companies

continued

- ★ Wells Cargo Inc
PO Box 728-473
Elkhart IN 46515
219-264-9661
- Western Cascade Inc
1150 N Red Gum St
Anaheim CA 92803
714-630-4640
- Western Products
7777 N 73 St
Milwaukee WI 53223
414-354-2310
- Western Wood Structures Inc
20675 SW 105
Tualatin OR 97062
503-692-6900
- Westheffer Co
1235 N Third
Lawrence KS 66044
913-843-1633; 800-362-3110 (US); 800-332-0003 (KS)
- Westinghouse Electric Corp Lamp Div
Bloomfield NJ 07003
- Wheel Horse Products Inc
515 W Ireland Rd
South Bend IN 46680
219-291-3112
- ★ Wheel Spray Corp
Box 97
Delafield WI 53018
414-646-8640
- White Outdoor Products
2625 Butterfield Rd
Oak Brook IL 60521
- Willsey-D Inc
RR 1 Box 67A
Maple Hill KS 66507
913-663-2257
- D J Wilson Co
2707 Churchill Dr
Huntsville AL 35801
205-881-6391
- WINCO Div Dyna Technology Inc
7850 Metro Parkway
Minneapolis MN 55420-1985
612-853-8400
- Winkler Hydraulics
9705 Enloe
South Elmonte CA 91733
818-443-6687
- Hermann A Wirth
PO Box 4305
Princeton FL 33032
- Wood/Chuck Chipper Corp
Hwy 150 E
Shelby NC 28150
704-482-4356

- ★ Woods Div Hesston Corp
Hwy 2 South
Oregon IL 61061
815-732-2141
- Woodstream Corp
Front & Locust Sts
Lititz PA 17543
717-626-2125
- Worksaver Inc
S State St Rd
Litchfield IL 62056
217-324-5973
- Yanmar Tractor (USA) Inc
476 Country Club Dr
Bensenville IL 60106
312-860-5370
- Yard Vac Prods Inc
2889 N Larkin Ave
Fresno CA 93727
209-291-6691
- Yazoo Mfg Co
3607 Livingston Rd
Jackson MS 39216
601-366-6421
- York Modern Corp
PO Box 488
Unadilla NY 13849
607-369-7111
- Young Industries
1033 Wright Ave
Mountain View CA 94043
415-968-8486



3. Chemicals

This section is broken down by chemical product with companies providing that chemical listed below. Products common name (in parentheses) and brand names are listed on the line following the company name.

Adjuvant/Carrier

- Aquatrols Corp
Aqua-Gro
BASF Wyandotte Corp
Citowett Plus

- Carmel Chemical Corp
(Triethylene Glycol) Carmel Carrier II
- Drexel Chemical Co
(Petroleum Oils) Peptoil
- Hopkins Agricultural Chemical Co
Kalo Agricultural Chemicals
Bid-88
- Lesco Inc
(Non-ionic Spray Adjuvant) Lesco
- Nalco Chemical Co
Nalcotrol, Nalcotrol II, STA-PUT
- PBI-Gordon Corp
Adjumec
- Rigo Co
Rigo Spreader/Sticker
- Stull Chemical Co
(Deposition & Retention Agent) Bivert
Super Savol Concentrate

Algaecide

- Applied Biochemists Inc
(Copper Ethanolamine Complex)
Cutrine-Plus
- Aquashade Inc
Aquashade
- Ciba-Geigy Corp
(Simazine) Aquazine
- Clean-Flo Laboratories Inc
(Buffered Alum) Clean-Flo Lake
Cleanser
- Faesy & Besthoff Inc
(Copper Sulphate, Triangle Brand)
- Great Lakes Biochemical Co
(Chelated Copper) Algimycin PLL-C &
Algimycin Slow; Release PLL-C;
Algimycin GLB-X
- Lesco Inc
(Copper) Lescocide-Plus
- National Chemsearch
(Quat) D-Algae
- Rockland Chemical Co
(Dodecylbenzyl Trimethyl Ammonium
Chloride) Sani-Pool
- Rohm & Haas Co
Hyamine

Antitranspirant

- J & L Adikes Inc
Vapor Gard, Wilt Pruf, Envy
- Aquatrols Corp of America
(Wax Emulsion) Folicote
- W A Cleary Chemical Corp
(Aqueous Acrylic Emulsion) Clearspray
- C B Dolge
Encap Products Co
Wilt-Pruf
- National Chemsearch
(Proprietary Blend) Weather Shield
- PBI-Gordon Corp
Exhault 410
- Rockland Chemical Co
(Polymers) Winter Shield
- Wilt-Pruf Products Inc
Wilt-Pruf

Colorant

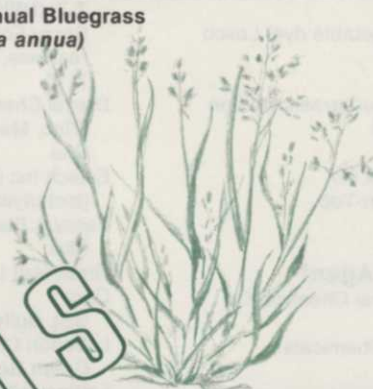
- Aquashade Inc
Aquashade
- Clean-Flo Laboratories Inc
Sky Blue Lake Dye

QUALITY TURF ENEMY #1

Crabgrass



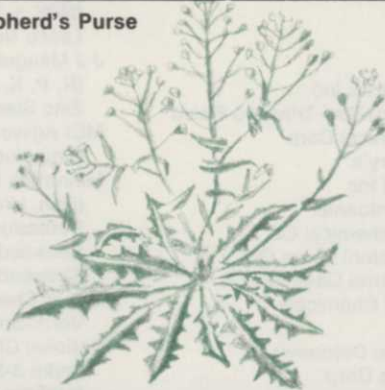
Annual Bluegrass
(*Poa annua*)



Goosegrass



Shepherd's Purse



WEEDS

THE PROTECTOR. LESCOSAN*

For pre-emergence control of your turf's foulest foes, apply Lescosan. The protector is available from LESCO in a variety of convenient forms to meet your needs -- liquid, granular or with fertilizer. Apply Lescosan with confidence and ease. The protector knows its friends. Does not thin turf or damage grass roots. Lescosan 4E, 7G, 12.5G and with Fertilizer.

Put the enemy to rest. Call Barb to order the Lescosan you need.

(800) 321-5325
NATIONWIDE

(800) 362-7413
IN OHIO



LESCO

LESCO, Inc.
20005 Lake Road
Rocky River, Ohio 44116
(216)333-9250



We recommend our LESCO spreader for best results.

We sell the patented ChemLawn Gun.



*This product contains BETASAN® herbicide. BETASAN® is the registered trademark of Stauffer Chemical Company.

Chemicals

continued

W A Cleary Chemical Corp
(Organic Pigment/Sticker) Grass
Greenzit
Lesco Inc
(Water base vegetable dye) Lesco
Green
Mallinckrodt Inc
Turf Colorant, Auragreen, Vitalon
Milliken Chemicals
Blazon
Rockland Chemical Co
(Polymers) Green-Top

Compatibility Agent

Hopkins Agricultural Chemical Co
Unite
Kalo Agricultural Chemicals
Compex
Rigo Co
Rigo
Stull Chemical Co
Bivert

Defoamer

Applied Biochemists Inc
(Silicone-based) Spa-Trine No-Foam
W A Cleary Chemical Corp
(Silicone) Cleary's
Faesy & Besthoff Inc
Defoamer & Unfoamer
Great Lakes Biochemical Co
(Silicone Emulsion) Foam Out
Hopkins Agricultural Chemical Co
Kalo Agricultural Chemicals
Lesco Inc
(Silicone) Lesco Defoamer
Montco Products Corp
(Silicone) Zap!
Nalco Chemical Co
Nalco 2151
Rigo Co
Rigo D-Fome
Stull Chemical Co
Bivert

Drift Retardant

W A Cleary Chemical Corp
(Clay based Suficans) Drift Proof
Chevron Chemical Co
Orthothrol
Stull Chemical Co
Bivert

Fertilizer, Tree

Adco Works
Eeey Grow
C-I-L Inc
Sulfur Coated Urea
W A Cleary Chemical Corp
(Methylene Ureas) Fluf 16-2-4, Fluf 18-0-0
Creative Sales Inc
(N-P-K, Fe, Mn + Zn) Medicap FE,
Medicap MN; (Systemic Implants)
Medicap ZN, Medicap MD

Cumberland International Corp
(Zinc) Liquid Zinc Chelate
Ross Daniels Inc
(Salts) Ross
Davey Tree Export Co
Davey-Arbor-Green
Doggett Corp
(NPK water soluble) XL Injecto Feed 32-7-7; (NPK water soluble poliar spray) XL Spray Fol 30-10-10; (NPK soluble, slow release, acid) XL Evergreen Special 30-7-10
Drexel Chemical Co
(Zinc, Manganese, Copper, Sulfer) Gen-Che
Estech Inc (FL)
(Isobutylidene Diurea) Woodace & IBDU
Faesy & Besthoff Inc
F&B
Great Salt Lake Minerals & Chemicals Corp
GSL Sulfate of Potash
Lebanon Chemical Corp
Green Gold, Lebanon Pro Tree
Leffingwell Chemical Co
(Chelated Iron) Nutra Phos, Sorba Spray, Vitatone
Lesco Inc
(NPK + Trace) Lesco Tree Stakes, Lesco Nursery Fertilizer
J J Mauget Co
(N, P, K, Fe, Zn, Cu, Mn) Stemix, Iron-Zinc Stemix, Zinc Stemix
MCI Agsystems
(Triamino-Triazine & Urea) MCI 55-0-0
Minntralia Mfg Inc
(Fish, Urea Nitrogen, Phosphoric Acid, Potassium Hydroxide, Norwegian Seaweed) Sunrane 8-8-8 Fish & Seaweed Fertilizer
Moyer Chemical Co
Verdi-Sol, Four Seasons
National Chemsearch
(Indol 3-Butyric acid) Promonite; (liquid fertilizer-15-10-5) Turf-King; (liquid fertilizer-12-4-12) Turf Sea Search; (15-0-0 Liquid Nitrogen fertilizer with Iron) Green-O-Gen; (timed-released fertilizer-20-10-5) SRF-27
Plant Marvel Laboratories Inc
(25-15-10) Tree & Shrub Special
Rockland Chemical Co
(10% WIN, Micros) Rockland Soluble Tree Food 30-8-8
Sierra Chemical Co
Agriform 20-10-5, Osmocote, High-N
USS Agri-Chemicals
USS Vertagreen, USS Soilife

Fertilizer, Turf

J & L Adikes Inc
Gro-Well
American Pelletizing Corp
(Lime, Gypsum) Reveille Pelletized;
(Lime) Vita Power Pelletized
The Andersons
Tee Time
Bonide Chemical Co
(17-4-4) Bonide Weed & Feed
C-I-L Inc
Sulfur Coated Urea
W A Cleary Chemical Corp
(Methylene Ureas) Fluf 16-2-4, Fluf 18-0-0; (Chelated Metal Salts) Trugreen

Cumberland International Corp
(Zinc) Liquid Zinc Chelate
Doggett Corp
(NPK water soluble) XL Turf Special 28-7-14; (NPK soluble, slow release, spray) XL UF Turf Special 34-4-7
Emerald Isle Ltd
Estech Inc (FL)
(Isobutylidene Diurea) Par Ex & IBDU
Faesy & Besthoff Inc
F&B
Great Salt Lake Minerals & Chemicals
GSL Sulfate of Potash
Jonathan Green & Sons Inc
Spring Green-Up 20-4-4; Spring Green-Up Plus Weed; Control 24D-MCPP 19-4-4
Lebanon Chemical Corp
Country Club, Greenskeeper, Green Gold, Turfmaster, Country Squire, Lebanon
Leffingwell Chemical Co
(Chelated Iron) Nutra Phos, Sorba Spray, Vitatone
Lesco Inc
(NPK) Lesco Turf Fertilizers, Lesco Greens & Tees, Lesco Sulfur Coated
Loft-Kellogg Seed Inc
MCI Agsystems
(Triamino-Triazine & Urea) MCI 55-0-0
Milwaukee Metropolitan Sewerage District
(Natural Organic Activated Sewage Sludge) Milorganite
Minntralia Mfg Inc
(Fish, Urea Nitrogen, Phosphoric Acid, Potassium Hydroxide, Norwegian Seaweed) Sunrane 8-8-8 Fish & Seaweed Fertilizer
Moyer Chemical Co
Super Blend 20-9-9
National Chemsearch
(12-4-4 liquid fertilizer with Sulfur and Iron) Green Badge; (15-0-0) liquid Nitrogen fertilizer with Iron) Green-O-Gen; (liquid High Nitrogen fertilizer) Nutrate; (time-released fertilizer-20-10-5) SRF-27; (liquid fertilizer-12-4-12) Turf King; (liquid fertilizer-12-4-12) Turf Search
Nor-Am Chemical Co
(Nitrogen) Nitroform Blue Chip, Nitroform Powder Blue
Plant Marvel Laboratories Inc
(28-8-18) Bent Special; (28-18-8) Bermuda Special
Pro-Lawn Products Inc
Regal Chemical Co
Regalstar
Rhone-Poulenc Inc Agrochemical Div
(Sulfur, Copper, Iron, Manganese, Zinc) Chipco Microgreen Liquid
Rockland Chemical Co
(IBDU, Nitroform) Twin Win 25-5-5; (Milorganite, IBDU, Iron) Mil-An-Chem II 22-4-8; (N, P, K) Winter Care 10-20-15
O M Scott & Sons Co Proturf
Sierra Chemical Co
Osmocote, Sierrablen, Agriform
Sta-Green Plant Food Co
Sta-Green
Stanford Seed Co
(26-4-8) Old English; (8-20-10) Old English; (18-3-5) Old English
USS Agri-Chemicals
USS Vertagreen, USS Soilife
Vaughan's Seed Co

Chemicals

continued

Fungicide, Tree

American Pelletizing Corp
(Gypsum) Vita Power Pelletized
Bonide Chemical Co
(Sulphur, Captan, Copper) Bonide
Ciba-Geigy Corp
(Metalaxyl) Subdue
W A Cleary Chemical Corp
(Thiophate-Ethyl) Cleary's 3336 (up or flowable)
Cumberland International Corp
(Maneb) Maneb ZL4
Jonathan Green & Sons Inc
Winter Survival 10-20-25
Mallinckrodt Inc
(Zn, Mn, Thiophanate Methyl) Zyban
J J Maugé Co
(DEBC) Fungisol; (Plant Vax) Fungisol PV; (Streptomycin) Inject-A-Mycin "S"
MSD/AGVET Div Merck & Co
(Arbotect) Arbotect 20 S
Rockland Chemical Co
Rockland Liquid Fruit Tree Spray;
(Malathion, Methox, Cindane, Kelthane)
Rockland Tree & Shrub Spray
Rohm & Haas Co
Dithane, Karathane
SDS Biotech
Daconil 2787 Flowable, Daconil 2787 W-75

Source Technology Biologicals Inc
(Copper Sulphate Pentahydrate) Phyton 27
Tuco/The Upjohn Co
(2, 6-Dichloro-4-Nitroaniline) Botran

Fungicide, Turf

J & L Adikes Inc
Gro-Well, Acti-Dione, Chemagro
The Andersons
Tee Time (Daconil)
Bonide Chemical Co
(Zinc & Cadmium Chloride + Thicam)
Bonide Lawn Fungicide; (Benowyl)
Benowyl Lawn Fungicide Granules;
(Chlorothalonil/Thiram) Bonide
Carmel Chemical Corp
(Karathane, Cunilate) GH-40
Ciba-Geigy Corp
(Metalaxyl) Subdue
W A Cleary Chemical Corp
(Thiophanate-Ethyl) Cleary's 3336 (up or flowable); (Thiram) Spotrete (up or flowable); (Cadmium Compound) Caddy
Cumberland International Corp
(Maneb) Maneb ZL4
C B Dolge
E I du Pont de Nemours & Co
Tersan LSR, Tersan 1991, Tersan SP
Faesy & Besthoff Inc
Jonathan Green & Sons Inc
Acti Dione, Banol Bayleton, Chipco 26019, Daconil 2787, Dyrene, Tersan SP, LSR, 1991

Hendrix & Dail Inc
(Methyl Bromide/Chloropicrin mixtures)
MBC Soil Fumigant, MBC Concentrae, MBC-33; (Chloropicrin) HD-Pic Fumigant
Lebanon Chemical Corp
Greenskeeper, Country Club, Green Gold
Lesco Inc
(Maneb + Zinc) Lesco 4, Lesco 4 Flowable; (Thiram) Lesco Thiram; (PCNB) Lesco PCNB
Mallinckrodt Inc
(Mercuric Chloride, Mercurous Chloride)
Calo-Clor, Calo-Gran; (Cadmium Succinate) Cadminate; (Zn, Mn EBCD, Thiophanate Methyl) Duosan; (Thiophanate Methyl) Fungo 50; (Cadmium Sebecate, Potassium, Chromate, Thiram) Kromad; (Ethazol) Koban 30, Koban 1.3G; (Thiram) Thiramad
Mobay Chemical Corp
(Triadimefon) Bayleton 25; (Anilazine) Dyrene 50
MSD/AGVET Div Merck & Co
Mertect 340 F
Olin Corp
Terrazole, Terrazole 35W
PBI Gordon Corp
Teremec SP, Formec
Rhône-Poulenc Inc Agrochemical Div
(Iprodione) Chipco 26019
Rockland Chemical Co
(Daconil) Fungicide 2787

Hahn SPRAY-PRO 44



the utility truck bed... 1500 lbs. capacity. Converts to dump bed with addition of Hydraulic Pac.

