

SHOWCASE

PRODUCT REVIEW

Software calculates water budgets for landscapes

Irrigation Management Group recently released its IBM-PC compatible version of ET Calc, an exclusive software program for



landscape professionals to use in calculating accurate water budgets for planting, irrigation and landscape management.

Water budgets produced from extensive calculations in ET Calc can be formatted for compliance verification of local ordinances or as required by the Water Conservation in Landscaping Act, effective January 1993.

Circle No. 192 on Reader Inquiry Card

Chipper makes mulching easy with two models

Goosen Industries' new commercial chipper/shredder for landscapers can chop limbs up to five inches in diameter, and shreds leaves or brush into a decorative mulch.

The two models available are the CS1000 PTO and CS5000 gas-powered chipper/shredders. The CS1000 PTO unit features a 540 PTO drive. The CS5000 features a 13-hp Honda gas engine.

The CS5000 is trailer mounted and can be towed easily to any work area. Blower and vacuum attachments are available and can be easily mounted to either unit.

Circle No. 193 on Reader Inquiry Card

New hand tool can be used as spade, saw or hook

The Digsaw is an innovative new workhorse of great use in the garden, farm, forest or building site. The Digsaw works in three ways:

- as a spade, with an extra thick footbar for more digging power and leverage;
- as a saw, to cut through tree roots;

● as a hook, the curve footbar can be used to drag branches or gather felled undergrowth.

Circle No. 194 on Reader Inquiry Card



Retaining walls install quick and easy, no mortar required

The Diamond retaining wall system by Anchor Wall Systems, Inc., is a mortarless and pinless retaining wall system available in earth tone colors, with natural rock-face texture.



The patented retaining wall system includes a rear lip which provides automatic setback which eliminates the need for mechanical attachments and provides greater installation efficiency.

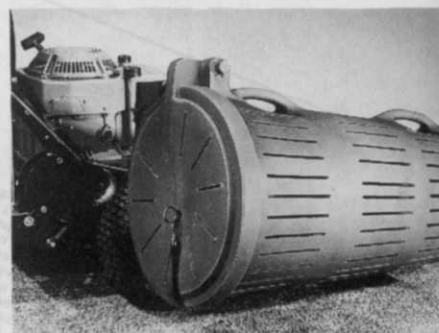
Each piece weighs about 70 lbs. and can be used in walls with heights ranging from as little as one ft. to geogrid reinforced walls more than 20 ft. in height.

The wall system is available in straight or three-way beveled split; curves, 90-degree corners and terraces can be easily built.

Diamond includes several options for custom designs and enhances rather than dominates the surrounding landscape.

Circle No. 195 on Reader Inquiry Card

Heavy-duty grass catcher fits commercial mowers



"Grass Packer" is a giant step forward in grass catchers, says Exalted Mechanicals, Inc. The unit fits virtually every commercial mower and holds up to four bushels of debris in its heavy-duty plastic body that is dent-resistant and rustproof.

Grass Packer's patented design uses both an aerodynamic entrance shoot and tapered cylinder to enhance air flow and ensure clog-free operation. In addition, it has large built-in handles and an oversized cover/hinge assembly for easy carrying and unloading.

The Grass Packer is available with a universal mounting bracket and has a one-year warranty.

Circle No. 196 on Reader Inquiry Card

Computerized watering system uses Windows

A computerized water supply system has been developed in Israel to completely handle the irrigation management of all types of grounds.

Called the Compact Controller, it is the world's first irrigation computer that operates with Windows graphic software.

The Compact Controller, which can be directly connected to a personal computer, can program up to 225 stop and start times in 24 hours, watering cycles from one minute to 24 hours, water flow rate and how much fertilizer should be added to each cycle.



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It can handle 16 or 32 different watering stations using the AC model and 12 or 24 stations using the DC model. Each station is adjustable to a choice of valves, pumps, filters and fertilizer injectors.

Circle No. 197 on Reader Inquiry Card

Sunscreen protects skin with SPF 15

SBS Products presents "Deflect," an SPF 15 formula which provides 15 times the skin's normal protection from the sun's harmful ultra-violet rays. It is waterproof, greaseless and free of PABA and fragrance.

