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2000

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# contents

JANUARY 2000 / #1 / VOLUME 39

## features

### cover story

#### 26. Hot New Products 2000

Want to save time? Money? Labor? This year's hottest new products may do this and more. We show some of the best new introductions targeted for our industry.

BY: LM'S STAFF

### grounds management center

#### 34. A mountain of a task

John Van Etten's job is to keep the grounds beautiful at Mohonk Mountain Resort, but the deer don't care.

BY: JAMES E. GUYETTE

### irrigation center

#### 38. Controls get 'smart'

Regulations and high costs are forcing many irrigators to use water more efficiently. One solution? Take advantage of 'smart' controllers.

BY: TOM MENTZER

### mower guide 2000

#### 42. Demo that mower first

Mowing managers say that price is important, but not as important as durability, serviceability and dealer support.

BY: DAVID WALKER

#### 46. New mowers for 2000

Check out this year's most exciting new designs.

BY: LM'S STAFF



26



34



38

COVER ILLUSTRATION: "THE NEW GENERATION OF PRODUCTS MAY DO IT ALL" © BY DAVID MERRELL

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# contents

## departments

### columns, news & more

### 7. On the Record

Where's your hill of 'beenz'?

BY: SUE GIBSON

### 10. Events

Who, what and when

### 13. Green Side Up

One locker remains empty

BY: RON HALL

### 14. My Way

Make 'Our Gang' work for you

BY: BILL HOOPES

### 16. Let's Hear It

Antifreeze vs. aerators, this one's a keeper

### 19. Industry Almanac

Ordering direct, mergers continue, consultants' consortium

### tech center

### 54. What's new with hydroseeding?

Will this method improve your operations? New technology is making this process more useful.

BY AL SCHRAND

### 58. LM Reports: ▶ Size really does count

Check the best new trenchers and mini-excavators

### 62. Ask the Expert

Messy tree fruit, quackgrass attack, mysterious maple spotting

### 64. New Products

### ending notes

### 76. Cleanup crew



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BY SUE GIBSON / EXECUTIVE EDITOR

# Where's your hill of 'beenz?'

**I**s it me or do many advertisements promote "Something.com?" Suddenly, everyone's a day trader or buying their cars on the Net, not down at "Honest John's" lot.

Let's face it, the Web is shaking things up like nothing has since the evolution of television, and probably more so. It's forcing us to rethink how we buy and sell goods and services, even in the landscape industry.

For instance, have you heard of "beenz?" Beenz.com is a new form of e-money that works like frequent flier miles. You visit a site, receive a "hill of beenz" for your purchase and use your 'beenz' for goods and services at participating Web sites. Soon, you will be able to use your 'beenz' at traditional retail stores. Is this something you might be able to use to benefit your landscape operation? I bet you can.

Remember how valuable stock brokers were just a few years ago? They were indispensable for making our stock trades — but now? We've bypassed the need for a middleman to execute the trades and are fast outgrowing the need for their firms' research. Most e-trading sites offer us the same resources those firms use.

Think about how the Internet is reshaping the way we buy cars. We don't have to haggle with the dealer anymore. We can order online, then breeze into the dealership to sign the final papers. We're ordering direct from the manufacturer.

### Whole lotta shakin' going on

So how will the Internet affect our industry? While many dramatic changes have taken place in retailing or manufacturing, the service side is still foggy. Obviously, landscapes will always require the physical

presence of people to do the work, and as the economy continues to roll, that bodes well for you.

But what can you offer on the Web besides customer education, streamlined ordering or service announcements? What will your suppliers offer that will benefit you?

If you want to be competitive when the real millennium rolls around, start thinking now about how to redefine your model of customer service using the Web. It's already changing your role as an equipment buyer — you can now order equipment direct from some manufacturers (see Industry Almanac). Expect to see more of that as the distribution chain evolves.

Will you use it to educate not just your customers, but your suppliers and employees? Will they use it to educate you, order service to fit their schedules or build new partnerships?

Some of you are already expanding markets with the Internet, using it for public service, lobbying and creative networking.

Some of you already use the Web to get new business, make consultations, save time and money, and keep your employees loyal. And you'll discover how instant online monitoring will benefit your customers.