This "crew" should be working for you

the aerifier... Hydraulically controlled from the operator's position. Penetrates to 3 inches, depending on soil conditions, a full 42" width. Optional Slicing Blades to open the soil with a minimum of turf disturbance.

the sprayer... 160 gal. tank, 3-section boom for 18 ft. coverage. Spray with 1, 2, or all 3 booms. Fingertip control of all spraying functions.

the spreader... Precise rate settings for a uniform pattern. Top dress sand in 12 to 20 ft. swath, apply seed, fertilizer and lime 20 to 40 ft. Up to 500 lbs. per minute.

Are we confident of our quality?... our **ONE YEAR LIMITED WARRANTY** says it all.

Hahn 1625 N. Garvin St., Evansville, In. 47711

CALL TOLL FREE 800/457-HAHN

Circle No. 122 on Reader Inquiry Card

Chemicals

continued

Rohm & Haas Co
Fore
O M Scott & Sons Proturf
SDS Corp
Daconil 2787 Flowable, Daconil 2787 W-75
Tucos/The Upjohn Co
(Cycloheximide) Acti-Dione TGF, Acti-Dione Thiram, Acti-Dione RZ;
(Propamocarb Hydrochloride) Banol

Growth Regulator

J & L Adikes
Embark
Drexel Chemical Co
(Maleic Hydrazide) Retard
Elanco
Cutless
Maag Inc
Atrinal
3M/Agricultural Products
(Mefluidide) Embark (PGR)
MSD/AGVET Div Merck & Co
Gibrel
National Chemsearch
(Mefluidide) Gro-Tard II
Pennwalt Corp

Herbicides, Aquatic

Applied Biochemists Inc
(Diquat, 2, 4-D granular) Weedtrine-D,
Weedtrine II
Aquashade Inc
Aquashade
Bonide Chemical Co
(S, 4-D) Bonide
Chevron Chemical Co
Ortho Diquat Herbicide H/A
Ciba-Geigy Corp
(Simazine) Aquazine
Clean-Flo Laboratories Inc
(Buffered Alum) Clean-Flo Lake
Cleanser
Monsanto Co
Rodeo
Nalco Chemical Co
(Bromacil/Diuron) Nalco 2413
National Chemsearch
(Diquat) Watrol
PBI Gordon Corp
Norosac 10-G
Pennwalt Corp
(Endothol) Aquathol K, Hyrothol 191
Union Carbide Ag Prod Co

Herbicides, Nonselective

J & L Adikes Inc
Ureabor NO-GRO
Bonide Chemical Co
(Ammate, Sodium Arsenite) Bonide
Chevron Chemical Co
Ortho Paraquat Plus
Ciba-Geigy Corp
(Promotone) Pramitol
Cumberland International Corp
(Cacodylic Acid) Bolate, Bophy

Elanco Products Co
Spike
Jonathan Green & Sons Inc
Methar 30, Basagran
Hopkins Agricultural Chemical Co
Revenge, Rout & Dozer, Urox
Lesco Inc
(Sodium Metaborate Tetra-Hydrate,
Sodium Chlorate, Bromacil) Lescobor
Monsanto Co
Roundup
National Chemsearch
(Sodium Chlorate, Sodium Metaborate
Anhydrous) Cantex; (Bromacil,
Pentachlorophenol) Fenocil; (3 (p-
chlorophenyl)-1, 1-Dimethylurea
Trichloroacetate, 2, 4-
Dichlorophenoxyacetic acid) NS-610
Occidental Chemical Co
Monobor Chlorate, Ureabor
PBI Gordon Corp
Vegebec
Rigo Co
(Amino Triazole) Rigo Amitrol T
Rockland Chemical Co
(Pramitol) Rockland Weed & Grass
Away-RTU
Shell Chemical Co
(Atrazine) Shell Atrazine 80W

Herbicides, Postemergence Selective

J & L Adikes Inc
Trimec
The Andersons
Tee Time Weed & Feed
BASF Wyandotte Corp
(Bentazon) Basagran
Bonide Chemical Co
(2, 4-D, Banvel D) Bonide; (AMA + 2,4-
D) Bonide
Ciba-Geigy Corp
(Simazine, Atrazine) Princep, AAtrax
W A Cleary Chemical Corp
(Mecoprop 2,4-D) MCPP 2,4-D; (DSMA)
Methar-30; (Dichlorprop & 2,4-D)
Cleary's Weedone DPC
Dow Chemical USA
(2,4-D Amine) Formula 40; (Trichlopyr)
Turflon
Drexel Chemical Co
(MSMA) Ansar 529; (DSMA) DSMA
Slurry MSMA 6.6, MSMA 4 Plus;
(Atrazine) Drexel Atrazine 4L & 5L;
(DSMA) Drexel DSMA Liquid & Slurry;
(Cacodylic Acid) Drexel KACK;
(Cacodylic Acid + MSMA) Drexel KACK
& MSMA; (Simazine) Drexel Simazine 4L
ICI
Fusilade
Jonathan Green & Sons Inc
Balan, Betasan, Dacthal, Ronstar 6,
Tupersan
Kalo Agricultural Chemicals
(2,4-D) Demise
Lesco Inc
(MCPP) Lesco Pex; (2, 4-D) Lesco A-4D;
(2, 4-D, Dicamba) Lesco 8-1; (Bensulide)
Lescosan; (Benefin) Lesco Benefin;
(Propionamide) Lesco Devrinol 5G; (2,
4-D, MCPP) Lesco Par; (2, 4-D, 2, 4DP)
Lesco Weedone DPC
Mallinckrodt Inc
(Dicamba, 2,4-D, MCRP) Trexan

Mobay Chemical Corp
(Metribuzin) Sencor 75
National Chemsearch
(DAMA) CGK-79; (MCPP) Chem-Weed;
(2,4-D, MCPP) Apollo 445
Nor-Am Chemical Co
(Ethofomesate 19%) Prograss
PBI Gordon Corp
(Mecomec, Phenaban Trimec
Rhône-Poulenc Inc
(MCPP) Chipco MCPP; (2, 4-D) Chipco
D; (Asulam) AsuLox; (Bromoxynil)
Buctril; (MCPP/2, 4-D) Chipco Turf
Kleen
Rigo Co
2,4-D plus Dicamba) Super D Weedone
Rockland Chemical Co
(Trimec) Rockland Rid-O-Weed RTU;
(MCPP, 2, 4-D) Turf Herb, MCPP-2, 4-D;
(MSMA) Rockland Super Crabgrass
Killer
Rohm & Haas Co
Kerb, Goal
O M Scott & Sons Proturf
SDS Biotech
MSMA, Bueno 6, Daconate 6,
LoVol/2,4-D + 2,4-DP, D Plus DP,
MCPP, MCPP-D-4, MCPP-K-4, MCPP
+ 2,4-D Amine, 2 Plus 2, 2,4-D Amine,
Amine 4D, Dacamine 360D
Sta-Green Plant Food Co
Sta-Green
Stanford Seed Co
Old English
Velsicol Chemical Corp
(Dicamba) Banvel 4S, Banvel +24-D

Herbicides, Preemergence

J & L Adikes Inc
Balan, Betasan, Casoron, Treflan
The Andersons
Tee Time
Bonide Chemical Co
(Dacthal, Tupersan) Bonide
Drexel Chemical Co
(Atrazine) Atrazine 5L; (Dinitro) Dynamte
3
Elanco Products Co
Balan
Faesy & Besthoff Inc
(Eptam 2.3)
Lakeshore Equipment & Supply
(Bensulide, Benefin) Lescosan 4E, Lesco
Devrinol 5G, Lesco Benefin Sprayable
Mallinckrodt Inc
(Bensulide) Presan
Mobay Chemical Corp
(Metribuzin) Sencor 75
National Chemsearch
(Dimethyl Tetrachloroterephthalate)
Pretrol
O M Scott & Sons Proturf
PBI Gordon Corp
Betamec, Dyclomec
Regal Chemical Co
(Oxadiazon + Benefin) Regalstar
Rhône-Poulenc Inc
(Oxadiazon) Ronstar
Rockland Chemical Co
(Betasan) Betasan 7G; (Dacthal)
Rockland Super Dacthal 686; (Treflan)
Rockland Garden Clean
Rohm & Haas Co
Kerb, Goal

GET THE FEELING THEY KNOW SOMETHING YOU DON'T?



They do. It's their job to know things first and then pass that information on to you fast. Things like new turf management techniques, effective methods of insect and weed control, what really works... and what won't.

LOOK FAMILIAR?

They should. You've seen them often at turf shows, seminars, conventions, wherever industry news is in the making. They're the editorial and sales management team of **WEEDS TREES & TURF**. Please meet (seated l. to r.) Ron Kempner, Bruce Shank, Dick Gore, and Maureen Hrehocik; (back row l. to r.) Bob Mierow, Kevin Cooney, Joe Kosempa, and Bob Earley.

THERE'S NO GRASS GROWING UNDER THEIR FEET.

They apologize for not always being in when you call, but great stories are found in the field, not in the office. These pros know the only way to really cover the green industry is to get out and be a part of it. From turf test plots in Oregon to the corridors of our Nation's Capital, they're following leads, surveying markets and interviewing the landscape

professionals who make our industry hum. Then, they use their years of experience to pull it all together, analyze it and present it to you in a crisp, easy-to-read and easy-to-use style. That way, you have the information you need to do your job better, faster and more effectively.

The next time you want to know something in the green industry, give them a call. If you can't reach them at the office, don't worry. They'll reach you in the pages of **WEEDS TREES & TURF**.

WEEDS TREES & TURF

HBJ A HARCOURT BRACE JOVANOVIICH PUBLICATION

3091 Maple Drive, Suite 312, Atlanta, GA 30305
(404) 233-1817

A GREAT MEDIUM TO GROW PROFITS IN.

Chemicals

continued

SDS Biotech

DCPA, Dacthal G-5, Dacthal W-75

Stauffer Chemical Co

(Bensulide) Betasan

Tuco/The Upjohn Co

(N, N-Dimethyl 1-2, 2 Diphenylacetamide) Enide

UAP/United Agri Products

(Dacthal WDG) Clean Crop

Insecticides, Tree

Acme Burges Inc Chemical Div

(Bacillus Thuringiensis, Sevin, Malathion, Diazinon)

J & L Adikes Inc

Gro-Well

American Cyanamid Co

Malathion

Bonide Chemical Co

(Imidan, Disyston) Bonide; (Sevin (Carbaryl), Cygon) Bonide Sevin 2F; (Methoxychlor, Metasystox R) Bonide Methoxychlor 25E; (Lindane) Borer Miner Keller

Chevron Chemical Co

(Acephate Dibrom 8 Emulsive) Orthene; (Lindane) Naled Isotox Lindane Spray 200

Ciba-Geigy Corp

(Diazinon) Diazinon

W A Cleary Chemical Corp

(Diazinon) Cleary's Diazinon AG500; (Chlorpyrifos) Cleary's Dursban 2E; (Carbaryl) Cleary's Sevin 4L

Creative Sales Inc

(Orthene (Acephate)) Acecap 97

Ross Daniels Inc

(Organophosphate) Ross

Drexel Chemical Co

(Carbaryl) Carbaryl 4L & 2L; (Phytonomic oil) Damoil; (Diazinon) D-264-EC500; (Lindane) Borer Spray

Lesco Inc

(Diazinon) Lesco Diazinon; (Chlorpyrifos) Lesco 2.32 Dursban; (Isofen phos)

Lesco Oftanol

Mallinckrodt Inc

Bendiocarb, Dycarb, (Diazinon & Methoxychlor) Dymet; (Bendiocarb) Dymet

J J Mauget Co

(Metasystox R) Inject-A-Cide (MSR) (Technical Bidrin) Inject-A-Cide "B"

National Chemsearch

(Dursban/DDVP) Dichloron; (Disyston) Stem-AX

Nor-Am Chemical Co

(Bendiocarb 76%) Turcam

Prentiss Drug & Chemical Co

(Diazinon, Dursban, Baytex, Malathion, Lindane, Methoxychlor) Prentox

Rhone-Poulenc Inc Agrochemical Div

(Phosalone) Zolone EC

Rigo Co

(Diazinon) Rigo Diazinon A-C 500; (Malathion) Rigo Malathion SE

Rockland Chemical Co

(Petroleum) Rockland Dormant Oil Spray; (Malation, Methox, Lindane, Kelthane) Rockland Tree & Shrub Spray

Shell Chemical Co

(Monocrotophos) Azodrin 5WM; (Methomyl) Nudrin 1.8S; (Methomyl) Nudrin 90WSP; (Fenvalerate) Pydrin 2.4EC; (Fenbutatin-Oxide) Vendex 50WP; (Fenbutatin-Oxide) Vendex 50WSB

Stauffer Chemical Co

Imidan

Stanford Seed Co

(Diazinon) Old English

Tuco/The Upjohn Co

(Amitraz-N-Methylmethanimidamide) Baam; (Bacillus Thuringiensis) Sok-B
Union Carbide Ag Prod Co
Sevin

Insecticides, Turf

Acme Burgess Inc Chemical Div

(Chlorpyrifos, Diazinon, Malathion)

J & L Adikes Inc

Gro-Well

American Cyanamid Co

The Andersons

Tee Time (Dursban, Diazinon)

Bonide Chemical Co

(Diazinon, Sevin, Dursban, Aspon) Bonide

Carmel Chemical Corp

(Malathion, Kindane) GH-16; (Dibrom or Naled) GH-18; (Vapona) GA-19; (Dithione) GH-20; (Kelthane) GH-21; (Diazinon) GH-44; (Malathion) GH-60

Chevron Chemical Co

(Acephate) Orthene

Ciba-Geigy Corp

(Diazinon) Diazinon

W A Cleary Chemical Corp

(Chlorpyrifos) Cleary's Dursban 2E; (Diazinon) Cleary's Diazinon AG500; (Carbaryl) Cleary's Sevin 4L

C B Dolge

Dow Chemical USA

(Chlorpyrifos) Dursban

Drexel Chemical Co

(Lindane) Borer Spray

Estech Inc (IL)

Par Ex

Jonathan Green & Sons Inc

Oftanol, Dursban, Diazinon, Proxol 80, Sevin

Hopkins Agricultural Chemical Co

(Diazinon, Malathion)

Lesco Inc

Lesco Oftanol & Fertilizer, Lesco Dursban, Lesco Diazinon

Lebanon Chemical Corp

Green Gold, Country Club, GreensKeeper

Mallinckrodt Inc

Diazinon & Methoxychlor, Dymet

Mobay Chemical Corp

(Isofenphos) Oftanol 5%, Oftanol 2; (Trichlorfon) Dylox 80%

National Chemsearch

(Dursban/DDVP) Dichloron

Nor-Am Chemical Co

(Dioxathion) Deltic; (Bendiocarb) Turcam

PBI Gordon Corp

Carbamec

Prentiss Drug & Chemical Co

(Diazinon, Chlorpyrifos, Dursban) Prentox

Rhone-Poulenc Inc

(Ethoprop) Mocap

Rigo Co

(Diazinon) Rigo; (Dursban) Rigo Lawn & Ornamental

Rockland Chemical Co

(Oftanol) Rockland Grub-Out; (Dursban) Rockland Professional Super Dursban

O M Scott & Sons Co Proturf

Stanford Seed Co

(Diazinon + 18-3-5) Old English

Stauffer Chemical Co

Aspon

Tuco/The Upjohn Co

(Dimethyl 2, 2, 2-Trichloro-1-Hexyethyl Phosphate) Proxol 80 SP

Union Carbide Ag Prod Co

(Carbaryl) Sevin

Miticides

Mobay Chemical Corp Agri Chem Div

Morestan

Rohm & Hass Co

Kelthane

Mulches, Erosion Control

American Excelsior Co

(Excelsior Blanket) Curlex

Anderson's Erosion Control Inc

Grass Mulch

Cal-Fiber Co

Cellin Mfg Inc

Cellin Fiber Mulch, Turfiber Mulch

Conwed Corp

Hydro Mulch

Grass Fiber Inc

(Processed Fiber) Grass Mulch

Grass Growers Inc

Terra Tack I, III, AR

Hendrix & Dail Inc

(duPont Plant Cover, Polyethylene Mulch) Reemay

Hoechst Fibers Ind

Jacklin Seed Co

National Bark Sales

(Western Red Cedar Bark) Montaho

Reclamare Co

(Hydrocolloids) J-tac Soil & Mulch Tackifier

Superior Fiber Products Co

Turfiber

Thermoguard

(Hydromulch) Tur Fiber

Weyerhaeuser

(Wood Mulching Fibers) Silva Fiber

Nematocides

Bonide Chemical Co

(Vapam) Bonide Soil Fumigant

Estech Inc (IL)

(Vapam) Vigoro, Gro-Tone

Mobay Chemical Corp

(Fenamiphos) Nema-cur 10%

Rhone-Poulenc Inc

(Ethoprop) Mocap

Stauffer Chemical Co

Vapam

Repellents, Animal

Hopkins Agricultural Chemical Co

(Thiram) Thiram 42-S

REDUCE EXPENSIVE MANPOWER



with HYDRO-POWER 180

Your search for a high capacity mower encompassing a one man operation is now concluded. The Hydro-Power 180 with its 15 foot hydraulically driven rotary mower has a mowing capacity of up to 11 acres an hour while incorporating rear wheel steering for maximum maneuverability. Cutting units are designed for maximum floatation and may be used individually or in any

combination of the three. There is a 2-range hydrostatic transmission which affords mowing speed as well as transport speed to insure minimum travel time between the job sites. The Hydro-Power 180 offers year-round versatility with a 2-stage 66" snow blower and heated cab.

