

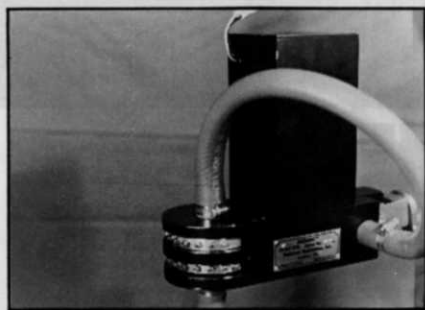
# PRODUCTS

## Turf 'system' has many applications

The Radiarc Turf System can be used for pre-emergence weed control, herbaceous vegetation control, brush control or many other applications.

The Radiarc will yield uniform application rates, control of spray drift, economical low volumes and absence of fine particles which produce swath displacements.

For best results, the Radiarc can be mounted at the rear of a skidder or other rough terrain vehicle. A mounting height of six to eight feet is common. A variety of nozzle sizes and placements is possible with the Radiarc.



Circle No. 191 on Reader Inquiry Card

## Company formed to sell pesticide detector

A new company, Enzytec, has been formed to market a quick, easy and inexpensive pesticide detector developed at Midwest Research Institute.

The pesticide detector itself provides a simple and reliable on-the-spot test to detect within minutes the presence of either organophosphates or carbamates.

Lawn care services can use the detectors to demonstrate the extent of coverage and to monitor drift. Other uses are to test spills, to monitor cleanup operations and to determine contamination of surface and groundwater.

Circle No. 192 on Reader Inquiry Card

## Fairway drag system keeps courses groomed

The new Blue Mountain Fairway Drag System promotes the growth of beautiful, healthy, disease-free turf while reducing labor, wear on machinery and fuel usage.

The system helps:

- prevent clumping and matting;
- mow any time of the day or night;
- keep fairways beautifully



groomed;

- save money, time and effort; and
- stop dollar spot.

An exclusive feature of this system is a free-floating swing arm that allows the system to be used on most uneven terrain, dragging the net smoothly over hills and bumps. For storage or transportation, the arms can be easily raised and the net folded and hung on retaining hooks.

Circle No. 193 on Reader Inquiry Card

## Fungicide gets label for turf market use

Penncozeb fungicide from Pennwalt Corporation has received registration for use against most common turf grass diseases and major fungus diseases of certain ornamentals.

Penncozeb, the trade name for mancozeb, is a wettable powder which can be applied with ground or aerial equipment. The fungicide can provide control in as little as three hours after application. It is available in three- and 50-pound quantities.

Penncozeb is effective on fusarium blight, brown patch, pythium and petal blight, dollar spot and leaf spot.

Ornamentals it is registered for use on include azaleas, chrysanthemums, roses, tulips and rhododendrons.



Circle No. 194 on Reader Inquiry Card

## 'New breakthrough' in space furniture

The Plexus Collection is being called "a major breakthrough" by its manufacturers.

The new metal furniture system includes all the major elements of the public space into a single package. A metal grid pattern creates seating, tables, planters, trash receptacles, ash urns, signage and banners in a linear or curvilinear design.

The heart of the system is a contoured seating unit that is ergonomically sensitive to the human form. The seat is available with or



without back. An arm option is available.

Circle No. 194 on Reader Inquiry Card

## Low-growing wildflowers have uniform texture

A new very low-growing wildflower mixture, Super-Short, has been introduced by Applewood Seed Co. Designed for use in urban or suburban settings, the mixture grows only six to eight inches high.

Another appealing feature is the mixture's uniform texture. Twenty-two annual and perennial wildflowers are balanced to exhibit a wide range of colors and blooming periods.

The mixture is designed for commercial and residential applications where a uniform, somewhat manicured look is preferred. An annual fall mowing or trimming is suggested.

Circle No. 195 on Reader Inquiry Card

## Honda engine available on lawn and turf mowers

The Bunton Company is now offering the Honda GXV340 overhead valve commercial four-stroke engine as an option on its 52-, 48-, 40- and 36-inch heavy duty commercial lawn and turf mowers.

According to the company, the 11  
*continued on page 104*

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3,519	CANDY INDUSTRY
10,295	CANDY MARKETER
10,295	CANDY MARKETER
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Circle No. 158 on Reader Inquiry Card

*continued from page 100*

hp vertical shaft engine uses 30 percent less gas and oil and weighs as much as 25 percent less than comparable engines.

Dual synchro balancers and a muffler reduce engine noise. A trochoid oil pump sends oil under



pressure to the upper crankshaft bearing and rocker arms.

Circle No. 196 on Reader Inquiry Card

## Perennial ryegrass blend bolstered by components

Futura 2000 perennial ryegrass from Pickseed is a blend of Fiesta II (a new Pickseed perennial rye), Dasher II and Blazer perennial ryes. Each variety was selected for its strong characteristics.

Fiesta II adds color, density and heat tolerance; Dasher II adds disease resistance; and Blazer provides winter hardiness, persistence and a medium-late heading date.

Futura 2000 can be used in the south for winter seeding of warm season grasses, and for turf in northern areas.

