

# Big-ticket equipment now more adaptable to landscaping uses

## A wide array of attachments add versatility and efficiency to skid-steer purchases.

■ In your landscape company business plan, in the space beside the word *diversity*, add the words *versatility* and *efficiency*. Keep them in mind when buying equipment, particularly big-ticket items like skid-steer loaders.

This is the type of equipment, particularly with the amazing collection of accessories being made for it, that will allow your company to do more—much more—with fewer people.

"Nobody in the landscape business wants people standing around with shovels and rakes. That's costly," says Mike McPherson, vice president sales for Glenmac/Harley Power Equipment, Jamestown, N.D. Making wise equipment choices will help prevent this.

When buying big equipment, experts say to:

- match equipment as closely as possible to the types of services you offer;

- review the availability of work-saving attachments;
- calculate the recovery of equipment costs; and
- consult with employees on ease of equipment use.

Big items such as loaders and backhoes, more typically used in landscape construction rather than maintenance, represent a sizable financial investment for most landscape professionals. But they

can stretch dollars and increase the productivity of these purchases equipment by also investing in appropriate attachments. Manufacturers offer an ever-widening array of landscape-type attachments for skid-steer loaders and tractors. Most can be mounted quickly and easily.

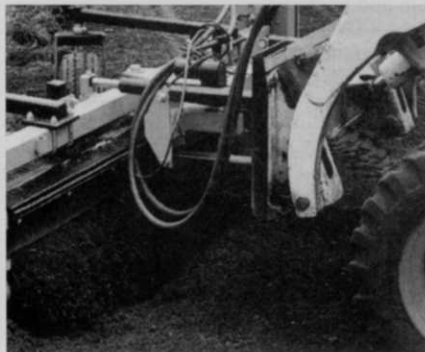
Even "maintenance" equipment such as front mowers and compact tractors can now be fitted with buckets, forks, blades, sweepers, etc. so that they can be used out of season, helping to recover their costs in a shorter time.

"Most people don't realize how versatile their equipment really can be," says Phil Lawrence, equipment designer at Lawrence, Inc., Spring Lake, Mich.

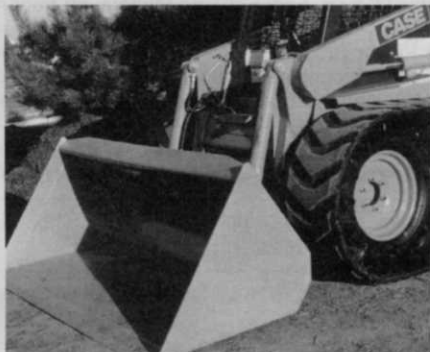
"For example, sometimes a landscaper will dump 30 yards of mulch on the parking lot of a condominium complex and he'll send in four guys with wheel barrows, and they're working like crazy. It just doesn't make sense," says Lawrence. A smaller crew, working with compact tractor equipped with a bucket, would get the job done much faster, decreasing labor costs significantly.

Adds McPherson of Glenmac: "Contractors are always looking for ways to eliminate hand labor. It's unpredictable. They want to keep their businesses small but profitable, and they can do that easier with the right equipment and implements than they can with more employees."