Manufactured by

**HOWARD PRICE
TURF EQUIPMENT**

18155 Edison Avenue
Chesterfield, Mo. 63017

Circle No. 278 on Reader Inquiry Card

Chemicals

continued

Leffingwell Chemical Co
Hinder

Repellents, Bird

National Bird Control
Roost-No-More

Root Killer

Applied Biochemists Inc
(Copper Sulfate) Rooterine
Faesy & Besthoff Inc
(Copper Sulphate)

Soil Conditioner

J & L Adikes Inc
U S Gypsum
Aquatrols Corp of America
Aqua-Gro "L"; Aqua-Gro "S"; Aqua-Gro "G"
Bonide Chemical Co
(Bone Meal, Hydrated Lime) Bonide
Cal-Sul, Granulime, Reville
W A Cleary Chemical Corp
(Humus Concentrate) Turfgro;
(Limestones) Limestone F; (Sulfur)
Sulfur E

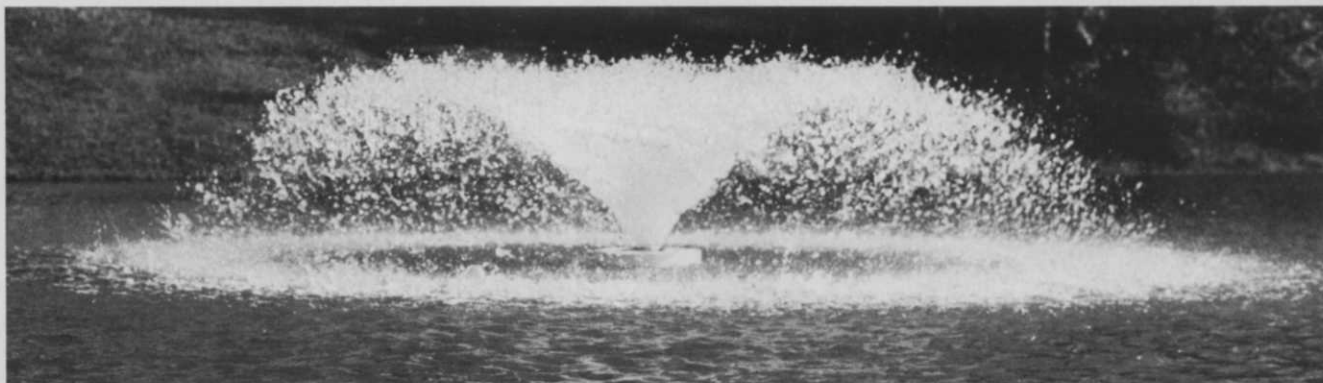
C B Dolge
Emerald Isle Ltd
Estech Inc (IL)
(Perlite) Vigoro
Four Star Agricultural Services Inc
(Ammonium Laureth Sulfate) Pene-Turf
Grass Fiber Inc
Garden Mulch
Jonathan Green & Sons Inc
(Gypsum, Pelletized Limestone,
Granular Lime, Pulverized Limestone)
ICI
International Reforestation Suppliers Inc
Lesco Inc
Lesco Wet/Lescozyme
Michigan Peat Co
(Michigan Peat, Pre-Moistened
Horticultural Sphagnum Peat,
Compressed Sphagnum Peat Moss)
Garden Magic
Nalco Chemical Co
Nalco 2190
National Bark Sales
(Composted Bark) Top 'N Turf
National Chemsearch
(water soluble Iron) Ferate; (natural
organic extract) Nature-Aid; (an ionic
blend of penetrants) Turf-Tonic
Oil-Dri Corp of America
Terra Green
Rockland Chemical Co
Rockland Liqui-Humus
United States Gypsum Co
(Gypsum) Sof'N-Soil

Soil Fumigants

Bonide Chemical Co
(Vapam) Bonide Soil Fumigant
Estech Inc (IL)
(Vapam) Vigoro
Faesy & Besthoff Inc
(Vapam)
Hendrix & Dail Inc
(Methyl Bromide/Chloropicrin mixtures)
MBC Soil Fumigant, MBC Concentrate,
MBC-33; (Chloropicrin) HD-Pic
Fumigant
Hopkins Agricultural Chemical Co
Mylone 50D
Nor-Am Chemical Co
(113 Dichloropropene & related
Chlorinated Hydrocarbons) Vorlex
Shell Chemical Co
Stauffer Chemical Co
Vapam

Sticker Extender

J & L Adikes Inc
NuFilm 17
BASF Wyandotte Corp
Citowett Plus
Bonide Chemical Co
Bonide
Chevron Chemical Co
Chevron Spray Sticker
W A Cleary Chemical Corp
(Aqueous Acrylic Emulsion) Clearspray



OTTERBINE

DAY OR NIGHT...SUMMER OR WINTER



OTTERBINE® Aerators can help you keep unsightly algal growth and objectional odors under control naturally. The fact that OTTERBINES also create beauty — is just one of the many benefits of using our Spray Sculpture™ Floating Fountains.

**WE CREATE BEAUTY
WHILE SOLVING PROBLEMS**

BAREBO, INC. P.O. BOX 217 • EMMANUS, PA 18049
(215) 965-6018 USA

Circle No. 104 on Reader Inquiry Card



Cumberland International Corp
(Adjuvant) Ag-Chem Activator
Drexel Chemical Co
(Alkylaryl poly Ethanol) Add-It-To-Oil;
(Alkylaryl Polytholxyethanol) Surf Ac
820; (Surfactant) Wetz
Encap Products Co
Spray-Stay
Jonathan Green & Sons Inc
Exhalt 800
Hopkins Agricultural Chemical Co
Plyac
Kalo Agricultural Chemicals
BioFilm
Lesco Inc
Lesco Spreader Sticker
PBI-Gordon Corp
Exalt 800
Rigo Co
Rigo Spreader w/defoamer; Spray-Ad
CVF
Rockland Chemical Co
Rockland Spreader Sticker
Rohm & Haas Co
Triton
Superior Fiber Products Co
Fiber-Lock
Wilt-Pruf Products Inc
Spray-Stay

PBI-Gordon Corp
Aquazorb
Rigo Co
Rigoette Plus
Rockland Chemical Co
Rockland Soaking Wet
Rohm & Haas Co
Triton

Aquashade Inc
PO Box 198
Eldred NY 12732
914-557-8077

★ Aquatrols Corp of America
1432 Union Ave
Pennsauken NJ 08110
609-665-1130

Balcom Special Products
PO Box 1287
Greeley CO 80632
303-356-4400

Bartlett Mfg Co
3003 E Grand Blvd
Detroit MI 48202
313-873-7300

BASF Wyandotte Corp
100 Cherry Hill Rd
Parsippany NJ 07054
201-263-0200

Bonide Chemical Co
2 Wurz Ave
Yorkville NY 13495
315-736-8231

Samuel Cabot Inc
One Union St
Boston MA 02108
617-723-7740

Cal-Fiber Co
611-625 S Anderson St
Los Angeles CA 90023
213-268-0191

Carmel Chemical Corp
17303 US 31 N
PO Box 406
Westfield IN 46074
317-896-2933; 800-428-4367

Cellin Mfg Inc
9610 Gunston Cove Rd
Lorton VA 22079
704-690-1195

★ Chevron Chemical Co
575 Market St
San Francisco CA 94120-7144
415-894-2378

★ Ciba-Geigy Corp
PO Box 18300
Greensboro NC 27419
919-292-7100

★ C-I-L Inc
171 Queens Ave
PO Box 5201
London ON N6A 4L6
Canada
519-672-9220

Clean-Flo Laboratories Inc
4342 Shady Oak Rd
Hopkins MN 55343
800-328-6656; 612-935-2137

W A Cleary Chemical Corp
1049 Somerset St
Somerset NJ 08823
201-247-8000



4. Chemical Companies

Acme Burgess Inc
Chemical Div
Rte 83
Grayslake IL 60030
312-223-1100

★ J & L Adikes Inc
182-12 93rd Ave
Jamaica NY 11423
212-739-4400; 516-437-4477

Agricultural Service Corp
PO Box 101
Harrisburg OR 97446
503-995-6754

American Cyanamid Co
Tremley Pt Rd
Foot of Wood Ave
PO Box 31
Linden NJ 07036

American Excelsior Co
850 Ave H East
PO Box 5067
Arlington TX 76011
817-640-1555

American Pelletizing Corp
PO Box 3628
Des Moines IA 50322
515-278-5900

★ The Andersons
507 Illinois Ave
PO Box 119
Maumee OH 43537
419-893-5050

Anderson's Erosion Control Inc
PO Box 205
Junction City OR 97448
503-998-6812

Applied Biochemists Inc
5300 W County Line Rd
Mequon WI 53092
414-242-5870

Tree Dressings

J & L Adikes Inc
Gro-Well
Bartlett Mfg Co
Bonide Chemical Co
Bonide
Samuel Cabot Inc
(Healing Paint) Cabot's Tree
Coopers Creek Chemical Corp
C-4
Lakeshore Equipment & Supply
Lesco Pruning Spray
Rockland Chemical Co
(Asphalt) Rockland Pruning Paint

Wetting Agents

Aquatrols Corp of America
Aqua-Gro 'L', Aqua-Gro 'S', Aqua-Gro
'G'
BASF Wyandotte Corp
Citowett Plus
W A Cleary Chemical Corp
(Non-ionic Nonyl Phenol) All Wet; (Fatty
acids & Ethers) Super Wet, Super Wet
15G
E I du Pont de Nemours & Co
Surfactant WK
Finn Corp
Hydro-Gel
Hopkins Agricultural Chemical Co
Neptune
Kalo Agricultural Chemicals
Hydrowet
Lesco Inc
(Non-ionic surface active surfactant)
Lesco Wet
Mallinckrodt Inc
Aquadro
Montco Products Corp
(Non-ionic Surfactants) Surf-Side
Moyer Chemical Co
Spray Film B
National Chemsearch
(an ionic blend of penetrants) Turf-
Tonic; (non-ionic blend of penetrants)
Groundsmaster SWA

Chemical Companies

continued

- * Conwed Corp**
444 Cedar St
St Paul MN 55101
612-221-1100
- Coopers Creek Chemical Corp
River Road
West Conshohocken PA 19428
215-828-0375
- Corona Clipper Co
14200 E Sixth St
PO Box 1388
Corona CA 91720
714-737-6515
- Creative Sales Inc
222 N Park Ave
Box 501
Fremont NE 68025
402-727-4800
- Cumberland International Corp
1523 N Post Oak Rd
Houston TX 77055
713-682-1221
- Ross Daniels Inc
1720 Fuller Rd
PO Box 65430
- West Des Moines IA 50265-0430
515-225-6471
- * Davey Tree Experts Co**
117 S Water St
Kent OH 44240
216-673-2027
- Deer Away
3501 Xenwood Ave
Minneapolis MN 55416
612-379-3895
- Doggett Corp
Cherry St
Lebanon NJ 08833
201-236-6335, 6336
- C B Dolge
11 Ferry Lane
Westport CT 06880
203-227-9591
- * Dow Chemical USA**
PO Box 1706
Midland MI 48640
517-636-1105
- Drexel Chemical Co
2487 Pennsylvania St
Memphis TN 38109
901-774-4370
- * E I du Pont de Nemours & Co**
1007 Market St
Wilmington DE 19898
302-774-7547
- * Elanco Prods Co**
1740 S Alabama St
Indianapolis IN 46285
317-261-3638
- Encap Prods Co
PO Box 278
Mt Prospect IL 60056
312-593-6464
- * Estech Inc**
Estech Inc Par Ex Professional Products
One Southern IL Bank Bldg
Fairview Heights IL 62208
618-398-8190
- Faesy & Besthoff Inc
143 River Road
]Edgewater NJ 07020
201-945-6200
- * Finn Corp**
2525 Duck Creek Rd
Cincinnati OH 45208
513-871-2529; 800-542-7166
- * Four Star Agricultural Services Inc**
2275N St Rd 1
PO Box 463
Bluffton IN 46714
219-824-5384
- * Fuerst Brothers Inc**
PO Box 271
Rhinebeck NY 12572
914-876-3575
- Grass Fiber Inc
520 E Second St
Junction City OR 97448
503-998-6812
- Grass Growers Inc
424 Cottage Pl
Plainfield NJ 07060
201-755-0923
- Great Lakes Biochemical Co
6120 W Douglas Ave
Milwaukee WI 53218
414-464-1200
- Great Salt Lake Mineral & Chemicals Corp
PO Box 1190
Ogden UT 84402
801-731-3100
- Jonathan Green & Sons Inc
Squankum-Yellowbrook Rd
PO Box 326
Farmingdale NJ 07727
201-938-7007
- Gulf States Paper Corp
PO Box 3199
Tuscaloosa AL 35404
205-553-6200
- Hawkeye Chemical Co
Box 899
Clinton IA 52732
319-243-5800
- Hendrix & Dail Inc
803 Industrial Blvd
PO Box 648
Greenville NC 27835-0648
919-758-4263
- Hoechst Fibers Ind
PO Box 5887
Spartanburg SC 29304
800-845-7597
- Hopkins Agricultural Chemical Co
PO Box 7532
Madison WI 53707
608-222-0624
- * ICI**
PO Box 751
Wilmington DE 19897
- International Spike
PO Box 1750
Lexington KY 40593
800-354-9360
- Kalo Agricultural Chemicals
4550 W 109 St Ste 222
Overland Park KS 66211-1383
913-649-5525
- * Lebanon Chemical Corp**
1600 E Cumberland St
Lebanon PA 17042
717-273-1685
West Ross Ln
Box 647
Danville IL 61832
- Leffingwell Chemical Co
111 S Berry
Brea CA 92621
714-871-1991
- * Lesco Inc**
20005 Lake Rd
Rocky River OH 44116
216-333-9250
- * Maag Inc**
PO Box 6430
Kings Hwy
Vera Beach FL 32961-6430
305-567-7506
- * Mallinckrodt Inc**
PO Box 5439
St Louis MO 63147
314-982-5044
- * J J Mauget Co**
PO Box 3422
Burbank CA 91504
213-849-2309
- MCI AgSystems
Melamine Chemicals Inc
811 Railroad Ave
Donaldsonville LA 70346
504-473-3121
- Michigan Peat Co
PO Box 66388
Houston TX 77266
800-231-6211; In TX 713-522-0711
- * Milliken Chemicals**
Campton Rd
PO Box 817
Inman SC 29349
803-472-9041
- * Milwaukee Metropolitan Sewerage District**
735 N Water St
Milwaukee WI 53202
414-225-2222
- * 3M/Agricultural Products**
3M Center Bldg 223-1N-05
St Paul MN 55144
612-736-0569

WHEN LAWN CARE IS YOUR BUSINESS, DEPEND ON THE BEST IN THE BUSINESS.

Tough, durable, and reliable, the best in the business. That's SNAPPER's heavy duty lawn and garden equipment for you. More than a quarter of a century of innovative American craftsmanship goes into every machine we build. So you know you can depend on them year in and year out to make you look good on each and every job. That's why over the years SNAPPER's reputation for excellence has continued to grow and gain the respect of more and more professionals in the lawn care

business. They know SNAPPER's versatility and durability has withstood the test of time. They know SNAPPER's built tough to work long and hard. So if lawn care is your business, why not go with the best in the business. SNAPPER's commercial lawn and garden equipment. Write SNAPPER Power Equipment, McDonough, GA 30253, Dept. WTT84 for further information.



EXTRA TOUGH WALK

- Push or self-propelled
- 4 HP Extra Tough 4 Cy. engine
- Ball bearing steel wheels
- 2½ bu. grass catcher
- 21" Hi-Vacuum steel deck



COMMERCIAL WALK

- Push or self-propelled
- 5 HP 4 Cy. I/C engine
- Ball bearing steel wheels
- 3¼ bu. grass catcher
- 21" Hi-Vacuum steel deck



COMMERCIAL RIDER

- 41" side discharge or 33" Hi-Vac deck
- 11 HP I/C engine
- Long life transmission
- On-the-go shifting



LAWN TRACTOR

- 11 HP engine or 16 HP twin Cy. engine
- 33" Hi-Vac, 41" and 48" discharge optional rotary mowers
- Dual Range transmission, 12 forward speeds, 2 rev.