Amazingly, there are already \$2.5 million worth of 'beenz' in our Internet economy, according to the *Wall Street Journal*. Watch for new models like this to sprout up in our industry. They may not change things right away, but I bet they'll change things radically, and soon. — SG

"Watch for new models like this to sprout up in our industry. They may not change things right away, but I bet they'll change things radically..." — SG



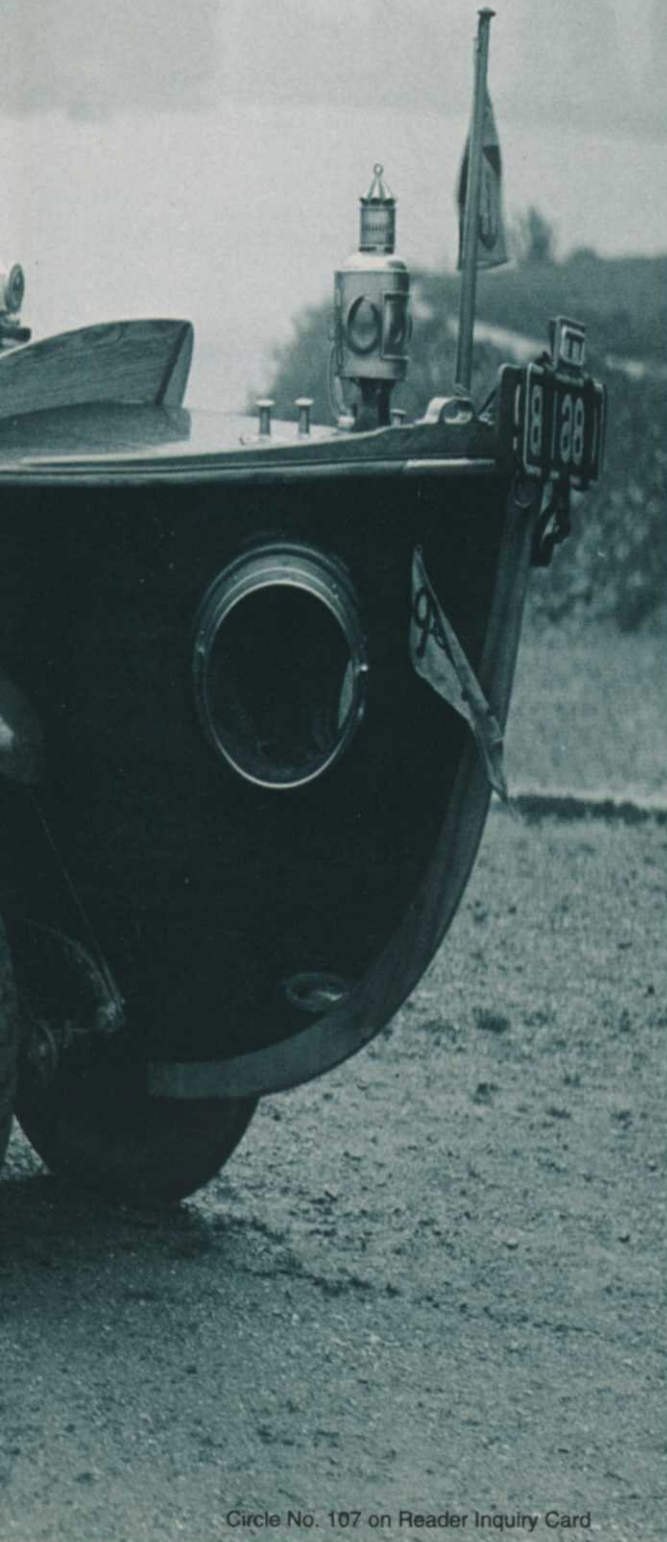
on the record

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# events

WHAT, WHEN & WHERE

## January 2000

**17-20 Michigan Turfgrass Conference** / Lansing, MI; 517/321-1660; [michiganturfgrass.org](http://michiganturfgrass.org)

**18-20 Midwest Turf Expo** Indianapolis; Sponsored by Midwest Regional Turf Foundation; 765/494-8039

**18-20 Mid-America Green Industry Convention** / Kansas City, MO; 816/561-5323

**19/26 Professional Parks Maintenance** / New Brunswick, NJ; Cook College Office of Continuing Professional Education; 732/932/9271

**19-21 Mid-Am Horticultural Trade Show** / Chicago; 847/526-2010; [www.midam.org](http://www.midam.org)

**19-23 Interior Landscape Conference** / Ft. Lauderdale, FL; Sponsored by the Associated Landscape Contractors of America; 800/395-2522; [www.alca.org](http://www.alca.org)