Deflect, which was supplied to U.S. troops during Operation Desert Storm, is recommended for use by utility, parks and recreation, and construction workers, or virtually anyone whose work or leisure activities involve extended sun exposure.

Circle No. 198 on Reader Inquiry Card

Yard machine combines vacuum, chipper in one

The EasyRake Chipper/Vac is the newest addition to the company's line of outdoor power equipment for residential and commercial use.

Features include:

- 5-hp I/C Briggs & Stratton engine;



- self-feeding chipper with large chute;
- three-inch diameter branch chipping capacity;

The Chipper Vac has a capacity of 10-45 bushels, and can dispose of three-inch branches and limbs.

Circle No. 199 on Reader Inquiry Card

Utility vehicle, sprayer for golf and athletic turf uses

The new John Deere 1800 utility vehicle can be matched with a Broyhill 200-gallon Accumaster spray system for a sta-



ble and durable self-propelled sprayer in golf course and other athletic turf applications.

The 1800 is a heavy-duty, 2000-lb. capacity traction unit that's powered by an 18-hp liquid-cooled gasoline engine for quiet efficiency. The engine is a V-twin for smooth operation. Pressurized lubrication and oil filter are standard.

A hydrostatic transmission provides infinite speed control between zero and 11.5 mph. The UV has an oil cooler and oil filter to increase machine life. A power takeoff shaft transmits power at rated engine rpm to the transaxle output shaft, to power the sprayer pump at peak torque independent of ground speed.

Circle No. 200 on Reader Inquiry Card

New chipper/shredder is a 10-hp, towable model

A towable, 10-hp Troy-Bilt chipper/shredder from Garden Way features a tow hook-up that attaches easily to



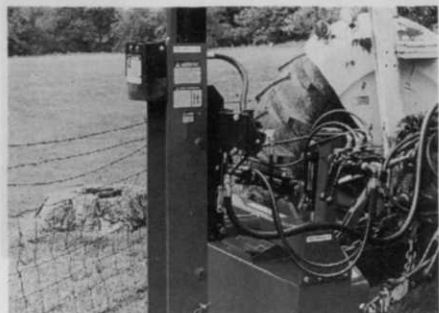
any lawn tractor or riding mower, and a modular electric start to utilize a tractor's 12-volt battery for convenient, key-switch

starting. Its large, fully-pneumatic and easy rolling tires make it ideal for large, heavily wooded properties or properties with varying terrain.

Circle No. 201 on Reader Inquiry Card

Power hydraulic center mount for easy alignment

The new Worksaver Power Ram Hydraulic Center Mount Post Drivers, Models HPD-16HC and HPD-20HC, are equipped with 3-point mounts. These mounts use hydraulic cylinders for quick



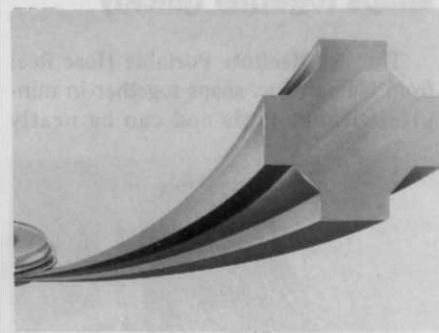
positioning and effortless alignment.

Engineered to handle all standard-size wood or steel posts, the drivers deliver up to 40, heavy impact strokes per minute without "mushrooming."

Circle No. 202 on Reader Inquiry Card

New trimmer line shaped with multiple cutting edges

The new Cross Fire premium trimmer line from Echo, Inc., features eight cutting surfaces that cut rather than tear the grass.



The multiple surface design produces eight 90° edges. The new line is made from a long-lasting copolymer used in Echo's standard line. The line is described as tip split resistant and wear resistant.

Circle No. 203 on Reader Inquiry Card

PRODUCT REVIEW

Pre-emergent treatment for crabgrass, other weeds

Pre-San Granular selective herbicide is a pre-emergent treatment for crabgrass, goosegrass, poa annua and other weeds in



lawns, parks and golf courses.

Pre-San is marketed by PBI Gordon Corporation of Kansas City, Mo.