Chemical Companies

continued

- Minntralia Mfg Inc
Box 135 West Edge Village
Garfield MN 56332
612-834-2214
- ★ Moby Chemical Corp
PO Box 4913
Kansas City MO 64120
816-242-2000
- ★ Monsanto Co
800 N Lindbergh Blvd
St Louis MO 63167
314-694-1000
- Montco Products Corp
Box 404
Ambler PA 19002
215-628-3144
- Moyer Chemical Co
528 Valley Way
Milpitas CA 95035
408-945-8606
- MSD/AGVET Div Merck & Co
PO Box 2000
Rahway NJ 07065
201-574-6463
- Nalco Chemical Co
2901 Butterfield Rd
Oak Brook IL 60521
312-887-7500
- National Bark Sales
1365 N Orchard St
Boise ID 83707
208-375-0656
- National Bird Control
PO Box 1
Skokie IL 60076
312-675-2368
- National Chemsearch
2727 Chemsearch Blvd
Irving TX 75062
214-438-0389
- ★ Nor-Am Chemical Co
3509 Silverside Rd
PO Box 7495
Wilmington DE 19803
302-575-2000
- Nursery Specialty Products
PO Box 4280
Greenwich CT 06830
- Occidental Chemical Co
PO Box 198
Lathrop CA 95330
209-858-2511
- Oil-Dri Corp of America
522 N Michigan Ave
Chicago IL 60611
800-621-7191; In IL 312-321-1515
- Olin Corp
Box 991
- Little Rock AR 72203
501-378-3727
- ★ PBI-Gordon Corp
1217 W 12 St
Kansas City KS 64101
816-421-4070
- ★ Pennwalt Corp
Three Pkwy Ste 619
Philadelphia PA 19102
215-587-7219
- Plant Food Chemical Co
RD #1 Box 173
Cranbury NJ 08512
609-448-0935
- Plant Marvel Laboratories Inc
371 E 16 St
Chicago Hts IL 60411
312-757-7500
- ★ Prentiss Drug & Chemical Co
21 Vernon St CB 2000
Floral Park NY 11001
516-326-1919
- Professional Turf Specialties
400 Northtown Rd
Normal IL 61761
309-454-2467
- Reclamare Co
20727 Seventh Ave S
Seattle WA 98148
206-824-2385
- ★ Regal Chemical Co
PO Box 641
Alpharetta GA 30201
404-475-4837
- ★ Rhone-Poulenc Inc
Black Horse Lane
PO Box 125
Monmouth Junction NJ 08852
201-297-0100
- RIGO Co
PO Box 89
Buckner KY 40010
502-222-1456
- Rockland Chemical Co
686 Passaic Ave
West Caldwell NJ 07006
201-575-1322
- Rohm & Haas Co
Independence Mall West
Philadelphia PA 19105
215-592-3000
- ★ O M Scott & Sons Co Proturf Div
Marysville OH 43040
513-644-0011
- ★ SDS Biotech
7528 Auburn Rd
Painesville OH 44077
216-357-3000
- Shell Chemical Co
One Shell Plaza
900 Louisiana St
Houston TX 77002
713-241-6161
- Sierra Chemical Co
1001 Yosemite Dr
Milpitas CA 95035
408-263-8080
- ★ Source Technology Biologicals Inc
2850 Metro Dr Ste 800
Bloomington MN 55420
612-854-9426
- Sta-Green Plant Food Co
PO Box 540
Sylacauga AL 35150
205-245-5282
- Stanford Seed Co
RR #1 Box 320
Denver PA 17517
215-267-3805
- ★ Stauffer Chemical Co
Westport CT 06881
203-222-3254
- Stull Chemical Co
1006 Paulsun
San Antonio TX 78219
512-227-5255
- Sudbury Laboratory Inc
6 October Hill Rd
New Englander Ind Park
Holliston MA 01746
800-343-9911
- Superior Fiber Products Co
409 Washington Ave Ste 1008
Towson MD 21204
301-583-7937
- Sweepster
2810 SW Baker Rd
Dexter MI 48130
313-426-3961
- Thermoguard
412 113th
Arlington TX 76011
817-640-8783
- ★ TUCO/The Upjohn Co
Kalamazoo MI 49001
616-385-6613
- ★ UAP/United Agri Products
PO Box 37800
Omaha NE 68137
800-228-0096; 800-642-TURF (NE)
- ★ Union Carbide Ag Prod Co
TW Alexander Ave
PO Box 12014
Research Triangle Park NC 27709
- United States Gypsum Co
101 S Wacker Drive
Chicago IL 60606
312-321-3863
- USS Agri-Chemicals
233 Peachtree St
Atlanta GA 30303
404-572-4000
- Vaughan's Seed Co
Chimney Rock Rd
Bound Brook NJ 08805
201-356-4200

★ Velsicol Chemical Corp
341 E Ohio St
Chicago IL 60611
314-670-4665

Warren's Turf Nursery Inc
Seed Special Products Div
Cordelia & Chadbourne Rds
PO Box 459
Suisun City CA 94585
707-422-5100

Wellborn Paint Mfg Co
PO Box 25645
Albuquerque NM 87125
505-344-3558

Weyerhaeuser
Tacoma WA 98477
206-924-5986

★ Wilt-Pruf Products Inc
PO Box 4280
Greenwich CT 06830
203-531-4740



5. Seed Companies

★ Adelphi
182-12 93rd Ave
Jamaica NY 11423
212-739-4400

★ J & L Adikes Inc
182-12 93rd Ave
Jamaica NY 11423
516-437-4477
Kentucky Bluegrasses: Adelphi

Agriculture Service Corp
5240 Gaffin Rd SE
Salem OR 97301
503-581-8899
Perennial Ryegrasses: Pennant & Premier

★ E F Burlingham & Sons
1936 19th Ave

PO Box 217
Forest Grove OR 97116
503-357-2141
Seed Types: Falcon Tall Fescue,
Bonnieblue KY Bluegrass, Majestic KY
Bluegrass, Birka KY Bluegrass, Sydsport
KY Bluegrass, Belle Perennial Ryegrass,
Banner Chewings Fescue

Ernst Crownvetch Farms
RD 5 Box 806
Meadville PA 16335
814-425-7276
814-425-7897
Seed Types: Penngift Crownvetch Seed

★ Full Circle Inc
PO Box 49
Madras OR 97741
503-475-3877
Seed Types: Merit KY Bluegrass

★ Garfield Williamson Co
1072 West Side Ave
Jersey City NJ 07306
201-435-3500
Kentucky Bluegrasses

Grasslyn Inc
641 Pine Grove Rd
State College PA 16801
814-238-0133
Seed Types: Penngift Crownvetch

Great Western Seed Co
810 Jackson SE

We Made It Simple!

- **QUALITY** — Built with Swiss clocklike precision.
- **LIGHTWEIGHT** — With the comfort of the user in mind.
- **ACCESSIBLE** — A durable self-lubricating and external pump assembly.
- **SIMPLICITY** — Insures cleanliness and longer wear. No tools necessary to disassemble and repair.
- **PRICING** — Here's one instance where you pay less for the best.



BIRCHMEIER
has the
Back Pack
Sprayer
for you —

AVAILABLE IN
5 GAL. (20 K)
3½ GAL. (15 K)
2½ GAL. (10 K)

Technical data	FLOX 2½ gal.	IRIS 3½ gal.	SENIOR 5 gal.
Weight #	11	11.4	12.1
Tank Capacity	2.6 gals.	3.9 gals.	5.2 gals.
Max Working Pressure	84 PSI	84 PSI	84 PSI

FOR MORE INFORMATION

TREBOR CORPORATION

4047-A JONESBORO ROAD • FOREST PARK, GA. 30050 • 404-366-0957

Circle No. 169 on Reader Inquiry Card

Protects valuable shrubs from winter kill, drought, windburn, air pollution, transplant shock.

Excessive moisture loss causes severe drying out, wilting, shock and transplant failure. **Wilt-Pruf's** protective coating holds in moisture reducing water loss in times of stress when transplanting or during periods of drought.

Year 'round Plant Protector— the safe way to reduce moisture loss.

Available in Ready-to-Use Trigger Sprayer, 14 oz. Aerosol and Concentrate sizes.

Don't let this happen!



Untreated



Treated



Recommended by
Jerry Baker
Best selling Author, Radio
and TV Personality.



Wilt-Pruf Products, Inc.

P.O. BOX 4280 • GREENWICH, CONNECTICUT 06830-0280

Circle No. 177 on Reader Inquiry Card

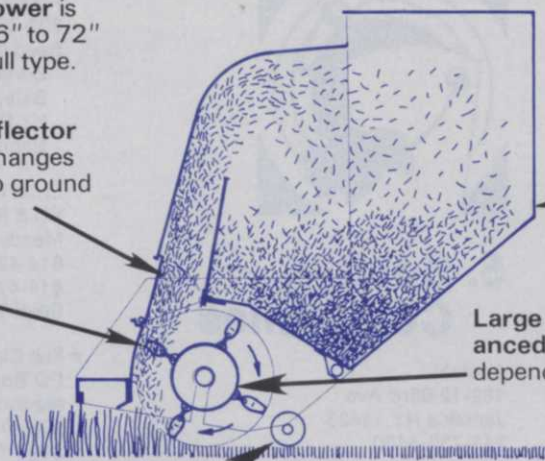
Why a Lawn Genie does more work.

The Lawn Genie Pick-up Mower is available in ten models from 36" to 72" engine or PTO driven, lift or pull type.

Quick flip deflector panel easily changes from pickup to ground discharge.

Reversible cutting knives quickly interchange with thatching blades for real versatility.

Adjustable, full-width gauge roller assures even cutting.



Spring, summer, fall. The Lawn Genie from M-C keeps working.

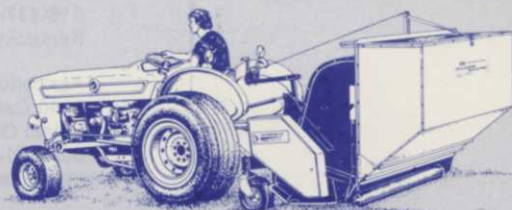
Quick dump hopper empties from the tractor seat.

Large 8⁵/₈" diameter balanced rotor for smooth, dependable operation.

Ask your local M-C Dealer for a demonstration or call or write M-C for more information.



Mathews Equipment Co.
Crystal Lake, IL 60014
815/459-2210



Circle No. 140 on Reader Inquiry Card

Seed Companies

continued

PO Box 387
Albany OR 97321
503-928-3100

Kentucky Bluegrasses: Baron, Nassau, Mystic, Georgetown, Ram I; Perennial Ryegrasses: Palmer, Prelude, Cowboy, Yorktown II; Fescues: Clemfine, Rebel (Tall), Jamestown (Chewing)

Jonathan Green & Sons Inc
Squawkum-Yellowbrook Rd
PO Box 326
Farmingdale NJ 07727
201-938-7007

Geo W Hill & Co
8010 Dixie Hwy
PO Box 787
Florence KY 41042
606-371-8423

★ International Seeds Inc
820 First St
Halsey OR 97348
503-369-2251

Kentucky Bluegrasses: Merit, Vantage, Enmundi, Scenic; Perennial Ryegrasses: Derby, Regal, Elka, Gator; Fescues: Highlight (Chewing), Checker (Chewing), Adonis (Chewing), Ensilva (Creeping), Hounddog (Tall), Brookston (Tall); Bentgrasses: Emerald, Penncross, Penneagle; Turfseed Mixes or Blends: Dixie Green Mix, Dixie Green/Sabre Mix,

Ph D Blend, Showboat Mix; Other: Sabre, Companion Mix

★ Jacklin Seed Co
W 5300 Jacklin Ave
Post Falls ID 83854
208-773-7581
Kentucky Bluegrasses: Nugget, Glade, Adelphi, Eclipse, Nassau, Ram I, Fylking, Cheri; Perennial Ryegrasses: All Star, Manhattan, Pennfine, Citation; Fescues: Arid (Tall), Hounddog (Tall), Falcon (Tall), Logro Slender (Creeping), Countess (Chewing); Bentgrasses: Penncross (Creeping), Penneagle (Creeping); Other: Reubens Canada Bluegrass (Reclamation), Pinto Wildflower/Grass Seed (Reclamation), Nez Perce Idaho Fescue (Reclamation), Durar Hard Fescue (Reclamation)

Jenks White Seed Co Div Jacklin Seed
PO Box 45
Tangent OR 97389

Kellogg Inc/Seeds & Supplies
322 E Florida St
Milwaukee WI 53204
414-276-0373

★ Lesco Inc
20005 Lake Rd
Rocky River OH 44116
216-333-9250
Turfseed Mixes or Blends: Lesco Tuf-Turf, Tall Fescue & KY Blue; Lesco Park & Athletic, KY Blue, Red Fescue, Perennial Rye; Lesco CBS, Perennial Rye Mix; Lesco Classic, KY Blue, Perennial Rye, Chewing Fescue; Lesco Quality Blue, KY

Blue Mix; Lesco Transition, Tall Fescue Mix

★ Loft Seed Co
Chimney Rock Rd
PO Box 146
Bound Brook NJ 08805
201-356-8700
Seed Types: Clemfine Tall Fescue, Rebel Tall Fescue, Prelude & Palmer Perennial Ryegrasses, Diplomat & Yorktown II Perennial Ryegrasses, Baron & Ram I KY Bluegrasses

Mangelsdorf Seed Co
PO Box 327
St Louis MO 63166
314-535-6700
Kentucky Bluegrasses: Arboretum

Manhattan Ryegrass Growers Assoc
1349 Capitol St NE
Salem OR 97303
503-363-1022

Midwestern States Fescue Assn
PO Box 699
Rolla MO 65401
314-364-1336

Normarc Inc
PO Box 238
Tangent OR 97389
502-926-5801
Seed Types: Premier Perennial Ryegrass

★ Northrup King Co
1500 NE Jackson St
Minneapolis MN 55413
612-781-8011
Kentucky Bluegrasses: Cert Parade,

Circle
the
Reader
Service
numbers
of those
items of
interest
to you.

For fastest response, use the peel-off label from the front cover.

NAME _____

TITLE _____

FIRM _____

ADDRESS _____

CITY _____

STATE _____ ZIP _____

PLACE COVER LABEL HERE

TELEPHONE () _____

101	115	129	143	157	171	185	199	213	227	241	255	269	283	297	311	325
102	116	130	144	158	172	186	200	214	228	242	256	270	284	298	312	326
103	117	131	145	159	173	187	201	215	229	243	257	271	285	299	313	327
104	118	132	146	160	174	188	202	216	230	244	258	272	286	300	314	328
105	119	133	147	161	175	189	203	217	231	245	259	273	287	301	315	329
106	120	134	148	162	176	190	204	218	232	246	260	274	288	302	316	330
107	121	135	149	163	177	191	205	219	233	247	261	275	289	303	317	331
108	122	136	150	164	178	192	206	220	234	248	262	276	290	304	318	332
109	123	137	151	165	179	193	207	221	235	249	263	277	291	305	319	333
110	124	138	152	166	180	194	208	222	236	250	264	278	292	306	320	334
111	125	139	153	167	181	195	209	223	237	251	265	279	293	307	321	335
112	126	140	154	168	182	196	210	224	238	252	266	280	294	308	322	336
113	127	141	155	169	183	197	211	225	239	253	267	281	295	309	323	337
114	128	142	156	170	184	198	212	226	240	254	268	282	296	310	324	338

SEPTEMBER 1984

This card expires
Nov. 15, 1984

WEEDS TREES & TURF

MY PRIMARY BUSINESS AT THIS LOCATION IS:
(PLEASE CHECK ONE ONLY IN EITHER A, B OR C)
**A. LANDSCAPING/GROUND CARE AT ONE OF THE
FOLLOWING TYPES OF FACILITIES:**

- 0005 Golf courses
0010 Sport complexes
0015 Parks
0020 Rights-of-way maintenance for highways, railroads & utilities
0025 Schools, colleges & universities
0030 Industrial & office parks/plants
0045 Condominiums/apartments/housing developments/hotels/resorts
0050 Cemeteries/memorial gardens
0060 Military installations & prisons
0065 Airports
0070 Multiple government/municipal facilities
 Other type of facility (please specify) _____

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- 0105 Landscape contractors (installation & maintenance)
0110 Lawn care service companies
0125 Landscape architects
0135 Extension agents/consultants for horticulture
 Other contractor or service
(please specify) _____

C. SUPPLIERS:

- 0205 Sod growers
0210 Dealers, Distributors
 Other supplier (please specify) _____

Approximately how many acres of vegetation do you maintain
or manage? _____

What is your title? (please specify) _____

I would like to receive (continue receiving) WEEDS TREES &
TURF each month: YES NO

Your Signature: _____ Date: _____



BUSINESS REPLY CARD

FIRST CLASS PERMIT NO. 665 DULUTH, MINNESOTA

POSTAGE WILL BE PAID BY ADDRESSEE

READER SERVICE DEPARTMENT

WEEDS TREES & TURF

POST OFFICE BOX 6049
DULUTH, MINNESOTA 55806-9749

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



GET
MORE
FACTS



Seed Companies

continued

Rugby, Aquila, Park, Aspen, Adelphi; Perennial Ryegrasses: NK200, Delray, Pennfine, Goalie, Eton; Fescues: Ruby (Creeping), Dawson Red, Atlanta (Chewing), Scaldis Hard, Galway (Tall); Bentgrasses: Penncross, Penneagle; Turfseed Mixes or Blends: Medalist Brand, Custom Available; Other: Fults Puccinellia Distans Salt Tolerant Turfgrass

