

"I'm not an anti-chemical person," he adds. "I'm a pro-alternative person and maybe that's the message people who provide these types of services should be giving their lawn care customers too."

The following fertilizer definitions are, tentatively, being recognized by the Professional Lawn Care Association of America:

● **Organic fertilizer:** contains carbon and

one or more elements, other than hydrogen and oxygen, essential for plant growth.

● **Natural organic fertilizer:** derived from either plant or animal products. These materials shall not be mixed with synthetic materials.

● **Natural base fertilizer:** contains a minimum of 50 percent by weight of natural fertilizer materials.

● **Organic base fertilizer:** contains a minimum of 50 percent by weight of organic fertilizer materials.

"The biggest concern I have about the use of natural products," says Ed Dotson, O.M. Scott & Sons, "is the customers' understanding of what it all means. We definitely have an obligation to educate the customers."

LM REPORTS: TRIM MOWERS

A valuable piece of artillery in the landscaper's arsenal

Production of these handy machines exhibits a trend toward more high-performance and more options than ever before.

■ As mid-size mowers become more maneuverable, landscape uses for small (20- to 28-inch) push or walk-behind trim mowers become more specialized.

"Mid-size mowers have been refined so much lately that 21-inch mowers are becoming orphans," noted one manufacturer during an exclusive LANDSCAPE MANAGEMENT interview.

Yet, there remains a place in the green industry for these utilitarian machines.

For home lawn maintenance and places where larger models cannot go—like cemeteries and other limited-access spaces—the commercial trim mower is a valuable piece of artillery in the landscaper/groundsman's arsenal.

And for golf course maintenance crews where most mowing is done with large five-and-seven gang tractors, a need still exists for small, maneuverable machines to mow around trees and other obstacles.

A survey of major mower manufacturers seems to indicate a trend toward more high-performance machines with more options than ever before. In recent years, such developments as electronic ignitions, precision carburetors, overhead-valve engines, improved starting systems and more efficient air and noise filters have become commonplace.

A limited number of manufacturers are now offering hydrostatic, variable transmissions on their newer walk-behind models.

And with the advent of the "Decade of the Environment" and media emphasis on our supposedly disappearing landfill space, mulching mowers are gaining popularity among homeowners and professionals alike. Most manufacturers either offer mulching mowers or mowers that are adaptable via mulching conversion kits.

There is also a push, as in the consumer lawn mower market, for stricter manufacturer guarantees on equipment performance and usefulness.

It comes as no surprise, then, that prices over the years have continued to escalate. In the consumer market, it is virtually impossible to buy a decent piece of machinery for less than \$250. In the commercial market,



Ohio State University researchers recently conducted a study of mulching mower effectiveness. Contact the Ohio Turfgrass Foundation at (614) 292-2601 for the results.



Mulching kits and mulching mower blades like this one are welcome options to walk-behind and push mowers. This particular blade lifts and cuts the grass, then re-directs the clippings back into the path of the blade, creating a fine mulch. Circle No. 349 on Reader Inquiry Card.









manufacturers are asking from \$500 to almost \$1,000 for the heavier duty models.






Where some smaller operations in the green industry might opt for the less expensive consumer model, they should be cautioned that studies have proven the value of spending the extra money on commercial equipment, which is more likely to stand up to the 40+ hours of mowing demanded each week.

On the next two pages, you will find some of the major players in the commercial trim market and the types of equipment they are offering this season.