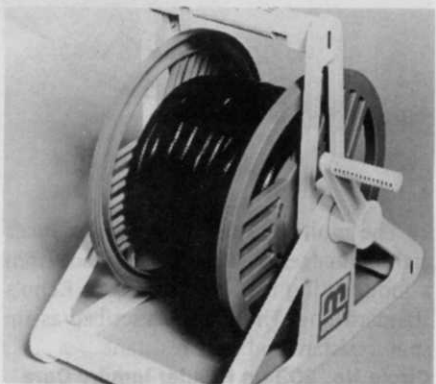
The product, acquired from Grace-Sierra Corporation, is offered in two strengths, 12.5G and 7G. These designations reflect the percentages of the active ingredient, bensulide (Betasan).

According to PBI/Gordon, Pre-San is regarded as one of the safest, most widely accepted pre-emergents available for use on bentgrass greens, tee boxes and high profile lawns.

Circle No. 203 on Reader Inquiry Card

Light, portable hose reel snaps together quickly

The 790 Reeltote Portable Hose Reel from Melnor, Inc. snaps together in minutes without tools and can be neatly

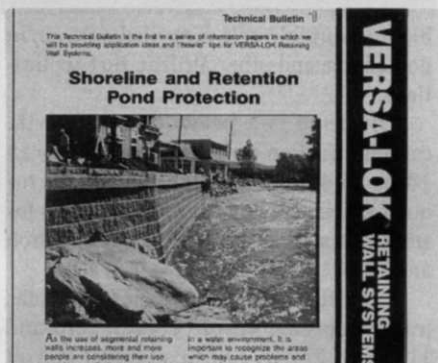


stored. The hose stores up to 150 feet of 5/8-inch hose or 200-feet of 1 1/2-inch hose. Comfort-grip handle folds down for easy storage. Dual, built-in foot stabilizers on a no-tip sled base keep the unit in place on any surface and provide for smooth winding and unwinding, says Melnor.

Circle No. 204 on Reader Inquiry Card

Brochure lists guidelines for shoreline protection walls

A guideline for design and construction of Versa-Lok segmental retaining walls in shoreline and retention pond embankment protection applications is available from

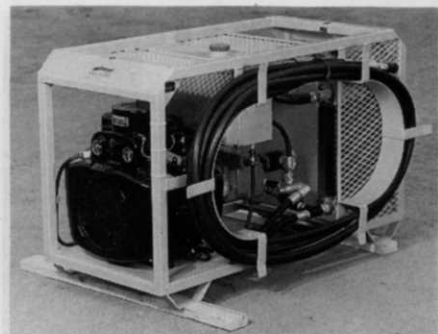


Versa Lok. Problem areas covered include foundation strength, scour protection, hydrostatic buildup and fines migration. Typical wall sections for this application are included.

Circle No. 205 on Reader Inquiry Card

Portable hydraulic power supplies range of equipment

The line of portable hydraulic power units from Poweram Corp. is designed to supply a wide range of construction equip-



ment. The independent power packs, in easy-to-handle skid frames, use a variable volume pump to achieve the optimum in

speed, power and economy.

Other features include:

- dependable gas engine, electric start;
- safety relief valve,
- magnetic suction filter and
- high efficiency return line filter protection for the pump.

Circle No. 206 on Reader Inquiry Card

Centrifugal pumps eliminate engine misalign problems

Berkeley pumps has rugged type B pumps with end suction centrifugal.

The B-series pump end is for mounting on engines with S.A.E. standard flywheel housing.

These products are for application in general irrigation, water transfer or any water pumping applications within its performance range.

The B-series centrifugals have a capacity range of 50 to 5000 gallons per minute. Horsepower ranges from 15 to 240 BHP with heads to 550 feet.

Circle No. 207 on Reader Inquiry Card

High wheel mower features exclusive mulching system

Yazoo Manufacturing Company has a new high wheel mower, the S22CB1.

The new mower features Yazoo's exclu-



sive Vari-Mulch system, and other user-friendly features. The Vari-Mulch system lets the operator vary the rate at which clippings are returned to the lawn. This enables him to match the mower to mowing conditions.

In heavier, wet grass, when other mowers would bog down, the operator can shift the selector to the heavy grass position, allowing easy mowing and mulching without a loss of power or mulching ability.