★ Oregon Fine Fescue Commission
2140 Turner Rd SE
Salem OR 97302
503-585-1157

Oregon Ryegrass
4093 12th St
Salem OR 97302

Oseco BC Ltd Oregon Ryegrass
Commission
PO Box 3366
Salem OR 97302

Oseco Inc
PO Box 219
Brampton ON L6V 2L2

Canada
416-846-5080
Kentucky Bluegrasses: Baron, Birka, Haga, Sydsport, Majestic, Reubens Canada; Perennial Ryegrasses: Omega, Yorktown II, Norlea; Fescues: Banner (Chewing), Biljart Hard, Dawson Slender Red (Creeping), Fortress Spreading Red, Highlight (Chewing), Reptans Red (Creeping); Bentgrasses: Emerald (Creeping); Turfseed Mixes or Blends: Sod Farm, Park & Athletic Field Mixtures, Land Reclamation Blends-PHD-1, PHD-2, PHD-3, REV 84; Other: S-50 Turf Type Timothy

Patten Seed & Turfgrass Co
119 E Murrell Ave
Lakeland GA 31635
912-482-3131
Other: Centipede grass

★ Penncross Bentgrass Assn
1349 Capitol St NE
Salem OR 97303
503-363-1022

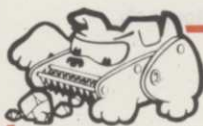
★ Pennfine Perennial Ryegrass
1500 NE Jackson St
PO Box 923
Minneapolis MN 55413
612-781-8011
Perennial Ryegrasses: Cert Pennfine

Otto Pick & Sons Seeds Ltd
Box 126
Richmond Hill ON L4C 4X9
Canada
416-884-1147

Seed Types: Agram, America, Blazer, Banff, Fiesta, Nugget, Touchdown, America Tournament, Exeter, Cheri, Flying, Dormie, Mustang

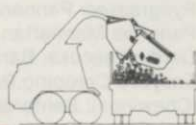
Otto Pick & Sons Seeds Ltd
4750 Lesage CP 151
St Hyacinthe PQ J2S 7B4
Canada
514-799-4586

Seed Types: Banff KY Bluegrass, Cheri KY Bluegrass, Dormie KY Bluegrass, Fyking KY Bluegrass, Nugget KY Bluegrass, Ram I KY Bluegrass, Touchdown KY Bluegrass, Barone KY Bluegrass, Adelphi KY Bluegrass, Merion KY Bluegrass, Park KY Bluegrass, Canon Canada Bluegrass, Common Canada Bluegrass, Reubens Canada Bluegrass, Agram Chewing Fescue, Jamestown Chewing Fescue, Pennlawn Creeping Red Fescue, Tournament Hard Fescue, Blazer Ryegrass, Fiesta Ryegrass, Derby Ryegrass, Manhattan Ryegrass, Pennfine Ryegrass, Exeter Colonial Bent Grass, Penncross Creeping Bent Grass, Emerald Creeping Bent Grass, Astoria Coloniale Bent Grass, Seaside Creeping



ROCKHOUND TEACHES THE ABC'S OF GROUND PREPARATION

A SERIES ROCKHOUND



Dumping



Skid Steer Mount



(Hydraulic) 3 Point Mount

B SERIES ROCKHOUND



Open bottom—PTO Drive. Rocks are raked to a convenient windrow for later pickup.



COST EFFECTIVE ROCKHOUNDS Rake and collect rocks and surface debris, leaving the soil in a fluffy, level, seed-bed quality condition.

It does not cost to own a Rockhound . . . IT PAYS!

1-800-426-5615

KEM ENTERPRISES, INC. 2309-A So. Tacoma Way, Tacoma, WA 98409

NEW ... HARLEY Double Roller Landscape POWER RAKE



PULVERIZES, LEVELS & RAKES ROCK, roots and other trash. Double Roller gives deeper penetration and allows moving of several windrows into one for faster pickup. **New scarifier.** Also ask us about Harley Rock Pickers.



(701) 252-9300

Toll Free 1-800-437-9779

PORTABLE REELS FOR WATERING, SPRAYING, FERTILIZING, CLIPPING, EDGING, TRIMMING

Hannay Reels on Wheels
take hose or power cable
straight to the job
and back.



FREE

Send today
for free
literature.



**HANNAY
REELS**

CLIFFORD B. HANNAY & SON, INC., 600 EAST MAIN STREET
WESTERLO, NEW YORK 12193 • TELEPHONE (518) 797-3791

Circle No. 123 on Reader Inquiry Card

Seed Companies

continued

Bent Grass, Highland Coloniale Bent
Grass

Otto Pick & Sons Seeds Ltd
RR 2 Box 4
Winnipeg MB R3C 2E6
Canada
204-633-0088

★Pickseed West Inc

33149 Hwy 99E
PO Box 888
Tangent OR 97348
503-926-8886

Kentucky Bluegrasses: America, A-34
(Bensun), Banff, Nugget, Touchdown;
Perennial Ryegrasses: Blazer, Dasher,
Fiesta; Fescues: Mustang (Tall),
Maverick (Tall), Agram (Chewing),
Spartan & Tournament Hard, Azay
Sheep; Bentgrasses: Exeter Colonial,
Kingstown Velvet; Turfseed Mixes or
Blends: Futura Overseeding blend
(Blazer, Dasher & Fiesta Perennial
Ryegrass); Other: Canon Canada
Bluegrass

★Pioneer Hi-Bred International

PO Box 346
Savage MN 55378
Kentucky Bluegrass: Monopoly

Rothwell Seeds Ltd
PO Box 511
Lindsay ON K9V 4S5
Canada
705-324-9591

Kentucky Bluegrasses: Adelphi, Glade,
Eclipse, Rami, Harmony, Mystic, Parade,
Regent, Vanessa Welcome; Perennial
Ryegrasses: Pennant, Premier All Star,
Pennfine Manhattan, Manhattan II,
Derby; Fescues: Barfalla Chewings,
Ensyeva Creeping Red, Koker
(Chewings); Bentgrasses: Bardot,
Prominent, Pennecrosse, Penneagle,
Astoria, New Zealand Browntop;
Turfseed Mixes or Blends: Country
Green, Canadian Grade, All Purpose,
Shaded, Elite; Other: Hard Fescues, Tall
Fescues, Sheeps' Fescue

★Rugby Kentucky Bluegrass

1500 NE Jackson St
PO Box 923
Minneapolis MN 55413
612-781-8011
Kentucky Bluegrasses: Cert Rugby

★O M Scott & Sons Co Proturf Div

Marysville OH 43040
513-644-0011
Kentucky Bluegrasses: Victa, Windsor;
Other: Proturf

Seed Production & Introduction Corp (S P
I C)
PO Box 923
Minneapolis MN 55440
612-781-8011

Seed Types: Pennfine Perennial Ryegrass,
Rugby KY Bluegrass

Southern Turf Nurseries
5172A Indian Trail Ind Pkwy
Norcross GA 30091
404-448-9932

Stanford Seed Co
560 Fulton St
PO Box 366
Buffalo NY 14240
716-825-3300

Seed Types: Koket Chewings Fescue, Old
English, Crown Vetch, Pennfine
Perennial Ryegrass, Rugby KY Bluegrass

Stanford Seed Co
RD #1 Box 320
Denver PA 17517
215-267-3805

Kentucky Bluegrasses: Old English;
Perennial Ryegrasses: Old English;
Fescues: Old English; Bentgrasses: Old
English; Turfseed Mixes or Blends: Old
English

Sunbelt Seeds Inc
5172A Indian Trail Ind Pkwy
Norcross GA 30071
404-448-9932

Kentucky Bluegrasses: Baron, Adelphi,
Glade; Perennial Ryegrasses:
Marvelgreen, Palmer, Prelude, Yorktown II

★Tee-2-Green Corp

PO Box 250
Hubbard OR 97032
503-981-9574
800-547-0255
Bentgrasses: Penncross (Creeping),
Penneagle (Creeping)

Turf Plantation
202 E Washington
Jonesboro AR 72401
501-972-5549
Seed Types: Tifway 419, Tifway 328

★Turf-Seed Inc

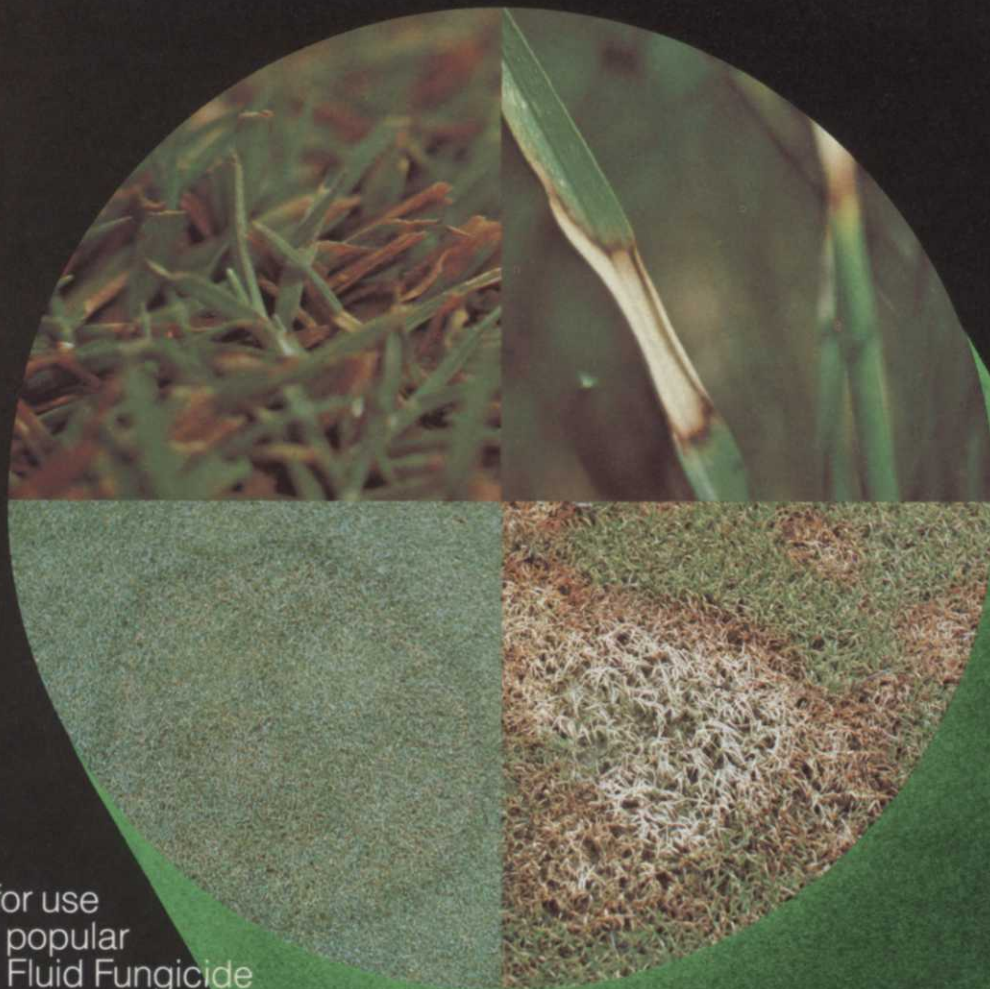
3017 W 'G' St
Hubbard OR 97032
503-981-9571
Kentucky Bluegrasses: Columbia,
Sydsport, Midnight, Bensun (A-er),
Challenger; Perennial Ryegrasses:
Citation, Omega, Birdie, Oregreen
Intermediate; Fescues: Fortress Red,
Shadow Chewings, Waldina Hard,
Aurora Hard, Olympic Tall, Falcon Tall;
Bentgrasses: Penncross Creeping,
Penneagle Creeping; Turfseed Mixes or
Blends: Polo Brand Mixture: Omega
Perennial Ryegrass, Shadow Chewings
Fescue, Manhattan Perennial Ryegrass,
Columbia KY Bluegrass, Shasta KY
Bluegrass, Waldina Hard Fescue

Vaughan's Seed Co
5300 Katrine Ave
Downers Grove IL 60515
312-969-6300

Seed Types: Adelphi KY Bluegrass,
Citation Perennial Ryegrass

NOW! Scotts® disease control quality in your spray tank.

Scotts® has developed a flowable fungicide that produces results equal to those from a complex program of six leading fungicides. The unique combination of active ingredients in Fluid Fungicide controls and prevents red leaf spot, dollar spot (including benzimidazole tolerant strains), brown patch and pink snow mold.



Developed for use on the most popular turfgrasses, Fluid Fungicide adds a new dimension to Scotts traditional dry, granular approach to turf maintenance. To find out about all its advantages, call your local ProTurf® Tech Rep.



**Cost
Effective
Flowable
Fungicide**

FOR A CHAIN SAW
THAT CAN DRILL WOOD

STIHL'S THE ONE.

Stihl's new BT-310 is a drill attachment that easily fits the powerheads of all Stihl saws from the 009 to the 038S model series, as well as the 08SQ model. Anywhere you use your gas powered Stihl, you can also have a drill without worrying about extension cords or power outlets. Wood, ice and earth augers are available. **STIHL®**

The World's Largest Selling Chain Saw.

For information write to:
Stihl Inc., Dept. 470 089, 536 Viking Drive,
Virginia Beach, Virginia 23452.

Circle No. 162 on Reader Inquiry Card

Seed Companies

continued

Vaughan's Seed Co
Chimney Rock Rd
Bound Brook NJ 08805
201-356-4200

Seed Types: Adelphi KY Bluegrass, Glade KY Bluegrass, Cheri KY Bluegrass, Merit KY Bluegrass, Touchdown KY Bluegrass, Pennant Perennial Ryegrass, Citation Perennial Ryegrass, Regal Perennial Ryegrass

★ Warren's Turf Nursery Inc Seed-Special Products Div
Cordelia & Chadbourne Rds
PO Box 459
Suisun City CA 94585
707-422-5100
Kentucky Bluegrasses: A-34 BenSun;
Fescues: Adventure (Tall)

Whitney Dickinson Seeds Inc
52 Leslie St
Buffalo NY 14211
716-896-1111

Seed Types: Pennfine Perennial Ryegrass, Manhattan Perennial Ryegrass, Manhattan II Perennial Ryegrass, Rugby KY Bluegrass



With the Lancer 350, 2 men can cover a lot of ground.

The only thing small about the Lancer 350 Hydro-Mulcher is its size. On the job, this 350-gallon unit is a giant.

In a normal work day, a two-man crew can cover:

- 4 home lawns (21,000 sq. ft.) on 6 tankloads, or
- 1 apartment or condo lawn (42,000 sq. ft.) on 12 tankloads, or
- 1 athletic field (63,000 sq. ft.) on 18 tankloads.

The Lancer 350, mounted on a single-axle trailer, handles seed, sprig, fertilizer and/or mulch operations. It comes with four nozzles and a 50' extension hose. Optional is a high-pressure pump for herbicide and fungicide application.

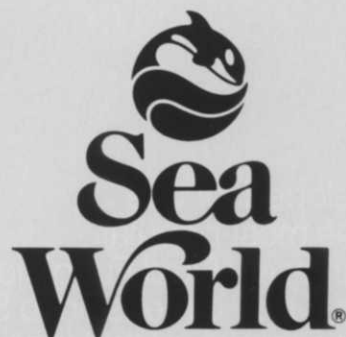


For more information, including a free catalog, write or call today.

Bowie Industries, Inc.

P.O. Box 931 Bowie, Texas 76230 817/872-2286

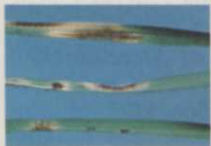
Circle No. 106 on Reader Inquiry Card



San Diego • Aurora, Ohio • Orlando

Great family fun at the most
spectacular marine life
parks in the world.

HOW TO SELL LAWN DISEASE CONTROL, AND DELIVER IT.



HELMINTHOSPORIUM LEAF SPOT



SCLEROTINIA DOLLAR SPOT



RHIZOCTONIA BROWN PATCH



FUSARIUM PATCH

Turn disease problems into profits with CHIPCO® 26019 fungicide.

Selling disease control is a great way to boost profits and attract new customers.

And CHIPCO® 26019 is the ideal product to help you do both.

The selling proposition: a beautiful, disease-free lawn.

Everything you do for a customer is designed to create a beautiful lawn. Turf diseases look bad...and that can make *you* look bad. A programmed approach includes an effective, long-lasting fungicide like CHIPCO 26019 keeps your customers satisfied.

CHIPCO 26019 is the only fungicide you need.

It can be used safely on all lawn grasses nationwide to control the major turf diseases like leaf spot, dollar spot, fusarium and brown patch. Highly effective and long-lasting, CHIPCO 26019 fungicide fits into your treatment schedule and reduces callbacks.

In short, when you've got CHIPCO 26019 on the shelf, you're ready for *business*.

Send for FREE booklet on how to sell disease control.

We've put together a booklet that details lots of effective techniques and tools for selling disease control to your customers...and delivering it with effective, long-lasting CHIPCO 26019 fungicide.

CHIPCO® 26019 TAKING CARE OF BUSINESS

Send to: Rhône-Poulenc Inc.
CHIPCO Fungicide Lawn Care Center
P.O. Box 125 Black Horse Lane
Monmouth Junction, NJ 08852



Please send FREE *How to Sell Lawn Disease Control* booklet to:

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

Circle No. 151 on Reader Inquiry Card

The Learning Season

by Ron Hall, assistant editor

By the time most people get around to making their annual resolutions, the successful nurseryman or turf manager is already hip-boot deep in planning and buying for the coming year.

The Green Industry isn't so much tied to the calendar as it is to the seasons. That's why each autumn large numbers of the Green Industry get together in conferences and trade shows.