—Ron Hall



Glenmac Power Rake



Case 1840 Uni-Loader



Melroe Bobcat skid-steer loader



Ditch Witch trencher



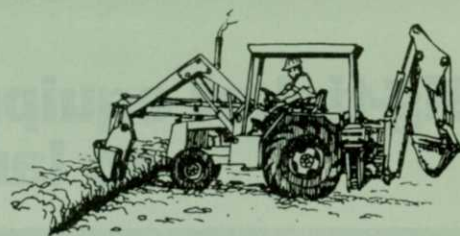
Du-Al 1250A trencher



Mustang 900 Series loader

# HEAVY EQUIPMENT

...for the green industry



<p><b>Ditch Witch</b> Circle No. 300, Reader Card</p>	<p>Underground construction equipment. Trenchers from walk-behind that can be taken through a yard gate to four-wheel-drive models. Vibratory plows. Boring and pircing tools and attachments, including three Jet Trac directional boring systems.</p>
<p><b>Du-Al Manufacturing</b> Circle No. 301, Reader Card</p>	<p>Model 1250A Trencher for compact utility tractors in the 18 to 35 hp range, patented Hydra-Creep worm gear drive. Model 1025, 1035 backhoes for mounting on tractors or skid steer loaders. Model 107 Commercial Loader.</p>
<p><b>Ford New Holland</b> Circle No. 302, Reader Card</p>	<p>New Holland skid-steer loaders, nine models, self-neutralizing hand controls, maxiumu forward reach at maximum height. Full line of attachments, Tractor loader/backhoes. Ford powertrains.</p>
<p><b>Glenmac</b> Circle No. 303, Reader Card</p>	<p>Model Pro-6 Power Landscape Rake, 6-foot design, left or right throw, oil-bath drive, three-point hitch, front-mounted scarifier, double-drive rollers, for 27 to 45 hp range tractors. New: the Model Pro-8 Power Rake with 8-foot design.</p>
<p><b>Jl Case</b> Circle No. 304, Reader Card</p>	<p>Model 1840 Uni-Loader, Case coupler and bucket design for one-person attachment changes in field, 50 hp diesel, rated operating capacity is 1,350 lbs.</p>
<p><b>Deere &amp; Co.</b> Circle No. 305, Reader Card</p>	<p>John Deere loaders. Five models, from the Model 375 with 17 hp, Yanmar, three-cylinder, liquid-cooled diesel engine, 675-lb. operating load capacity to the Model 875, 65 hp John Deere liquid-cooled diesel, operating load capacity 2,000 lbs Backhoes for tractors and skid-steer loaders. Loaders for compact, utility tractors and series tractors.</p>
<p><b>Kelley Manufacturing</b> Circle No. 306, Reader Card</p>	<p>Backhoes. Double-acting swing cylinders protected with hydraulic "cushion valve" for smooth operation and less maintenance, digging depths 6 to 8 feet, bucket sizes 12 to 36 inches, two lever control.</p>
<p><b>Kubota</b> Circle No. 307, Reader Card</p>	<p>Model BT650 designed to be used with company's B20 tractor, 2,888-lb. digging force, 92.9-inch digging depth, automatic return-to-dig mechanism.</p>
<p><b>La Barge Equipment Co.</b> Circle No. 308, Reader Card</p>	<p>Attachments Plus Hopper/Scoop (1.2-yard capacity), fits any three-point hitch and many front mowers with adaptable lift fram. Fork Set/Tote Platform for front mowers and tractors.</p>
<p><b>M-B Companies</b> Circle No. 309, Reader Card</p>	<p>Mechanical Power Brooms. Models include walk-behind (36 inches long, 20-inch diameter poly), and those that can be mounted on tractors, skid-steer loaders, and on a John Deere out-front mower, Model MLT (60 inches long by 25-inch diameter, all steel-welded).</p>
<p><b>Melroe</b> Circle No. 310, Reader Card</p>	<p>Bobcat Skid-Steer Loaders, 14 models from 16.5 hp, air-cooled gas 440B (600 lbs. load capacity) to 74-hp, liquid-cooled diesel 2410 (2400 lb. load capacity). Full line of attachments.</p>
<p><b>Mustang Manufacturing</b> Circle No. 311, Reader Card</p>	<p>900 Series Loaders, five models, from 15 to 57.5 hp, 650 to 1,700 lb. lift capacities, single-lever Fast-A-Tach. Full line of attachments.</p>
<p><b>Power Equip. &amp; Hydra Mac</b> Circle No. 312, Reader Card</p>	<p>Hydra-Mac, Model 1450: hydrostatic, all-gear final drive, 40-hp Cummins diesel engine, two-hand lever control.</p>
<p><b>Ransomes</b> Circle No. 313, Reader Card</p>	<p>Cushman TurfTrak independent tractor unit with approximately 20 attachments, including rotary boom, slip scoop, chipper/shredder, etc. Three models with Kubota engines from 16.5 to 23.5 hp.</p>
<p><b>Sweepster</b> Circle No. 314, Reader Card</p>	<p>Hydraulic Drive Sweeper Model LH mounts in place of bucket, requires minimum hydraulic system of 10 gpm at 2,000 psi, measures 6 feet wide by 32 inches in diameter, manual 30-degree angle change, quick-attach.</p>
<p><b>Thomas Equipment</b> Circle No. 315, Reader Card</p>	<p>Skid-Steer Loaders, 6 models from the T-83 (rated lift capacity 800 lbs., 19.5 hp) to the T-233 HD (rated lift capacity 2,300 lbs., 62 hp). Full line of attachments.</p>
<p><b>Toyota</b> Circle No. 316, Reader Card</p>	<p>Model SDK10, rated at 1,800-lb. operating load (largest of Toyota 6-model line), 57-hp diesel engine, 12.5-cubic-foot bucket, maximum breakout force of 4,740 lbs., maximum dump height of 120.5 inches.</p>
<p><b>Trackless Vehicles Ltd.</b> Circle No. 317, Reader Card</p>	<p>MT5 Tractor, Cummins 76 hp to 102 hp diesel, four-wheel drive, hydrostatic transmission. Attachments: plows, blowers, sweeper, spreader, spreader, commercial mowers.</p>
<p><b>Vermeer Manufacturing</b> Circle No. 318, Reader Card</p>	<p>The V-1850 trencher is full hydrostatic-drive; powered by a Kohler Command overhead valve engine. Depth 0-48"; width 4-10". Good for close quarters; Porta-Bore attachment for sidewalk, driveway boring.</p>
<p><b>Worksaver</b> Circle No. 319, Reader Card</p>	<p>Rakes. Also Model ULF-246 fork attachment increases versatility of small to mid-size tractors and skid-steer loaders, 2,000-lb. capacity, adjustable 46-inch long, alloy steel forks.</p>