**20 American Nursery & Landscape Association's 125th Anniversary Gala Dinner** / Chicago; 202/789-2900; [www.anla.org](http://www.anla.org)

**20-22 WinterGreen 2000** / Atlanta; Sponsored by the Georgia Green Industry Association; 706/632-0100.

**24-26 Central Environmental Nursery Trade Show (CENTS) 2000** / Columbus, OH; Sponsored by Ohio Nursery & Landscape Association; 614/899-1195

**24-28 Professional Horti-**

**culture Conference of Virginia** / Virginia Beach, VA; 757/523-4734; [www.phcv.org](http://www.phcv.org)

**25-27 Virginia Turf & Landscape Conference & Trade Show** / Richmond, Va; Sponsored by Virginia Turfgrass Council; 540/942-8873

**27 Northeastern PA Turf School & Trade Show** / Wilkes-Barre, PA; 814/863-3475; [www.paturf.org](http://www.paturf.org)

**28 New England Grows** / Boston; Sponsored by Associated Landscape Contractors of Massachusetts, Massachusetts Arborist Association, Massachusetts Nursery and Landscape Association and New England Nursery Association; 202/789-5980, ext. 3006.

**29 Gulf States Hort Expo** / Mobile, AL; 202/789-5980, ext. 3006

## February

**2-4 Illinois Landscape Contractors Association / Effective Selling Seminar** / Willowbrook, IL; 630/472-2851

**3-5 PLCAA Management Conference** / Tampa, FL; 800/458-3466

**3-6 ANLA 2000 Management Clinic: Spring Training for Your Mind!** / Louisville, KY; 202/789-2900; [www.anla.org](http://www.anla.org)

**6-9 ALCA Executive Forum** / Las Vegas, NV; 800/395-2522; [www.alca.org](http://www.alca.org)

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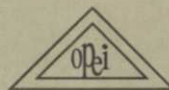
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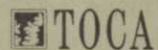
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## One locker remains empty

“D

*o we have eight guys?”*

That’s a question Bob asked Tuesday and Thursday noons as the guys stashed their white shirts and ties in the lockers here at work and donned gym shorts and tee shirts for an hour of pickup basketball. You need eight

guys to play four-on-four basketball at the Chapel gymnasium down the street. This wasn’t above-the-rim, slam-dunk hoops, but it had its spirited moments and Bob Earley supplied a few of them.

Some of the guys wondered among themselves if Earley wasn’t jeopardizing his career. He was, after all, vice president of a publishing company with sales exceeding \$200 million at the time. Playing hoops with the troops over lunch isn’t exactly boardroom stuff. But he was what he was. Basketball, touch football, business — they were all games that he participated in with great passion.

He was, in fact, a person of many passions. His family. Jazz. Sports. The Green Industry. But, of course, he loved and nurtured his family most.

On Dec. 6, 1999, after an illness of several weeks, Robert “Bob” Earley died. He was 49. Many of us learned of his illness at the Green Industry Expo in Baltimore in mid-November. The news shocked long-time industry friends at the show. We all knew him as a robust man and a man of great energy.

Here at Advanstar Communications, news of his death struck particularly hard. Earley was a Cleveland. He started as an editor here at our company shortly after graduating from Northwestern University and was a driving force, along with a handful of far-sighted lawn care entrepreneurs, in establishing the Professional Lawn Care Association of America. Ironically, news of his illness reached PLCAA the very night it was celebrating its 20th anniversary.

As editor of *Lawn Care Industry* magazine, he was PLCAA’s biggest supporter. He reported on lawn care’s significance and growth in those early years. He was the heart and soul of LCI which was later incorporated into *Landscape Management*.



Robert “Bob” Earley as editor of *Lawn Care Industry*

Earley gradually assumed bigger tasks and more responsibility, eventually managing many magazines. But he always remained “Bob” to everyone at Advanstar, even after he moved west.

The past several years he guided the fortunes of competing Green Industry magazines but there was never a suggestion of bitterness or ill will. He stayed in close contact with friends here, competitors or not.

The Green Industry lost a friend and accomplished journalist and publisher. His family lost a wonderful husband and father. The guys here at Advanstar lost a great eighth man.