New research, new ideas, new products, new acquaintances—looking for new ways of getting the job done and getting it done more efficiently, economically, and safely. The autumn, with the experiences and the ideas that worked and those that didn't, the satisfactions and frustrations of the busy summer still fresh in our memories, has naturally grown into the start of the new season. It's a good time to share what we've learned.

The following is a summary of some of the major events coming in the Green Industry:

NATIONAL

American Society of Landscape Architects (ASLA) 84th Annual Meeting, Nov. 17-20, Civic Plaza, Phoenix, AZ. Contact Gail Reuter, 1733 Connecticut Ave. N.W., Wash-

ington D.C. 20009, (202) 466-7730.

Interior Plantscape Association (IPA) Expo, Oct. 28-31, Opryland Hotel, Nashville, TN. Contact IPA, 2000 L. Street N.W., Suite 200, Washington D.C. 20036, (702) 296-9200.

National Institute on Park and Grounds Management Conference, Oct. 29-Nov. 1, Regency Inn, Denver. Contact Tom Luba, Box 1936, Appleton, WI 54913, (414) 733-2301. The Sports Turf Managers Association (STMA) will be convening with the National Institute Conference. STMA Program Chairman Mike Schiller plans to have pro-sports stadium grounds managers discuss their techniques.

Professional Grounds Management Society (PGMS) 72nd Conference and Trade Show, Oct. 7-10, Worcester-Mariott Hotel, Worcester, MA. Contact PGMS Headquarters, 7 Church Ln. Suite 13, Pikesville, MD 21208, (301) 653-2742.

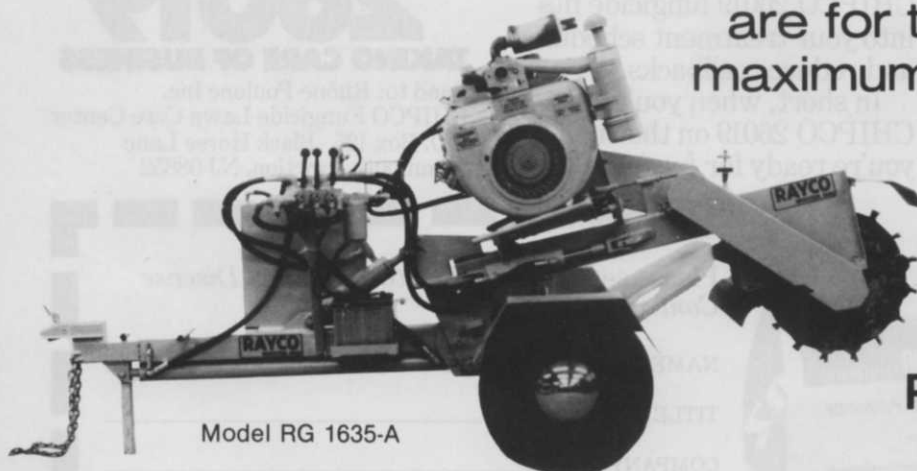
Professional Lawn Care Association of America Conference (PLCAA), Nov. 12-15, Curtis Hixson Convention Center, Tampa, FL. Contact PLCAA office, 1225 Johnson Ferry Rd., NE, Suite B-220, Marietta, GA, 30067, (404) 977-5222.

REGIONAL

North Central Turfgrass Exposition, Dec. 11-13, O'Hara

RAYCO STUMP CUTTERS

are for those who demand maximum field performance for their money.



Model RG 1635-A

To get full details on the Model that best suits your special needs . . .

Phone Toll Free Today

800-392-2686

In Ohio 800-392-2687

RAYCO MANUFACTURING, INC.

"The Stump Cutter People"

6822 Lincoln Way East • Wooster, Ohio 44691

(216) 264-8699

FYLKING
FYLKING
FYLKING
FYLKING
FYLKING
FYLKING
FYLKING
FYLKING
FYLKING

Remember the name because you're going to hear a lot about it. Fylking Kentucky bluegrass lawn is something special. It forms a dense, thick turf, more disease and drought resistant. Greens up earlier, stays greener longer. Fylking can be cut as low as 3/4 inch, even 1/2 inch for home putting greens. Proven over many years of international certified testing. Ask your seed distributor for Fylking.

Fylking — the World's Fair grass.

FYLKING
KENTUCKY BLUEGRASS

U.S. Plant Patent 2887

Another fine, quality-controlled
 product of Jacklin Seed Company.

**Supplies are excellent.
 The price is right.
 Order Fylking now!**

Exposition Center, Rosemont, IL. Contact Office of Continuing Education and Public Service, University of Illinois, 725 S. Wright St., Champaign, IL 61820, (217) 333-2883.

Pacific Horticultural Trade Show, Sept. 6-8, Los Angeles Convention Center, Los Angeles. Contact Elaine Thompson, California Association of Nurserymen, 1419-21st St., Sacramento, CA 95814, (916) 448-2881.

Southern Turfgrass Association Conference, Nov. 4-6, meeting at Hyatt-Regency, convention at Convention Center, Birmingham, AL. Contact Dr. Richard Duple, 3606 Meadow Oaks, Bryan, TX 77802, (409) 845-3211.

Southwest Turfgrass Association Conference, Oct. 18-19, Holy Cross Retreat, Las Cruces, NM. Contact Dr. Charles Glover, Box 3Q, Crop and Soil Science Dept., New Mexico State University, Las Cruces, NM 88003, (505) 646-3138.

STATE

California Turfgrass/Landscape Educational Exposition, Oct. 3-4, Orange County Fairgrounds, Costa Mesa, CA. Contact Ed McNeill, SCTC 1000 Concha St., Altadena, CA 91001, (818) 798-1715.

California Landscape Contractors Association (CLCA) Convention, Nov. 8-11, Ixtapa, Mexico. Contact Bob A. Gouley, 2226 K Street, Sacramento, CA 95816, (916) 448-2522.

Florida Turf-Grass Association Annual Conference and Show, Sept. 30-Oct. 3, Hyatt Regency Hotel and Curtis Hixon Convention Center, Tampa. Contact Bill Nass, Flor-

ida Turf-Grass Association, 302 S. Graham Ave., Orlando, FL 32803, (305) 898-6721.

Kentucky Turfgrass Council Conference, Oct. 9-11, Executive Inn, Owensboro, KY. Contact The Kentucky Turfgrass Council, Carter Building, Eastern Kentucky University, Richmond, KY 40475.

Missouri Valley Turfgrass Conference, Nov. 5-7, Marriott's Pavilion Hotel, St. Louis, MO. Contact Dennis Barron, president of the MVTA, Cherry Hills Country Club, 16700 Manchester Road, Glencoe, MO 63038, (314) 458-2343.

New Jersey Turfgrass Expo, Dec. 3-6, Resorts International Hotel, Atlantic City. Contact Dr. Harry W. Indyk, Soils and Crops Dept., Cook College, P.O. Box 231, New Brunswick, NJ 08903, (201) 932-9453.

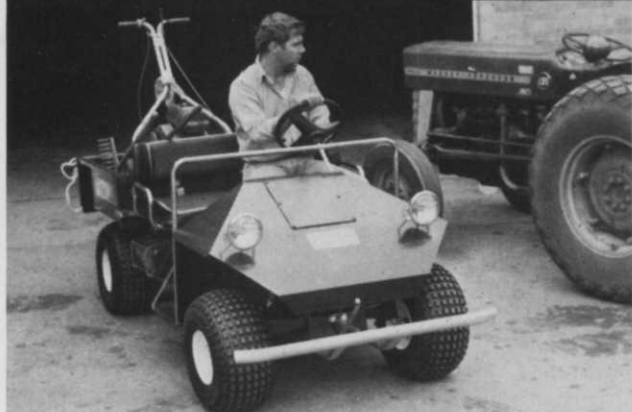
New York State Turfgrass Conference, Nov. 7-9, War Memorial, Syracuse, NY. Contact Anne Reilly, 210 Cartwright Blvd., Massapequa, NY 11762, (516) 541-6902.

Ohio Turfgrass Conference, Dec. 3-6, Ohio Center, Hyatt-Regency, Columbus, OH. Contact Dr. John Street, Kottman Hall, Ohio State University, 2021 Coffey Road, Columbus, OH 43210, (614) 422-2601.

Oklahoma Turfgrass Conference, Nov. 7-9, Lincoln Plaza Inn and Convention Center, Oklahoma City. Contact Gary Hallett, Page Belcher Golf Course, 6666 S. Union, Tulsa, OK 74123, (918) 445-1283 or Dr. Robert L. Green, Oklahoma State University, 360 Agricultural Hall, Stillwater, OK 74078, (405) 624-5419.

WT&T

Haul 500 lbs. — SAVE \$1000



"One of the best equipment values we've found in recent years."

*L. Nichols, Park Superintendent
Tucson Parks and Recreation Department*

Haul dirt, rocks, supplies, spare parts, people, whatever — over mud, rough terrain, down narrow passages. Heald Haulers get the tough jobs done — and at a real savings because you build Hauler from an easy-to-assemble semi-kit. You'd pay an extra \$1000 minimum for a factory-assembled vehicle with these features:

- 3- or 4-wheel models • 10, 11 or 16 H.P. engine
- Hand controls or conventional steering wheel/foot pedals • Reverse gear • Electric start • Automatic transmission • Big flotation tires
- Rear, dual disc hydraulic brakes • Accessories, including steel cab
- Dump bed (extends over 4 ft. long) or optional flatbed

CALL TOLL FREE 1-800-253-1030

For FREE catalog contact:

Carl Heald, Inc.

(In Michigan 616-849-3400)

Dept. VH8, P.O. BOX 1148,
Benton Harbor, MI 49022-1148

Circle No. 124 on Reader Inquiry Card

Olathe

SOLVE YOUR LEAF & DEBRIS PROBLEM

BLOWER MODEL 67

OUT FRONT MOWER ATTACHMENT

A Very Maneuverable
BLAST OF AIR ...

where you need it ...

blows paths,
parking lots,
fairways,
greens ...
anywhere
there's
a leaf &
debris
problem.



Send
for
a
free
brochure.

OLATHE MANUFACTURING, INC.
100 INDUSTRIAL PARKWAY, INDUSTRIAL AIRPORT, KS 66031

800-255-6438
913-782-4396

Circle No. 144 on Reader Inquiry Card



SOIL HARDNESS TESTER

This tester was designed to be used with the Terracare Aerators to show the hardness of the sod and help determine the best time to aerate. It has many other applications in lawn and turf work.

TERRACARE PRODUCTS CO., INC.

P.O. Box 506
Pardeeville, WI 53954
608/429-3402

NEW

Circle No. 165 on Reader Inquiry Card

PRODUCTS

Vermeer unveils mobile tree-moving machine

A compact, highly mobile tree-moving machine, designed to transplant 5-inch diameter trees is being introduced by Vermeer Manufacturing Co. The TS-50S Tree Spade, a truck-mounted unit, features four hydraulically powered curved steel spades with a digging capacity of 50 inches in diameter down to 40 inches deep.

Four Char-Lynn hydraulic motors, plus a three-stage chain reduction drive assembly, deliver power to the spades. With the framework and spade towers on the outside, the Vermeer tree spade can be operated close



to other trees or nearby obstacles. It has a maximum height of just 72 inches.

The unit features positive, hydraulic lock/unlock creating a solid digging frame; pump feed water tanks to lubricate spades during the digging operation; double-gate pivoting for longer life; high clearance outriggers for greater stability; and hydraulically-activated, hold-down pressure plates to maintain a firm tree ball during transport.

The TS-50S is capable of being mounted on a 25,000-lb GVW-rated truck with a minimum cab-to-axle of just 84 inches.

Circle No. 190 on Reader Inquiry Card

Brouwer Triplex mower has free-floating units

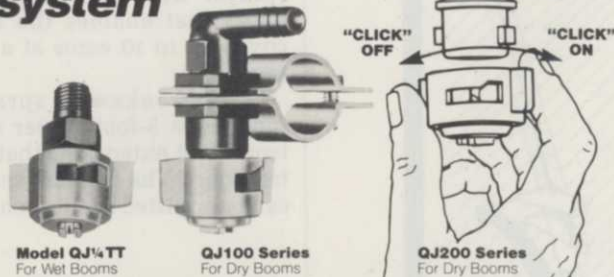
The Brouwer Triplex 376 mower is loaded with features including free-floating cutting units, anti-scalp front rollers, a differential lock, and a choice of five or seven-bladed reels.

Powered by a 8 1/2 hp Wisconsin-Robin engine, the Triplex has a 76-in.

Change spray tips clean strainers in seconds... without tools!

New

QuickJet[™] system



Model QJ 1/4 TT
For Wet Booms

QJ100 Series
For Dry Booms

QJ200 Series
For Dry Booms

New QuickJet System minimizes your service time and helps assure accurate delivery. The self-aligning quick "on/off" cap can be used with all interchangeable spray tips. The caps are available in 8 colors for color-coding different tip sizes.

QUICKJETS SAVE TIME AND MONEY.

Send for QuickJet bulletin and data sheets.



Spraying Systems Co.

Wheaton, IL 60188 Telephone 312/665-5000

Circle No. 159 on Reader Inquiry Card

TRIM YOUR LABOR COSTS...

... with Atrinal[®], the spray that keeps your shrubs the way you trimmed them.

Just trim once in the spring. Then spray *once* with Atrinal. (Where the growing season is longer, you may want to spray again in early fall.) Now hang up your pruning shears for the rest of the year.

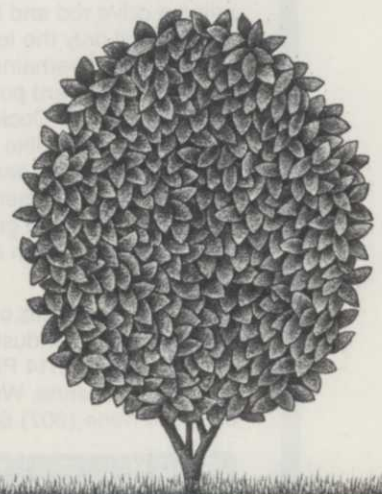
Atrinal systemic growth regulator inhibits apical bud growth, promoting lateral branching for lush, fuller plants that keep their shape. Atrinal can also be used to suppress flowering and fruit set of ornamental olives and certain other species. And application is safe and easy.

For more information, write for the Atrinal Landscape Maintenance brochure.

Atrinal[®]

Maag Agrochemicals, Inc.
P.O. Box 6430
Kings Highway
Vero Beach, FL 32961-6430
305-567-7506

Atrinal can also be used for nursery and greenhouse crops.



Circle No. 137 on Reader Inquiry Card

Slash labor costs with the Duckbill® Tree Anchoring System



Cross section of earth

One man can anchor a tree with 3 Duckbills in minutes

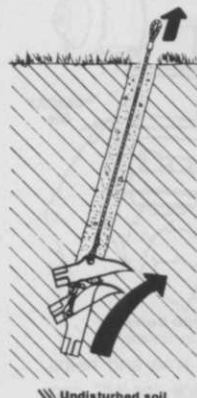
Robert L. Swain, vice president of the Dawson Corporation, landscape contractors in Windsor, New Jersey, said, "We used your Duckbill Earth Anchors to replace the deadman detail specified by the landscape architect to hold a large number of trees in place after planting. Installing the Duckbills cut the labor time by such a drastic margin that we saved a week's time with a four man crew!"

Duckbills are safer than most anchors because there are no rigid rods or hard steel loops left above ground to injure people or pets or damage mobile equipment. Only a small pliable cable loop remains above ground with Duckbills.

Duckbill is driven into the ground using a drive rod and heavy hammer till only the top half of the cable loop remains above ground. An upward pull on the cable rotates the Duckbill into a load lock position like a toggle bolt in undisturbed earth. When anchoring is no longer needed, simply cut cables at ground level, leaving no sign anchors were used.

For complete details call or write today. Foresight Industries Inc., P.O. Box 4067, 2114 Pioneer Avenue, Cheyenne, Wyoming 82003. Phone (307) 635-4163.

**FORESIGHT™
INDUSTRIES INC.**



Undisturbed soil

Circle No. 117 on Reader Inquiry Card



cutting width, and the height of the cut can be adjusted from 1/2 to three inches. The cutting units can be raised or lowered from the tractor seat.

The Triplex is designed for the professional user, its manufacturer says, and it is ideal for parks, schools, golf courses, landscape maintenance, estates, and wherever grass requires routine attention.

Circle No. 191 on Reader Inquiry Card

Stauffer's Imidan 1E aimed at insect problems

Imidan 1E is being introduced by the Stauffer Chemical Co. for controlling major insect problems in shade trees, flowering trees, shrubs, and evergreens.

Imidan 1E has a quick knockdown and good residual activity, is biodegradable, and disappears from foliage after its work is done, its manufacturer says.

This product was developed after several years of tests with the assistance of a number of arborists in the Northeast.

Circle No. 192 on Reader Inquiry Card

New Cushman sprayer covers lots of ground

Cushman introduces a 150-gallon sprayer with a 21-foot rear sprayer boom that enables the operator to cover up to 10 acres at a speed of 4 mph.

The breakaway sprayer boom includes a 5-foot center section and two 8-foot extensions that fold up for transport. The dripless spray nozzles can be adjusted for 10-inch, 15-inch, or



20-inch spacing. A handgun option allows the operator to spray hard-to-get areas.