Circle No. 197 on Reader Inquiry Card

## Tractor-mower has unique adjustment

Brouwer Turf Equipment has a new tractor-mount mower with a new mowing head available in five-, six-,



seven- or eight-blade reels. A choice of fixed or floating mowing heads is offered.

The mower also has a unique sin-

gle-point bedknife adjustment design and easy mowing height adjusters. A mechanical drive is used to power the mowing units.

The mower has self-cleaning rollers, and mid-mount mowing units can be fitted with track removal brushes.

Circle No. 198 on Reader Inquiry Card

## Walk-behind reel has split drive system

John Deere has announced a new golf and turf product line that includes a 22-inch walk-behind greensmower with a split drive system featuring two aluminum traction rolls.

According to Deere, a split drive system helps the greensmower track in a straighter line and turn more easily. The split system also allows the front brush to be driven separately.

The new greensmower features a nine-blade high-tensile-strength reel and three millimeter hardened steel bedknife which delivers a quality cut up to  $\frac{5}{32}$  of an inch. An optional 2.5



millimeter bedknife is available for a  $\frac{1}{8}$ -inch tournament cut.

Other features include a three-liter fuel tank, handle-mounted controls, solid front roller and grass-catcher.

Circle No. 199 on Reader Inquiry Card

## New fungicide effective on variety of diseases

A new fungicide from Lebanon Chemical, which contains one percent Bayleton, has numerous preventive and curative applications in the turfgrass industry.

The fungicide can be used as both a preventive and curative on dollar spot, copper spot, brown patch and red thread, in addition to a number of other diseases.

It can be used as a preventive treatment for summer patch (*fusarium blight*), gray snow mold and pink

snow mold, as well as others.  
**Circle No. 200 on Reader Inquiry Card**

## Riding mowers redesigned with variable-speed system

John Deere's line of riding mowers has been re-designed to give them a variable speed drive system, increased horsepower and a shorter turning radius.

The drive system has a gear transmission with a belt system to vary ground speed to suit mowing condi-



tions. The mower has seven speed settings ranging up to 5.4 mph, and reverse speeds up to 2.4 mph.

In addition, the company has added a third front mower to its 900 series. The series now features three engine types: the air-cooled F910; the liquid-cooled diesel F915; and the new liquid-cooled F912.

The F912 has a 20 hp engine, with full-pressure lubrication, electric fuel pump and electronic ignition.

**Circle No. 201 on Reader Inquiry Card**



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**Circle No. 115 on Reader Inquiry Card**

## Soil pH meter shortens testing time period

Scotts' Model 100 portable pH meter decreases the need to send samples to labs for pH analysis.

It has a 5½-inch taut-band meter, solid state electronics, Teflon-insulated input circuitry and a battery life of 300 hours. The unit weighs less than three pounds.

**Circle No. 202 on Reader Inquiry Card**

## Aerial lift device hits tree trimming market

Altec Industries has introduced the Linebacker LB series of aerial devices designed specifically for the tree trimming industry. The series utilizes two cylinders on the lower boom lower end to achieve an articulation range of 0° to 135° (45° beyond center). The upper boom elevation is reached with a cylinder and four bar linkage

providing 210° of articulation.

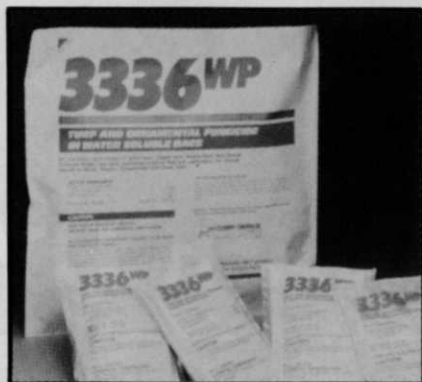
The LB series has three-lever upper controls, lower controls that can override the upper ones, and a positive cable/fiberglass rod leveling system.

The one-man fiberglass platform with step is 24 x 24 x 39 inches and has a capacity of 350 lbs. Options include a chain saw holder, pruner holder and a platform cover and liner.

**Circle No. 204 on Reader Inquiry Card**

## Systemic fungicide in water soluble bags

W.A. Cleary's 3336 systemic fungicide is now available in water soluble bags. The bags are safe, easy to use and provide no exposure to chemical dust, fumes or residue, and no container disposal.



Four eight-ounce packages come in a foil packet, with six packets making up a case.

**Circle No. 204 on Reader Inquiry Card**

## Vertical shaft engine useful on mowers

New 16 hp and 18 hp vertical shaft engines from Kohler Engines provide an alternative to horizontal shaft engines on lawn tractors and commercial mowers.

The MV16 and MV18 feature electronic ignition, a mechanical fuel pump, a closed breather, full pressure lubrication, sleeve bearings and a 15 amp regulated charging system. A 25 amp charging system is optional.

Also optional is a full flow oil filter, grass screen guard and backup rope start.

**Circle No. 205 on Reader Inquiry Card**



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**Circle No. 145 on Reader Inquiry Card**

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 Landscape Management  
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**ALLIGATORWEED** from page 94  
the leadership of Dr. Langeland, developed a herbicide program to meet that objective in 1983.

