

INFO CENTER

TO LIGHT THE NIGHT...From Intermatic Professional Landscape Lighting comes a handy, two-color guide called "Light the Night." The 20-page guide is divided into six sections focusing on selling, designing, installing and servicing low-voltage landscape lighting. For a copy, send a check or money order for \$1.75 to cover postage and handling to: "Light the Night," Intermatic Professional Landscape Lighting, Intermatic Plaza, Spring Grove, IL 60081-9698.

LANDSCAPE ESTIMATING FACTS..."Landscape Cost Data 1992" is now available through the R.S. Means Co. for \$74.95. The fifth annual publication helps take the guesswork out of estimating with up-to-date, accurate prices on: walkways, earthwork, site lighting, shrubs, trees, fencing, walls, masonry, pipe, equipment, labor, seed, sod and paving. The publication contains 380 pages with illustrations. To reserve a copy, call (800) 334-3509 or fax your request to (617) 585-7466.

SELLING LANDSCAPING...Landscape contractors can enhance the value of their service, create awareness for their industry and make new sales with a new "Value of Landscaping" brochure created by the Associated Landscape Contractors of America. The brochure can be used in promotional mailings to homeowners, clients and real estate offices. To order copies, write ALCA at 405 N. Washington St., Suite 104, Falls Church, VA 22046 or phone (703) 241-4004.

ON COMPOSTING..."A Guide to Small Scale Food and Yard Waste Composting" is a 48-page publication featuring easy-to-read charts and guidelines available from the Publications Distribution Center, College of Agriculture,

112 Ag Administration Bldg., University Park, PA 16802. Cost is \$4. For more information, call (814) 865-6713.

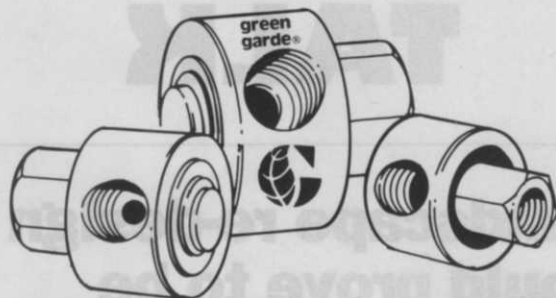
INSTALLING PAVING...Pave Tech Inc. offers landscapers a new "Installation Guide to Patios and Walkways," a simple-to-understand brochure. It offers tips on excavation, base preparation, sand setting bed, cutting and laying the pavers and placement of edge restraint systems. To get a copy, write Pave Tech Inc., P.O. Box 31126, Bloomington, MN 55431 or call (800) 728-3832.

MARKETING WORKBOOK...To make life a bit easier for business owners, Adrienne Zoble has created a 75-page looseleaf workbook entitled "The Do-Able Marketing Plan." It is a step-by-step guide to marketing. To order, send your name, address (no P.O. boxes) and check for \$49.70 to Zoble Associates, 4 E. Cliff St., Somerville, NJ 08876. Or call (908) 968-7771 to request an order form.

EFFLUENT IRRIGATION...Dr. Ali Harivandi and the University of California Cooperative Extension service are offering a 12-page booklet entitled "Effluent Water for Turfgrass Irrigation," Leaflet 21500. Please order by title and publication number. Make a check or money order for \$2 per copy out to "UC Regents." (Discounts are available for orders of 10 or more.) To order or to obtain more information, write ANR Publications, 6701 San Pablo Ave., Oakland, CA 94608-1239 or phone (415) 642-2431.

CRF WORKSHOP...The proceedings from a National Fertilizer and Environmental Research Center workshop on controlled release fertilizer is now available. To order, send \$25 to Harper Dance, TVA Technical Library, NFE 1E, Muscle Shoals, AL 35660-1010.

Leaking Swivels? Try Field-tested **Green Garde®** Swivels for Superior Performance



Tested at over 3000 PSI dynamic service pressure! The same heavy-duty units supplied on our hose reels. Fit Hannay and other reels with no modification. New! Teflon®-impregnated Viton® o-rings mean longer wear; and, if replacement does become necessary, it can be done—in the field—in less than a minute.

Three sizes: 1/2-, 3/4- and 1-inch.



**green
garde®**

Circle No. 106 on Reader Inquiry Card

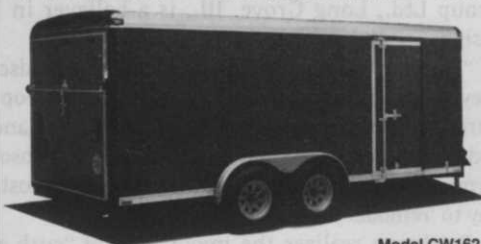
Green Garde Division

H. D. HUDSON MANUFACTURING COMPANY
500 N. Michigan Avenue • Chicago, IL 60611-3748
312-644-2830 FAX: 312-644-7989

WELLS CARGO



A NEW "MACHINE"...



Model CW162

...JUST FOR LAWN & LANDSCAPE MACHINES

Transport and store all your equipment with complete security. Protected from the weather. Great Options like: FLOW-THRU VENTILATION eliminates fuel fumes. WOLMANIZED 1 1/2" floors and 3/4" interior side walls for "guts". WIDE BODY, too. Hundreds of Models, Sizes and other Customizing Options. All backed by an EXCLUSIVE 3 YR. WARRANTY PROGRAM. Give us a call, today.

Tell Us You Saw It In LANDSCAPE MANAGEMENT

1-800-348-7553 for Catalogs-Prices
Factory Service points: GA, IN, TX, UT.
Nationwide Dealer Network.

P.O. Box 728-1069, Elkhart, IN 46515-0728

With a Wells Cargo Behind... You Never Look Back!

Circle No. 121 on Reader Inquiry Card