—Jerry Roche

COMMERCIAL TRIM MOWERS

Company	Model	Cut	Ht. Adj.	Engine	Self-Propelled	Other	Sugg. Dealer Retail	Circle No.
	Ariens LM21 SP	21"	1 1/4-3 1/2"	Zenoah/Briggs 5hp	✓	Variable speed control		350
	Bunton BC21-R BC 21	21" 21"	1 1/8-3 3/4" 1 1/4-3 3/4"	Briggs Quantum 5hp 2c Briggs Quantum 5hp 4c	✓ ✓			351
	John Deere 14PZ 14SZ 12SB 14SB 14SE 14PB 12PC 14SC	21" ↓ ↓ ↓ ↓ ↓ ↓ ↓	1/2-3 1/2" ↓ ↓ ↓ ↓ ↓ ↓ ↓	Briggs 4hp 4c Briggs 4hp 4c Zenoah/Briggs 4hp Kawasaki 4.5hp OHV Kawasaki 4.5hp OHV Kawasaki 4.5hp OHV Zenoah/Briggs 5hp Kawasaki 5hp OHV	x ✓ ✓ ✓ ✓ x x ✓	{ "Tricycler" kit avail. "Tricycler" standard { "Tricycler" kit avail.	\$439.00 \$549.00 \$669.00 \$689.00 \$799.00 \$589.00 \$679.00 \$839.00	352
	Echo LM-212 LM-212P LM-212PB	21" ↓ ↓	1-3 3/4" ↓ ↓	Echo 4.1hp 2C ↓ ↓	x ✓ ✓	Cast aluminum deck		353
	Honda HRC 216HXA HRC 216SXA HRC 215PXA	21" ↓ ↓	1-3" ↓ ↓	Honda 5.5hp Honda 4.5hp ↓	✓ ✓ x	Hydrostatic transmission 2-speed transmission	\$954.95 \$894.95 \$719.95	354
	Husqvarna 56DH	22"		Briggs Quantum 5hp				355
	Jacobsen Commercial	20"	1-3"	Jacobsen 4.2hp	x	Two-year warranty on crankshaft; Solid state ignition		356
	Kee 25 GC22	25" 25"	1/4-4" 1 1/2-3 3/4"	5.5hp Honda, 5 or 8hp Briggs 3.5hp Honda or 5hp Briggs	Kit available Kit available	20" Mag rear wheels lifetime frame & deck warranties		357

Company	Model	Cut	Ht. Adj.	Engine	Self-Propelled	Other	Sugg. Dealer Retail	Circle No.	
	Kubota	W5021-PCC	21"	1-3 1/2"	Kubota 5hp OHV	X	Mulching kit available for both models	358	
		W5021-SCC	↓	↓	↓	✓			
	Lawn-Boy	C21ZPN	21"	1-3"	Lawn-Boy 4hp	X	Mulching options available for all 4 models 3-speed transmission	\$549.95	359
		C21ZSN	↓	↓	↓	✓		\$659.95	
		C21ZPR	↓	1-3 1/2"	Lawn-Boy 5hp	X		\$669.95	
		C21ZMR	↓	↓	↓	✓		\$769.95	
	Poulan	PP850PE	22"		Briggs Quantum 5hp	X	Mulching kit available Mulching mower 16" spoke rear wheels	360	
		PP800M	20"		↓	X			
		PR750HW	22"		↓	X			
	Pro	Classic	22" 24"	1-3 1/2" ↓	Briggs 5hp or 8hp ↓	Kit available ↓	16" or 20" rear wheels ↓	361	
	Ransomes	M21-4BZIC	21"	1/2-3 1/2"	Briggs System II	X		362	
	Bobcat	M21-4SPZIC	↓	↓	1/C 4hp	✓			
	Roof	Commercial	21"	1-4"	Briggs 1/C 4hp	X	20" spoke rear wheels 20" spoke rear wheels 20" heavy-duty rear wheels	363	
		Ranger	26"	1-3"	Briggs 1/C 8hp	✓			
		VP-75	26"	1-4"	Briggs Vanguard 9hp	✓			
		400	21"	1-3"	Briggs 1/C 5hp	X			
	Toro	Commercial Recycler	21"	3/4-3"	Suzuki 4.5hp	✓	Comes with grass-catcher bag	\$819.00	364
	Snapper	C21559BV	21"	1-3"	Briggs 5.5hp OHV	X		\$575.00	365
		CAP21509R	↓	1-3 1/2"	Robins 5hp	✓		\$735.00	
		CP1409R2	↓	1-3"	Robins 4hp	✓		\$655.00	
		CP21559BV	↓	↓	Briggs 5.5hp OHV	✓		\$655.00	
		CP21509R	↓	↓	Robins 5hp	✓		\$700.00	