### The first roundup

The program was introduced in the Scuppernong River where the problem was particularly severe. From boats, crews armed with hand-held sprayers applied Rodeo herbicide, a broad spectrum, post-emergence aquatic weed killer. The initial treatment was made during alligatorweed blooming in the spring, and was applied at a rate of 1.25 percent solution plus surfactant.

"Just a few weeks after the initial application, a substantial amount of mats and plants had already been eliminated," Langeland says. "We made a second application later in the year to control regrowth, and by the following year, found very few alligatorweed mats remaining. We were, in fact, highly successful in obtaining control of alligatorweed."

Another key factor, Langeland says, is the environmental compatibility of Rodeo. Tests have shown that the herbicide biodegrades rapidly and is activated on soil particles and sediment, has no effect on fish, humans or other mammals, and does not bioaccumulate in the food chain. This makes it safe to apply to water bodies used for recreation and commercial enterprises.

The management program has successfully and economically restored the Scuppernong as a fishing and recreation center for area residents. "Without busting our budget, we were able to reopen several miles of the Scuppernong to public boating, and eliminate the need for routine draglining at river bridges," Langeland says.

"In addition, we averted a major flood potential since, otherwise, there is always a high risk that the river can overflow due to the presence of a substantial number of alligatorweed mats obstructing water flow."

This program to control alligatorweed has been so successful that plans call for similar programs in other areas. "We are already applying Rodeo to small creeks and canal tributaries in the region," Langeland notes. "Once it has been eliminated from these waterways, reinfestation can only occur through vegetative reintroduction."

### The last roundup

"Our goal is to completely eliminate the weed, maintaining alligatorweed populations at the lowest level possible by spot-spraying periodically,"

says Langeland. "We'd also like to make farmers more aware of the consequences of alligatorweed on their cropland and in drainage canals, and help them develop their own maintenance programs," Langeland concludes. "Through our cooperative efforts, we can maintain alligatorweed below problem proportions in the entire coastal plains." **LM**

## COMING IN JUNE

2nd annual  
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**ATHLETIC TURF,**  
focusing on  
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maintenance of high  
school fields.

### MARKETING MANUVERS

from page 88

you should learn the best of the combination of Nos. 2 and 3 and use those salespeople who both see a large number of people and who are successful at closing the sale.

**4. What is the retention rate for each individual salesperson?** This is seldom done, but over a period of a season it will tell you which of your salespeople sold well and which oversold. If they oversold the customer, you will find a very low retention rate.

Those salespeople who were professional in explaining your services will have customers who remain with the company because the results will match their expectations. As with any type of management information, this list can grow considerably and be much more detailed.

The areas listed above are a starting framework. By gathering these types of marketing information you will have a much better understanding of your current customer base, who you should target in the future, and the internal efforts of your organization.

Your knowledge of these points will enable you to plan better and thus make your organization more competitive in the growing green industry marketplace. **LM**

## EVENTS

### APRIL

**Texas Wildflower Day**, April 24-25, Texas Women's University, Denton, Tex. Contact: Dr. Robert Collier, P.O. Box 22675-TWU Station, Denton, TX 76204; (817) 898-3326.

**Turf & Landscape Institute**, April 27-29, Anaheim Convention Center, Anaheim, Calif. Contact: Ed McNeill, 2492 E. Mountain St., Pasadena, CA 91104-3423; (818) 798-1715.

### MAY

**Mole Cricket Classic & Educational Seminar**, May 4, Oak Mountain State Park, Birmingham, Ala. Contact: Judy Copeland, P.O. Box 70, Auburn, AL 36831-0070; (205) 887-6916.

**Pest Control Workshop**, May 7, Agricultural Center Auditorium, Sanford, Fla. Contact: Uday Yadav, University of Florida, extension service, Sanford, FL 32771; (305) 323-2500 ext. 182.

**American Horticultural Society Annual Meeting**, May 13-16, Omni Park Central Hotel, New York City, N.Y. Contact: Harriet Sweeney, AHS, P.O. Box 0105, Mt. Vernon, VA 22121; (703) 768-5700.

**Western Chapter, International Society of Arboriculture Annual Conference**, May 15-18, Santa Cruz Holiday Inn, Santa Cruz, Calif. Contact: Donald Blair, 1958 Latham St., Mountain View, CA 94040; (415) 967-4676.

**North Carolina Turf & Landscape Field Day**, NCSU Turf Field Center, Raleigh, N.C. Contact: J.M. Dipaola, Box 7620, North Carolina State University, Raleigh, NC 27695-7620; (919) 737-2657.

**Hands-On Equipment Expo**, May 15-16, Alameda County Fairgrounds, Pleasanton, Calif. Contact: Jim Kwiat, Sequoia Landscape Specialties, 236 Sequoia Ave., Walnut Creek, CA 94595. (415) 937-7973.

To ensure that your event is included, please forward it, at least 90 days in advance, to: Landscape Management Events, 7500 Old Oak Boulevard, Cleveland, OH 44130.