The new sprayer features a low profile tank designed to mount quickly on the Cushman Turf Truckster. The noncorrosive polyethylene tank has a molded sight gauge and a 10-inch fill well with strainer basket. Dual jet tank agitation assures that chemicals remain in suspension for uniform application.

A high volume centrifugal pump rated at 14 gallons per minute at 100 psi is another feature of the sprayer. A shut-off valve in the 1 1/4-in. suction line allows the pump to be removed without draining the tank.

The unit is equipped with a brass valve with stainless steel ball for pressure adjustment, and an in-line strainer. The operator can adjust boom height easily with the special handle nuts, and the 8-way control section is accessible from the seat.

Circle No. 193 on Reader Inquiry Card

Acme Spred-Rite C is crank powered

The Acme Spred-Rite C granule spreader by PBI/Gordon Corp. is a crank-powered, strap-on unit which facilitates accurate application of granular products such as Gordon's Dyclomec and Acme Norosac herbicides.

The band can be laid down with a



precision edge, and swath width may be adjusted from 2 to 12 ft. Applications for this unit include landscape settings, industrial sites, rights-of-way, and aquatic weed control.

Circle No. 194 on Reader Inquiry Card

Quality is Still the Most Important Element.

EVERY PROFESSIONAL KNOWS THAT QUALITY IS STILL THE MOST IMPORTANT ELEMENT IN ANY COMPLETE TURF CARE PROGRAM. Let's face it - low price is no substitute for poor product. Challenged by tough turf problems together with rising costs, you just can't afford to play games with products that don't perform consistently and economically. You need quality turf products you can depend on.

You need **COUNTRY CLUB** and **GREENSKEEPER PROFESSIONAL TURF PRODUCTS** from **LEBANON**.

COUNTRY CLUB AND **GREENSKEEPER** FERTILIZERS ARE OF THE HIGHEST QUALITY HOMOGENOUS GRADES MADE TODAY - GIVING YOU MORE FEEDING POWER FOR YOUR DOLLARS. What makes homogenous fertilizers better? Each pellet contains a chemically-balanced combination of N-P-K, regardless of the material's sizing and coverage. The plant root needs only to come in contact with one pellet to receive a balanced diet. Consequently, you get even element distribution.

WHATEVER YOUR TURF NEEDS, THERE'S A **COUNTRY CLUB/ GREENSKEEPER** PRODUCT SPECIALLY FORMULATED TO MEET THEM - ALL WITHIN YOUR BUDGET! Backed with over 35 years of extensive university and end-use testing, we offer you the most complete line of fertilizers and control products available on the market as well as a full range of S.C.U. blends and chemicals.

LEBANON CHEMICAL has the flexibility to formulate exactly the analysis your turf tests indicate to be most beneficial. We are fully equipped to manufacture your private label requirements when needed.

EVERY **COUNTRY CLUB** AND **GREENSKEEPER** PRODUCT IS BACKED WITH A TOTAL COMMITMENT TO SERVE YOU BETTER. Our technically experienced staff is eager to assist you in solving turfgrass problems and will design a complete turf care program for you! Plus you're supported by **LEBANON'S** solid network of distributors throughout the country that ensure you of product availability and prompt service.

THIS SEASON DEPEND ON COUNTRY CLUB AND GREENSKEEPER FERTILIZERS!!

Call Today for more complete information.
Distributor inquiries invited.

East	800-233-0628	New Jersey	201-329-4011
Pennsylvania	717-273-1687	Midwest	800-637-2101
New York/ New England	516-722-4500	Illinois	217-446-0983



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



Circle No. 133 on Reader Inquiry Card

ADVERTISER INDEX

NO.	ADVERTISER	PAGE	NO.	ADVERTISER	PAGE	NO.	ADVERTISER	PAGE
101	Advanced Drainage Systems	47	112	Dow Chemical U.S.A.	CV 2- p.1	122	Hahn	87
102	Aquatrols Corp. of America	49	113	Dupont-Landscape Fabric	53	123	Hannay	102
103	Atwater Strong Division	115	114	Elanco Products	22-23	124	Heald, Inc.	108
104	Barebo	92	115	Estech, Inc.	44	125	Heckendorn	46
105	Brouwer Turf Equip. Ltd.	15	116	Finn Corp.	76	126	Hoffco, Inc.	32
106	Bowie Industries	104	117	Foresight Industries	110	127	Holland Hitch	60
107	Bunton Co.	77	118	Franklin Electric Co.	45	278	Howard Price Turf Equip.	91
108	Chevron Chemical Co.	75	119	Full Circle, Inc.	65	181	Jacklin Seed Co.	107
245	Ciba-Geigy Corp.	58-59	120	Glenmac, Inc.	101	129	Jacobsen/Division of Textron	66
110	John Deere & Co.	4-5	121	Grasshopper Co.	112	130	F.D. Kees	74
244	Ditch Witch	40-41				179	Kem Enterprises	101
						131	Kubota Tractor Corp.	CV 3
						132	Kut-Kwick	11
						133	Lebanon Chemical Co.	111
						134	Lesco	85
						254	Locke	83
						256	Lofts Seed Co.	CV 4
						137	Maag Agrichemicals	109
						138	Mallinckrodt	7
						139	Manhattan II	63
						140	Mathews	98
						141	Melroe	79
						142	Monsanto Co.	12-13
						143	National Mower Co.	115
						144	Olathe	108
						145	Olathe	115
						146	Pennington	21
						147	Power Lawnmower Parts	43
						148	Rain Bird Sprinkler Mfg.	25
						266	Ransomes	50-51
						150	Rayco	106
						151	Rhone-Poulenc	105
						152	Roseman	21
						153	Scag	69
						250	Scott & Sons	3
						253	Scott & Sons	103
						156	Sensation Corp.	37
						276	Snapper	95
						158	Solo	28
						159	Spraying Systems Co.	109
						248	Steiner Corp.	54
						161	Stihl	71
						162	Stihl	104
						163	Tee-2-Green	29
						165	Terracare Products Co.	108
						166	Terracare Products Co.	60
							Terrain Vehicles (regional)	89
						168	Toro Co.	27
						169	Trebor Corp.	97
						249	United Agri Products	73
						180	Velsicol	113
						171	Vermeer Mfg.	9
						172	Vrisimo	61
						173	Warren's Turf Nursery	57
						174	Wells Cargo	20
						175	Wheel Spray	20
						176	Wilt-Pruf	81
						177	Wilt-Pruf	97
						178	Woods/Div. of Hesston	39



Because You Cannot Replace Lost Time...



NEW
MODEL 1822D DIESEL POWERED UNIT

In a tight spot without true zero-turning radius means more time and labor before moving on to the next job.

CLOSE-QUARTER MOWING—Mow and finish trim in one time saving operation. Grasshopper's out-front mowing deck coupled with dual hydrostatic power offers zero-turning radius maneuverability around obstacles and especially in tight spots... virtually eliminating excess trim time.

FULL CONTROL—Grasshopper utilizes the most efficient method of operation available today. It is natural and easy to learn. Two levers do it all, power can be applied to each independent drive wheel as needed for greater traction and maneuverability. Speed, direction, and braking are all controlled through the two steel shaft levers.

DEALER SUPPORTED—Get a quote from your local Grasshopper dealer. The low initial investment and parts back-up make the Grasshopper an even more attractive addition to your mowing fleet.

NEW "QUIK-D-TATCH"™ VAC UNIT—Locked securely in place by one pin, the vacuum unit is easily removed or

reattached without tools. You have increased versatility to conveniently go from jobs that require a grasscatcher to jobs that do not.



OPTIONAL ATTACHMENTS—"Quik-D-Tatch"™ Vacuum Grasscatcher, Snowthrower, Dozer Blade and Sweeper.

*Invest a few minutes to save a lot of hours...
Call or Write for Free Literature*



YOUR NEXT MOWER
THE GRASSHOPPER COMPANY
BOX 637WT • MOUNDRIIDGE, KS 67107
(316) 345-8621

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.

Railroads



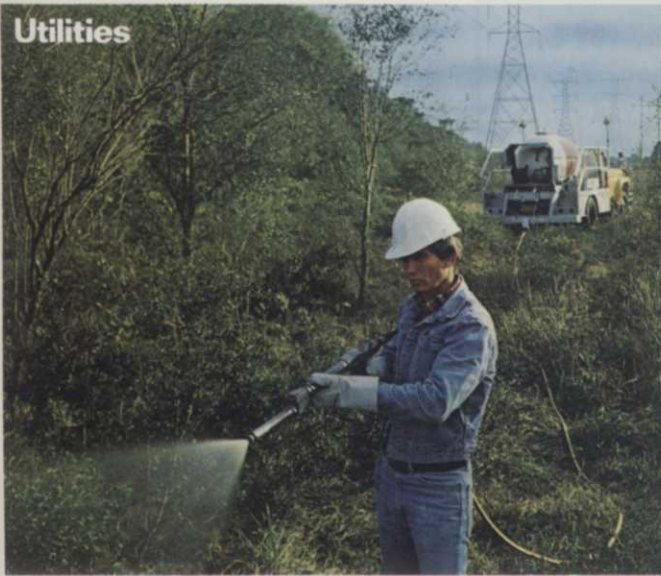
Drainage Ditchbanks



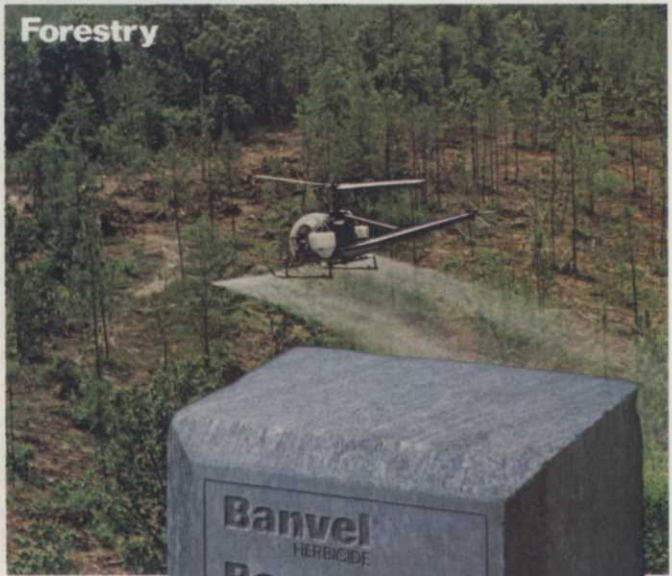
Roadsides



Utilities



Forestry



Build the best vegetation control programs on a cornerstone of Banvel® herbicide products.

When you choose Banvel® herbicide products for vegetation management on roadsides, utilities, railroads, ditchbanks or in timber management, you . . .

- Leave native grasses intact.
- Get cost-effective results.
- Spray materials that are environmentally sound when used as directed.
- Control the broadest spectrum of broadleaf weed and brush species.
- Choose from a wide variety of approved tank-mix options.

Talk to your Velsicol representative and find out why Banvel herbicide products are the best way to build vegetation management programs that fit all your needs.



Banvel® herbicide products.
Your cornerstone of vegetation management



Banvel® is a registered trademark of Velsicol Chemical Corporation. Read and follow label directions carefully.

CLASSIFIEDS

RATES: \$1.00 per word (minimum charge, \$25). Bold face words or words in all capital letters charged at \$1.25 per word. Boxed or display ads: \$85-1x (one inch minimum); \$80-3x; \$75-6x; \$70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$5 to total cost of ad. Send ad copy with payment to Dawn Anderson, WEEDS TREES & TURF, 1 East First Street, Duluth, MN 55802.

BOX NUMBER REPLIES: Mail box number replies to: WEEDS TREES & TURF, Classified Ad Department, 120 W. 2nd St., Duluth, MN 55802. Please include box number in address.

BUSINESS OPPORTUNITIES

WANT TO BUY OR SELL a golf course? Exclusively golf course transactions and appraisals. Ask for our catalog. McKay Golf and Country Club Properties, 15553 N. East Street, Lansing, Michigan 48906. Phone (517) 484-7726.

TF

Landscape Business— design, installation, maintenance and pest control services plus fully stocked Nursery. Available in San Francisco Bay Area. Property (one acre plus four—bedroom home) also available. Call Broker (415) 945-0700.

9/84

SOIL TESTING FOR THE LAWN CARE INDUSTRY

Why Aren't YOU Soil Testing? This complete service provides you with a thorough 14 point Professional Lab Analysis with recommendations. The professional approach that justifies the sale of all recommended services. Your SPRING BOARD to PROFITS for increased YEAR ROUND cash flow.

800-645-6464, in NY (516) 538-6444.

FOR SALE

LAWN SEED. Wholesale. Full line of top quality grasses. Improved bluegrass varieties, fine fescues and fine bladed ryegrasses. We specialize in custom mixing. Olinger Seed Company, 2705 Wingate Avenue, Akron, OH 44314. Call collect (216) 753-2259.

TF

TREE FERTILIZATION GUN, tested on over a million square feet of trees and shrubs all over the U.S. Good to 500 psi, repairable, non-corrosive. Buy direct from manufacturer. \$92.50. Arbor-Nomics, Inc., 5634-A Buford Highway, Atlanta, Georgia 30071. (404) 447-6037.

TF

SALE--SALE--SALE--Hannay 12 volt base mount reel motors, \$100.00 (new). Regular \$160.00. FMC (John Bean) parts and pumps at discounted prices. **Hypro pumps** parts and accessories at 25% discount. Call: Strong Ent., Inc., Collect: (305) 264-5525.

TF

MEYER ZOYSIA— Pure Meyer Z-52 zoysia sod, big savings on water, bug killers, mowing and fungicide, great service. **BEAUTY LAWN ZOYSIA** (Cincinnati) (513) 424-2052.

11/84

Jacobsen F-10--Excellent condition-- New rollers and bed knives plus six extra complete mowing units with new reels. Priced to sell. Stillwater, MN 612-439-4338. Ask for Jerry.

9/84

For Sale: One 10-1/2 ft. Methyl Bromide Fumigator, complete with controls and tanks. And one tarp or plastic puller. Both \$4500. Call (904) 732-3014.

TF

1982 TORO SUPER PRO—5 blade reels; 11 hours; **EXCELLENT CONDITION!** \$6,200 or offer. Call 312-665-7219.

9/84

Asphalt machine. Self contained, self propelled. Lays 4 ft. passes. Does hot or cold mix. Can also be used as a seal coating unit. Excellent for golf paths, sidewalks, tennis courts. Jim Barron, 1009 W. 10th, Caruthersville, Missouri 63830.

9/84

FALL TREE & SHRUB PRODUCTS

15-8-5 Tree/Shrub Root Food—Superior blend that is highly organic, humate based, low in chlorides. For injection or surface applications. Will not clog spray lines. Promotional 4-color flyers available. Full instruction for mixing, selling & pricing. 5 gal. pail \$25.60.

Winter Overcoat—Anti desiccant material for winter protection of trees and shrubs. Protect your customers' evergreens while extending your season with high profits. Gives 6 month protection. Promotional 4-color flyers available. Full instruction for selling/pricing to make \$60 - 100.00 per hour. Five gallons \$125.

Green Pro Cooperative Services
800-645-6464
In NY (516) 538-6444

SPRAY EQUIPMENT FOR FALL

Economical Pickup/Van Sprayers—Available in 150, 200, 300 & 400 gallon sizes. Complete units include 300' hose, reel and accessories.

Portable Back Pack GP-20 Sprayer—Use for turf, tree & shrub spraying. 300 psi/5 gallon capacity adjusts from fine mist to 25 ft. high stream.

Injection Deep Root Feeder—Durable galvanized construction. Finger tip control valve for efficient flow control. Hardened steel chisel point for hard or rocky ground. \$129.95 Visa/Mastercard.

Green Pro Cooperative Services
800-645-6464
In NY (516) 538-6444

TREE EQUIPMENT USED-RECONDITIONED-NEW

*Brush Chippers, Tree & Turf Sprayers,
Bucket Trucks, Stump Grinders*

For the Best Price, Service & Delivery
ESSCO (516) 226-5104

USED EQUIPMENT

1975 FORKLIFT SELICK—with 5000 lbs. 12' mast c/w sideshift Model #5040 c/w counter-balance, mounted on MF 40-3 cylinder Perkins gas. Excellent condition only 533 hrs. \$13,400 US. Near Toronto. (519) 893-1350.

9/84

Vermeer 2460-A stump grinder. Duetz diesel. Fully reconditioned, ready to go to work. \$9,995. Edwards Tree Service, 49090 Cooper Foster Park Road, Amherst, OH 44001.

9/84

HYDRO-MULCHERS AND STRAW BLOWERS New and used. **JAMES LINCOLN CORPORATION**, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440 (TX), (800)527-2304(except TX) TF

18" Finneyfrock Big Brute Sod Cutter. Good Condition. Green Valley Turf Farms Inc. Canfield, OH 216-533-3354.

10/84

F. 20 Jacobsen 9 Gang mower 1973, reconditioned. A-1; \$11,500. 2-Hand Green's mowers. \$450.00 ea. The Oak Harbor Golf Club. 419-898-1493.

9/84

USED SPYDER— Good Condition. \$8,500. Green Valley Turf Farms, Box 163, Canfield, OH Tel. 216-533-3354.

10/84

BUCKET TRUCKS, straight stick, corner mount and knuckle boom cranes. Sprayers, chippers, dumps, stakes, log loaders, crew cab chip box dumps, railroad trucks. 50 in stock. Sold as is or reconditioned. Opdyke's, Hatfield (Philadelphia area). 215-721-4444.