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Seasonal from page 20

I often hear how they provide companies with a new view on how to do the work.

Seasonal recruitment is an ongoing process; employees will quit at some of the busiest times. A ready reserve of pre-qualified candidates gives you the power to react whenever turnover hits.

If you recruit seasonals at the start of the season, you will be forced to make decisions on the hiring of individuals based on immediate needs. As a result, you will not be choosing the individuals who can satisfy both your short-term and long-term needs. These last-minute hiring decisions often result in more turnover, or in choosing someone who doesn't work out. Avoid this by making the seasonal employee interviewing process a year-round activity.

What skills?—Have a job description for each position in the company. This makes assigning both seasonal and full-timers easier. It is important to let seasonal workers make decisions and assume authority and responsibility. These opportunities will help the employee become an integral part of the company.

Allowing permanent employees to make decisions will encourage the seasonal employees to speak out and know they will be listened to.

Evaluating the performance of your seasonal employees as well as your full-time employees will encourage everyone not to be concerned with job titles.

Personality matches—Choosing the individual who will work best in your company requires you to know your company's "personality." You must know this before you hire, or you may wind up with quality people who don't fit in.

For most green industry companies, the characteristics I have most observed are: competitiveness, team attitude, aggressiveness and personable nature.

Adaptability is important. Flexibility, cooperation and teamwork are the key characteristics which an individual needs to bring to the job in order to contribute to the overall profitability and effectiveness of your company.

—The author is a principle in Wandtke & Associates, a management and marketing consulting firm in Columbus, Ohio.

Ultrasonic transmitter is the smallest available

Flowline has added another sensor to its family of level products for plastic tanks.

A new electronic design offers an ultrasonic level transmitter in the smallest



package available.

The transmitter provides a two-wire, 4 or 20 mA or TTL compatible voltage signal output.

Flowline says the transmitter is excellent for difficult liquids where fouling of floats from foam or turbulence is a problem.

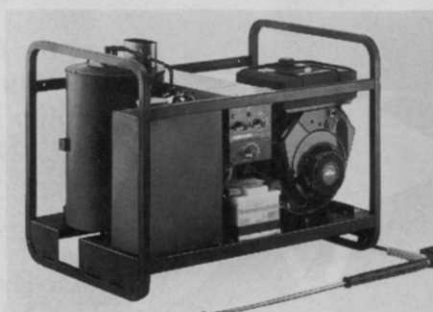
The transmitter is highly sensitive and well-suited for leak detection and point level measurement, resisting variations in temperature, light, viscosity, dielectric value and density.

Circle No. 209 on Reader Inquiry Card

High pressure washer is direct driven, skid mounted

Karcher has a new Cold-Hot Steam High pressure washer.

The direct drive, skid mounted unit is durable and designed for applications where optimum cleaning power and gasoline independence is a must.



The HDS 1200 BE comes complete with infinitely variable operating pressure, water volume temperature control, and

chemical metering.

A high-performance electric-start unit, it features a plus-90%-plus fuel efficient burner system, automatic idle down when the trigger gun is released, and low water, fuel and oil cut-off which protects the machine from damage.

Circle No. 210 on Reader Inquiry Card

Vegetation mat speeds uniform turf growth

Contractors and landscapers can achieve fast, efficient lawn growth over large problem areas by using large-sized, natural, biodegradable Futerra revegetation/erosion control mats.

To use the mats, apply seed and fertilizer to the ground and roll out the mats. After an initial watering, the mat bonds to ground contours.



Seed held in place by the mat is secured evenly over irregular terrain and protected against weeds, birds, dry spells and high volume rain washouts. The Futerra mat is made of natural wood fiber and decomposes into a healthful natural mulch to feed and nurture the emerging sprouts.

Circle No. 211 on Reader Inquiry Card

Correction

■ A product news release in our February issue incorrectly described products from Great Salt Lake Minerals Corporation as containing sodium of potash. This should have read "sulfate of potash." The products, Mini-Granular and Greens Grade Turf Blend, contribute a highly pure source of potassium, and protect growth environments from excess salt and chloride.

LANDSCAPE MANAGEMENT regrets any confusion caused by the error.