-----  
Contact Ron at 440/891-2636  
or e-mail at  
[rhall@advanstar.com](mailto:rhall@advanstar.com)



"Can your operation become 'Your Gang?' I think it can. I've seen more than one branch in which every activity, problem and serious challenge became a team event." — BH



## Make 'Our Gang' work for you

Remember the old movies known as 'Our Gang' comedies? Fat little Spanky, Darla, Alfalfa (with that tuft of hair) and Buckwheat — a real cross section of humanity, stuck together with a mysterious glue most of us never thought about.

If you do remember them, you may recall that no matter what grief Butch, the neighborhood bully, cooked up, that gang always stuck together. At the end of each reel, when they stumbled through

the latest caper, there they were, laughing and having fun. And, every time, mean old Butch was defeated.

### The 'Our Gang' team

What a strange crew they were. Do you think for one minute that Spanky could have made his "brilliant" schemes work without Alfalfa's help? And what about cute little Darla, who usually kept them from going off the deep end? How would Alfalfa have survived the panic brought on by singing in the school talent show? Win or lose, those kids went at it as a team — a gang, if you will. They worked together, faced challenges together, defeated the evil Butch together and always survived.

When the gang won, they won together. When they lost, they consoled each other, taking the sting out. Playing off each other and using the strength of their collective interdependence, they pulled up their socks and went right back at life — together.

Too often in our careers, we work to perform well and be recognized, to get ahead, pay the bills, support families and sock away money for the future. And sometimes it gets very serious, stressful, draining and downright lonely!

So I'm hoping that, in your work, you will see yourself as part of 'Your Gang.'

### Get 'Your Gang' started

The beginning of 'Your Gang' may be as simple as a group meeting held informally after work, where you decide to come together as a team, a group of different individuals who believe in a common cause.

I hope you will consider all of this because I see too many wayward working people out there. They show up each day and go through the motions, but do it

### Do you operate a team environment?

- ▶ Members are there by choice — not out of desperation or other pressures.
  - ▶ New team members are welcomed and quickly made to feel like they are part of the group.
  - ▶ Veteran team members discuss and agree on the rules for membership, procedures and problems that require solutions and group direction, sharing responsibility and inclusion in the team-building process.
  - ▶ Each new member is trained to high skill levels in gradual, logical and progressive steps, with ongoing recognition and feedback.
  - ▶ Veterans consistently "go the extra mile" to help new members and want them to succeed.
  - ▶ Members consider themselves personally responsible for the team's success or failure.
  - ▶ To insure team success, members demonstrate a heightened sense of dependability and reliability.
  - ▶ Team members consistently help solve common problems.
  - ▶ They tend to remain on the job longer, reducing turnover.
  - ▶ Team environments promote a high level of positive motivation.
  - ▶ Team members complain less and have fewer sick days.
  - ▶ Team members are promoted more frequently.
  - ▶ Team members earn more money.
- The list could go on and on, but you get the message.



completely on their own. And I know how much tougher the challenges are when you repeatedly face them alone without the gang to act as a support.

Another thing is consistent: They aren't having any fun, and that's a shame.

Can your operation become 'Your Gang?' I think it can. In fact, I've seen more than one branch operation in which every activity, problem and serious challenge became a team event from start to finish. Spanky and Alfalfa had the right idea. When you see a really cohesive team in action, it's a thing of beauty. And it's worth working to develop.

#### Why work toward teams?

Teams give you an incredible edge:

- ▶ Teams use the power of a common cause. Members feel better, stronger and more productive for longer periods when they believe in a cause.
- ▶ Teams build awareness of personal value. People are motivated when the team recognizes their contribution.
- ▶ Teams give a feeling of personal security. Fighting battles together and sharing the group's strength enhances each one's sense of a secure working environment.
- ▶ Teams build confidence. Each employee's confidence soars as others provide consistent and ongoing positive feedback.
- ▶ Teams solve problems more successfully. People working together to solve problems realize that the united group will always be more successful than the smartest single individual working alone.
- ▶ Teams have a lot more fun. As 'Our Gang' knew, it's fun to be part of something that works. And when people have fun, they try harder and work better.
- ▶ Teams win more often than solos.

I'm not talking about crew size here. Rather, I'm talking about building an atmosphere of teamwork throughout your organization. Think it over, is your business

staffed with individual soldiers? Or are you a team? Can you spot a Spanky or Alfalfa who might be a great team player?

You can win with a team of people who may not be stars but believe in what your organization is all about and want to

be part of it. In fact, you don't need stars!