TF

HI-RANGERS AERIAL BASKETS 65', 57', and 53'. Skyworkers aerial baskets 65', 50', 40'. Vermeer stump cutter 1560.6. Vermeer tree spade 66, TS 44. Asplundh bucket and brush chippers, Bean sprayer, 9 ton trailer. Parkway Tree Service, 12026 W. Cherry, Wauwatosa, Wisc. 53226. (414) 257-1555.

TF

NEW and USED EQUIPMENT — Asplundh, Hi Ranger and Lift-all forestry bucket trucks, Chipmore wood chippers. Mirk, Inc., (216) 669-3567, (216) 669-3562, 7629 Chippewa Road, Orville, Ohio 44667.

TF

For Sale — 1978 Princeton Sod Harvester, Model # 4020, with John Deere diesel. Ready for work! Looks good — Runs Good! \$17,500. Grass Farm, Morgan Hill, CA. (408) 226-9775.

TF

TWO TRACTORS AND COMBINES. Stainless steel, like new. Disperses liquids, solid chemicals, seeds, aerates and rolls. Includes tractors, trailers, plus many spare parts. Also portable aerator. Write: P.O. Box 44, Winchester, MA 01880, or call: 617-245-1476.

9/84

1983 Ford 1900 Tractor Dual Turf Tires, Power Steering, with Ransome 5-Gang Hydraulic Mower. Like New Condition. Pleasant Hill Country Club. 415-932-2615.

9/84

6' Lely Turf shaper with seed box- \$2,500; 5' Howard Roto-Vator- \$2,500; 800 gal. Finn Hydro Seeder rebuilt pump- \$6,000; 2630 John Deere- \$8,500; 5' Gannon roll over blade- \$500. Call: 712-732-6343.

9/84

WANTED

Wanted to buy **HYDRO SEEDER**. Please send photo. Johnson Hydro Seeding Corp., 13751 Travilah Road, Rockville, MD 20850, 301/340-0805. TF

WANTED: Large Lindig and Royer Shredders. Lewis Equipment, 320 Third Street S.W., Winter Haven, FL 33880. (813) 294-5893.

2/85

POSITION WANTED

LANDSCAPE CONSTRUCTION AND GROUND MAINTENANCE MANAGER-SALES—Seeks challenging management position or sales for same or related industry. Seven years experience in commercial, city, state and government contracts. Contracts from procurement to completion. Resume upon request. Write WTT Box 346. 9/84

HELP WANTED

Needed: Landscape maintenance foremen, chemical applicator, and irrigation repair technician. Experience a must, degree helpful. Contact Bill James, The Ground Crew, Inc., 3008 Pleasant Valley, Arlington, Texas 76015 817-467-5888. 9/84

GROUNDS MAINTENANCE SUPERVISORS

Responsible skilled work in assigning & supervising employees engaged in the maintenance of parks and medians within a district of the City of New Orleans; \$1212.00 monthly; excellent benefits; minimum requirements: 60 semester hours from accredited university with at least 24 hours in horticultural or turf maintenance related coursework. Send resume to: New Orleans Parkway & Park Commission, 2829 Gentilly Boulevard, New Orleans, Louisiana, 70122. 9/84

NATIONAL SALES MANAGER — Rapidly-growing Indiana company seeking national sales manager with 10+ years experience in turf care market. Must possess exceptional sales, management skills. Excellent salary and benefits for qualified individual. Write WTT Box 347. 11/84

Landscape and Grounds Manager for a new community on Hilton Head. Must have knowledge and experience with turf, shrubs and foliage and capable of supervising men and handling of machinery. Send resumes to P.O. Drawer 6929, Hilton Head Island, SC 29938. 9/84

LANDSCAPE ESTIMATOR/DESIGNER — Prepare estimate from blueprints; design sprinkler and planting plans; order plant and other job materials; prepare project reports. Call or Write: Valley Landscaping & Maintenance, Inc., c/o Don Oliver, P.O. Box 8211, Stockton, CA 95208. (209) 466-0605. 9/84

MISCELLANEOUS

DIESEL HI-RANGER TOWERS—48-100 Feet working heights. Daily, weekly, monthly rentals with or without operator. **MATLOCK LEASING**, Pottstown, PA (215) 326-7711 or (800) 345-7711. 12/84

KELWAY® SOIL ACIDITY TESTER, used by **PROFESSIONALS** nationwide. Direct reading, portable, serviceable. Model HB-2 reads moisture, too. Available from distributors. Brochure from **KEL INSTRUMENTS CO., INC.**, P.O. Box 1869, Clifton, N.J. 07015, (201) 471-3954. 10/84

ELECTRONIC DIGITAL FLOW METER

Monitor your liquid applications, tank fillings and water flow. Accurate and compatible with most chemicals, fertilizers and herbicides. Only 4" long, installs easily on hose or sprayer. Pressure - 300 psi/30 gpm. \$175.00 (includes postage). **Green Pro Cooperative Services**, 380 S. Franklin St., Hempstead, NY 11550. (800) 645-6464, in NY (516) 538-6444, Visa/Mastercard.

PORTABLE-FIELD IDENTIFICATION MACROSCOPE

Make precise "On sight" diagnoses of fungus, insects and diseases. Compact unit only 6" long converts to scope for estimating distances and tree heights. Options include light stand and camera adaptor. \$99.00 (includes postage). **Green Pro Cooperative Services**, 380 S. Franklin St., Hempstead, NY 11550. (800) 645-6464, in NY (516) 538-6444. 10 Day Money Back Guarantee. Visa/Mastercard.

Use Our Classified Blind Box Service for Confidential Results!

Put a **WHIRLWIND FORCE** to work to **SWEEP UP LEAVES, LITTER, etc!**

TAKE-ALONG 'BIG JOB' LOADER

HAUL THIS 16 horsepower Mi-T-VAC on any truck (or trailer we make) and clean up wet or dry problems. Fills dump truck with leaves in 25 minutes!

Lo-Blo, the Air-Broom®

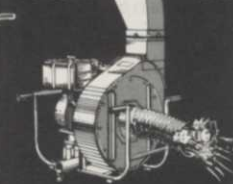
HEAVY DUTY BLOWER-SWEEPER helps a small crew gather more leaves, trash, clippings in less time. For details on today's 5 to 45 horsepower models, call Area 216 947-2344.

ATWATER STRONG DIVISION

BOX 68 • ATWATER, OHIO 44201
LAWN EQUIPMENT SINCE 1949



8 inch hose reaches out 20 feet
Model 16 SVL



Mi-T-VAC VACUUMS
3600 CU. FT. / MINUTE

Circle No. 103 on Reader Inquiry Card

Olathe "CLEAN SWEEP"

TURF SWEEPERS

Olathe specializes in Turf Sweepers.

Call or write for our free brochure showing our full line of Turf Sweepers today.

MAKE A "CLEAN SWEEP" IN 1984.

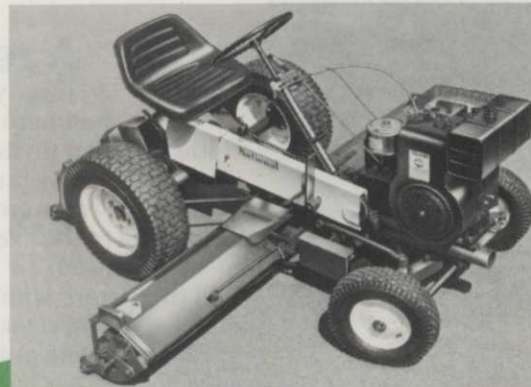


MODEL 48HL TURF SWEEPER

OLATHE MANUFACTURING, INC.
100 INDUSTRIAL PARKWAY, INDUSTRIAL AIRPORT, KS 66031

800-255-6438
913-782-4396

Circle No. 145 on Reader Inquiry Card



National Reel Mowers
cost less to buy
cost less to keep!

■ **National's initial cost is less** than that of mowers sold to do the same job.

■ **Less down time.** Standard off-the-shelf items like belts and bearings that are available from any local industrial supplier.

■ **Greater fuel economy.** 44% to 62% less fuel consumption than power-robbing, hydrostatic type rotary mowers.

■ **One-third to one-half the cost** of maintaining a National versus competitive rotary models.



SINCE 1919

NATIONAL MOWER COMPANY

660 Raymond Avenue
St. Paul, MN 55114
612/646-4079

Circle No. 143 on Reader Inquiry Card

SEPTEMBER 1984/WEEDS TREES & TURF 115

Use Olympics as field booster

The 1984 Olympics may be the critical benchmark needed to get athletic field standards up. Like Eisenhower helped golf, the '84 Olympics may be the trick to get school and park boards to support investment in sports fields.

The Olympics clearly showed the emotion and dedication sports brings out in all people. It also showed this nation believes in sports and is willing to support them, with words AND with money.

The next step is to get the decision-makers to realize the importance not just of sports, but of the fields sports are played upon. Poor fields are not only unsafe, they disrupt the emotion and dedication which are the very basis for sports. Poor fields not only render many sports valueless, they create a negative feeling toward sports.

Sports fields managers know more is spent on goal posts, bleachers, and fencing than the field. Isn't the player as important as the spectator? If the player's dedication and emotion is ruined by bad turf, what will spectators have to see anyway?

It's time to raise these issues while the strong positive impact of Olympics sports is still recognized. And it's time to give the athletic field manager the money, training, and equipment to make sports the character builder it can be.



A revitalized sod market

Two years ago many sod producers felt they were going nowhere. Years of senseless pricing, resistance to improved turf varieties, and an unstable construction market had them in a strangle hold.

To salvage their businesses and their pride they tried a number of options; including alternate crops, landscaping, and selling off their farms piece by piece.

Hope for a revitalized sod market seemed to dwindle. Some growers sold their land and quit sod.

Sod producers who held on, incorporated improved varieties into their sod, and raised their prices to make a profit at lower volume, are being rewarded this year. They are sold out and have orders for as much sod as their land can produce next year.

Who said you have to match the lowest price to sell sod? I believe that person is now out of business and those who ignored him are sitting pretty.

Bruce F. Shank, executive editor

WT&T Editorial Advisory Board



Al Turgeon
Vice President
Tru Green
E. Lansing, MI



Douglas Chapman
Horticulturist
Dow Gardens
Midland, Michigan



Kent Kurtz
Professor
Horticulture
Cal Poly - Pomona



Harry Niemczyk
Professor, Turfgrass
Entomology
Ohio State University
Wooster, Ohio



Roger Funk
Vice President
Davey Tree
Expert Co.
Kent, Ohio

IT PULLS MORE THAN ITS OWN WEIGHT.



A Kubota tractor has lots of pull. It pulls a rotary tiller, disc harrow, front loader, box scraper, mower, cultivator, plow and more than 40 other matching tools.

Of course, not every Kubota tractor pulls every one of these implements. But with the widest selection of tractors under 40 hp and matching implements, you're sure to find the combination you need.



Whatever that is, Kubota tractors and implements are made for each other.

And our implements work even harder because of the special features built into our tractors. Like a fuel-efficient diesel engine. Four-wheel drive. Power steering. Three-point hitch with position and draft control.



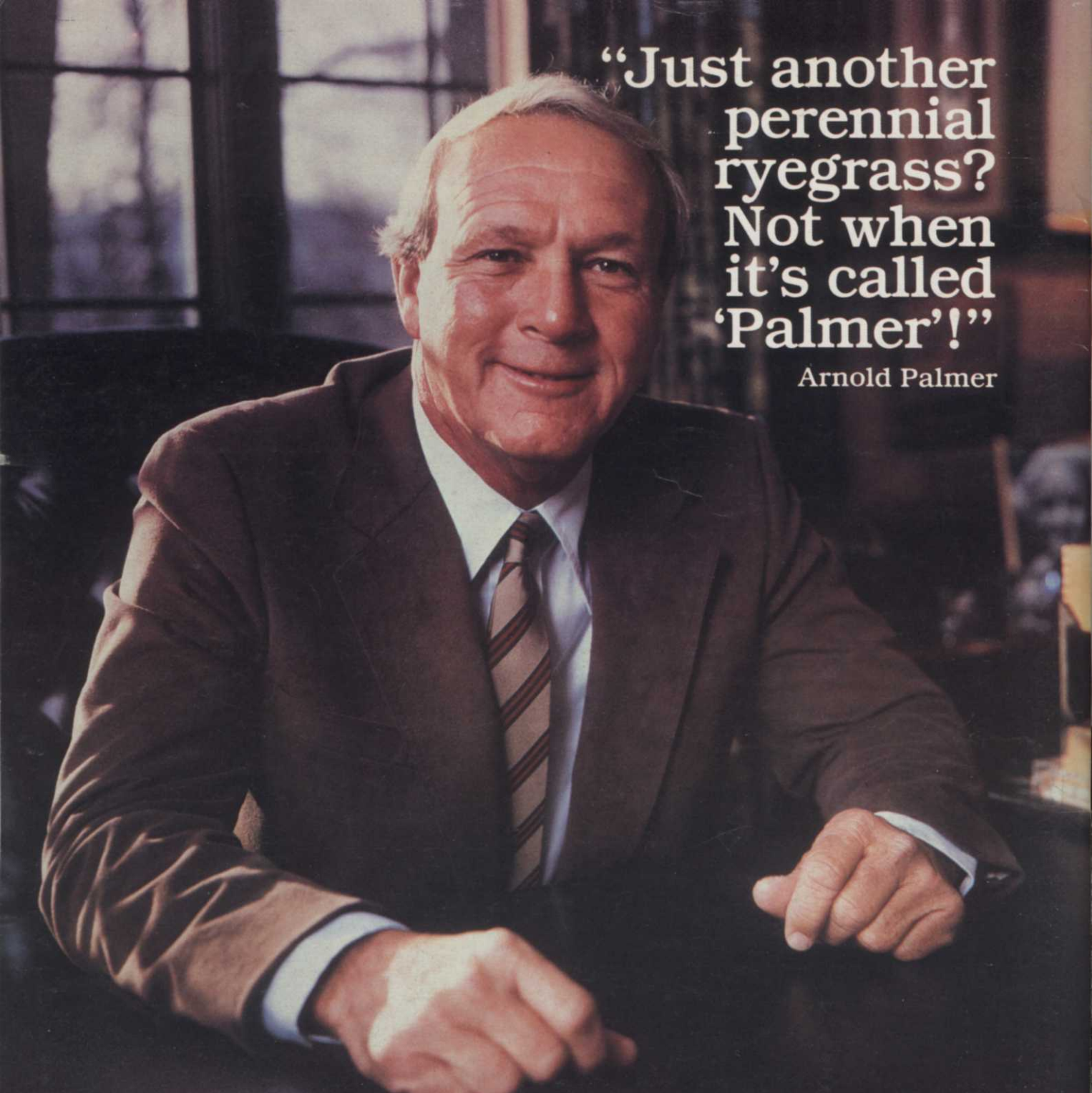
On some models, shuttle-shift.

Stop by your Kubota dealer. He can tell you all the reasons why Kubota tractors and implements pull ahead every time.

Tractor Models	HP	CYL	Choice of Transmission
B5100	12*	2	Standard
B5200	13*	3	Standard
B6200	15*	3	Standard
B7200	17*	3	or
B8200	19*	3	Hydrostatic
PTO HP			
L235	19	3	Mechanical shuttle-shift
L245 HC	21*	3	Standard
L275	23	3	Mechanical shuttle-shift
L305	26	3	Standard
L345	29	4	Standard
L355 SS	29*	4	Hydraulic shuttle-shift
L3750	36*	5	8 x 8 or
L4150	40*	5	Hydraulic shuttle-shift

*Manufacturer estimate

 **KUBOTA**[®]
Nothing like it on earth.[™]



“Just another perennial ryegrass? Not when it’s called ‘Palmer!’”

Arnold Palmer

“If a ryegrass is going to be named Palmer, it would have to be very special. And believe me this one is.

“As you know, I’m a golf course owner and I’m involved in golf course design and construction with the Palmer Course Design Company. That makes me very critical of turfgrass. Let me tell you some of the qualities we’re finding in this variety. First of all, whether used in the North or South, Palmer shows excellent heat and drought tolerance and exceptional resistance to brown patch and leaf spot. Secondly, it establishes very quickly. In no time flat you can have a cover of fine-leaved, attractive, dark green turf. When it comes to mowing, it cuts neat and clean.

That makes it look good and play well. In fact, some of the best turf I’ve played on lately has been seeded with Palmer ryegrass.

“Just check the latest university test results and compare other perennial ryegrasses to Palmer . . . it’s a winner.”

Whether you’re seeding a golf course, athletic field, cemetery or home lawn, you can expect the same performance Palmer ryegrass is giving on golf courses like Harbour Town at Hilton Head, The Tournament Players Club and Bay Hill in Florida or Ironwood in California where it’s a big part of the overseeding programs.



Lofts Inc.

Bound Brook, NJ 08805
(201) 356-8700 • (800) 526-3890

Lofts/New York
Cambridge, NY 12816
(518) 677-8808

Lofts/New England
Arlington, MA 02174
(617) 648-7550

Great Western Seed Co., Inc.
Albany, OR 97321
(800) 547-4063

Lofts/Maryland
Beltsville, MD 20705
(301) 937-9292

Circle No. 256 on Reader Inquiry Card