You need team players.

— The author is director of training and development for Scotts Lawn Service in Marysville, OH.

## THE ULTIMATE WHEELBARROW



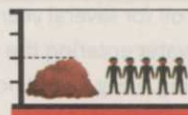
Spreading mulch and compost by hand is a costly, labor intensive process. It limits production and puts workers at risk for injuries. The Express Blower will turn an inefficient process into a profit center and blow your competition away!

The Express Blower can be operated by one person, with remote control, in any weather, on any terrain. Spread mulch, compost, soil mixes, playground chips or any number of other organic materials for landscaping, lawn restoration, erosion control and much more.

With our ALL NEW Injection System, the Express Blower can inject seed, fertilizer or other additives WHILE BLOWING! Install a lawn with soil mix and seed, or blend weed inhibitors with mulch. You can even topdress and overseed turf with only one application.

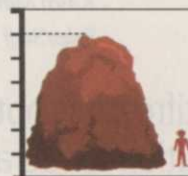
Get a jump on your competition. Call today and find out how you can expand your possibilities with an Express Blower!

Visit our web site at [www.expressblower.com](http://www.expressblower.com)  
A division of Rexius Forest By-Products, Inc., Eugene, Oregon



#### 5 MEN AND A WHEELBARROW

A typical 5-person crew can spread 8 cubic yards per hour.



#### 1 MAN WITH THE EXPRESS BLOWER

One person, can blow 30 to 100 cubic yards per hour.

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Express Blower  
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# let's hear it

YOUR OPINIONS, COMMENTS, & QUOTES

## Some fountain motors cooled by oil

I am writing to address some misinformation that was offered in the article "Care for aerators & fountains in winter" in the November 1999 issue of *Landscape Management*. In the article, Willis Dane of Aqua Control states that pond aerator owners should "fill motors with an antifreeze solution" and that the antifreeze "can gradually be replaced with pond water leakage from seals." This recommendation is offered to all of your readers even though many of them own or maintain equipment that would be severely damaged by this maintenance technique.

Several manufacturers of pond aeration equipment produce motors that are cooled by an oil bath rather than an antifreeze bath. Such units are sealed and designed to retain their oil for several years without water entering the motor housing. They would not operate properly and could even be dangerous if the oil were replaced with antifreeze.

*Anthony P. Vogel*  
Kasco Marine, Inc.  
Sales/Staff Biologist

## Antifreeze is not the solution for aerators

I am in receipt of an article printed in the November 1999 issue of *Landscape Management* in which the writer states

that one should "fill motors with antifreeze solution." Therefore, as a manufacturer of ice melting, aeration and fountain equipment since 1967, I would like to go on record and strongly disagree with such a statement for three main reasons:

1) An oil-filled motor should never be filled with anything but the appropriate lubricating/cooling oil as recommended by the manufacturer, and then only if one is authorized or trained to do so. Also, oil-filled motors should never be filled with anything that has a poor dielectric strength.

2) Suggesting "antifreeze" in general is a total misnomer since there are many types available. Some are quite harmful and many poisonous, i.e. ethylene glycol which is commonly used in automobile cooling and heating systems.

3) Our ice melters, aerators and fountains use the same submersible, water-cooled and lubricated motor that the writer's company does. At no time do we or the manufacturer of the motor suggest that anyone other than an authorized agent recommend or suggest to disassemble this type of motor, much less add "antifreeze." The motor is provided with deionized water and propylene glycol, a non-toxic "antifreeze." This solution will prevent damage from freezing for temperatures down to -40° F. The manufacturer of this motor also states

that the "loss of a few drops of liquid will not damage the motor as an excess amount is provided. If there is reason to believe that there has been a considerable amount of leakage, one should contact the manufacturer for procedures."

It is also suggested that the writer educate himself further about the motors he uses and that a responsible publication such as *Landscape Management* print a correction in the very next issue."

*Douglas D. Cramer*  
Air-O-Later Corporation  
President

## He's one swell employee

As a young company, only seven years in the landscape business, we already know how hard it is to find a reliable,

hard-working employee. In 1998, we found one. His name is Rob Easley. He's 26, and he's been landscaping for six years. Our working relationship has grown into a good friendship.

It's been just the three of us for now, and when we get to jobs, I explain what we're doing, and off he goes, putting in his best effort.

That means a lot to us knowing that he cares about the job and about pleasing our customers.

After work, he helps us back at the shop or even helps with our remodeling at home. He is a treasure and we hope he will stay. We will do whatever it takes to keep him with us.

*Jeff & Karen Christy*  
Christy's Something Different  
Landscaping Co., Chicora, PA  
Owners



"I realize you're my husband, Reginald but I don't give my landscaping contractor's name to anyone."



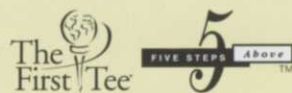
# Award Rules.



## High Tolerance At Short Cuts

No matter how you gauge performance, **Award** measures up. It handles disease pressure better than other Kentucky bluegrass varieties in its class, even when cut as short as 1/2 inch.\* And trial after trial proves that **Award** maintains its intense dark green color under varying management regimes. **Award** has earned its status as an elite variety by raising performance standards to a whole new level.

But, isn't that what you would expect from Jacklin's Five Steps Above™ Program?



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\*NTEP data available upon request.

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## It's One Tough Bluegrass



**RAMBO** BLUEGRASS

Other bluegrass varieties looked like sissies in comparison as **Rambo** outranked top challengers in demanding transition-zone tests. While others whimpered and withered, **Rambo** withstood brown patch, leaf spot and melting out, and was virtually unscathed by necrotic ring spot. As you might expect, **Rambo** was also among the densest. Thick with fine leaf texture, it stood strong even when mowed down to 1/2 inch. If grass knew fear, **Rambo** wouldn't. For extreme confidence, put **Rambo** in your turf today.

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First Tee

5  
FIVE STEPS ABOVE

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# industry almanac

NEWS YOU CAN USE

## Deere sees big changes for equipment dealers

**NASHVILLE, TN** — Tractors, mowers and utility vehicles bumped up against cyberspace here this past Dec. 13. John Deere equipment dealers — in a Disneylike display of 3-D, computer-generated service technicians and music at the Opryland Hotel — learned that the game of selling and servicing lawn and garden equipment is changing fast.

In fact, Mark Rostvold, senior vice president of Deere's Commercial & Consumer Equipment Division, predicted that as many as half of the dealers would be gone in 10 years due to fundamental changes in how turf products are sold and serviced.

Rostvold also announced that his division intends to reach \$6 billion in sales by the year 2006. The division ended the year by meeting the \$3 billion goal it had set five years ago.

"The 6 by 6 goal is an ambitious target, but one that we calculate is certainly doable," said Rostvold. "With our existing resources, core competencies and the expanding scale of our operations, combined with a determined focus to meet our customers' needs, we believe we can reach that goal," he said.

But making those kinds of numbers is going to challenge the dwindling number of equipment dealers.

"The role of dealers is changing, a change being dri-



Computer-generated images of John Deere's vision of tomorrow's turf equipment dealership with a stronger emphasis on equipment service.

ven both by technology and the marketplace," he said.

"We're asking our dealers to refocus their emphasis on providing after-sale service. And not simply service for John Deere brands, but for all products — universal service — regardless of brand name," said Rostvold. "We believe the concept of universal service represents a major growth opportunity for John Deere and its dealer organization."

Deere is encouraging its dealers to sign up for the division's Private Label Service Center program, an effort to establish conveniently located outlets that will service all brands.

Rostvold also told reporters that the division is:

- ▶ expanding its Ready to Mow program, a mobile, at-home service concept launched in 70 markets last year with plans to expand into 300 markets in 2000. So far, most of its focus has been toward maintaining consumer equipment, but expect Deere's equipment maintenance vans to start visit-



ing landscapers soon, too.

- ▶ ramping up its manufacturing capabilities. Within the last five years, the division has

expanded its capacity with facilities in Raleigh, NC and Knoxville, TN. The Williamsburg, VA plant for manufacturing Deere utility vehicles will open in 2000.

- ▶ beefing up its web site — [www.deere.com](http://www.deere.com) — more comprehensive and interactive. "The internet is a vital part of our future whether we use e-commerce to inform customers or sell products to them," said Rostvold.

## SDS training debuts at PLCAA event

**TAMPA, FL** — How much is not having an effective training program costing you? Can you really compete in 2000 without skills development? If these questions apply to your operation, the new Skills Development Series (SDS) sponsored by American Cyanamid and Landscape Management, and endorsed by PLCAA, may be your solution.

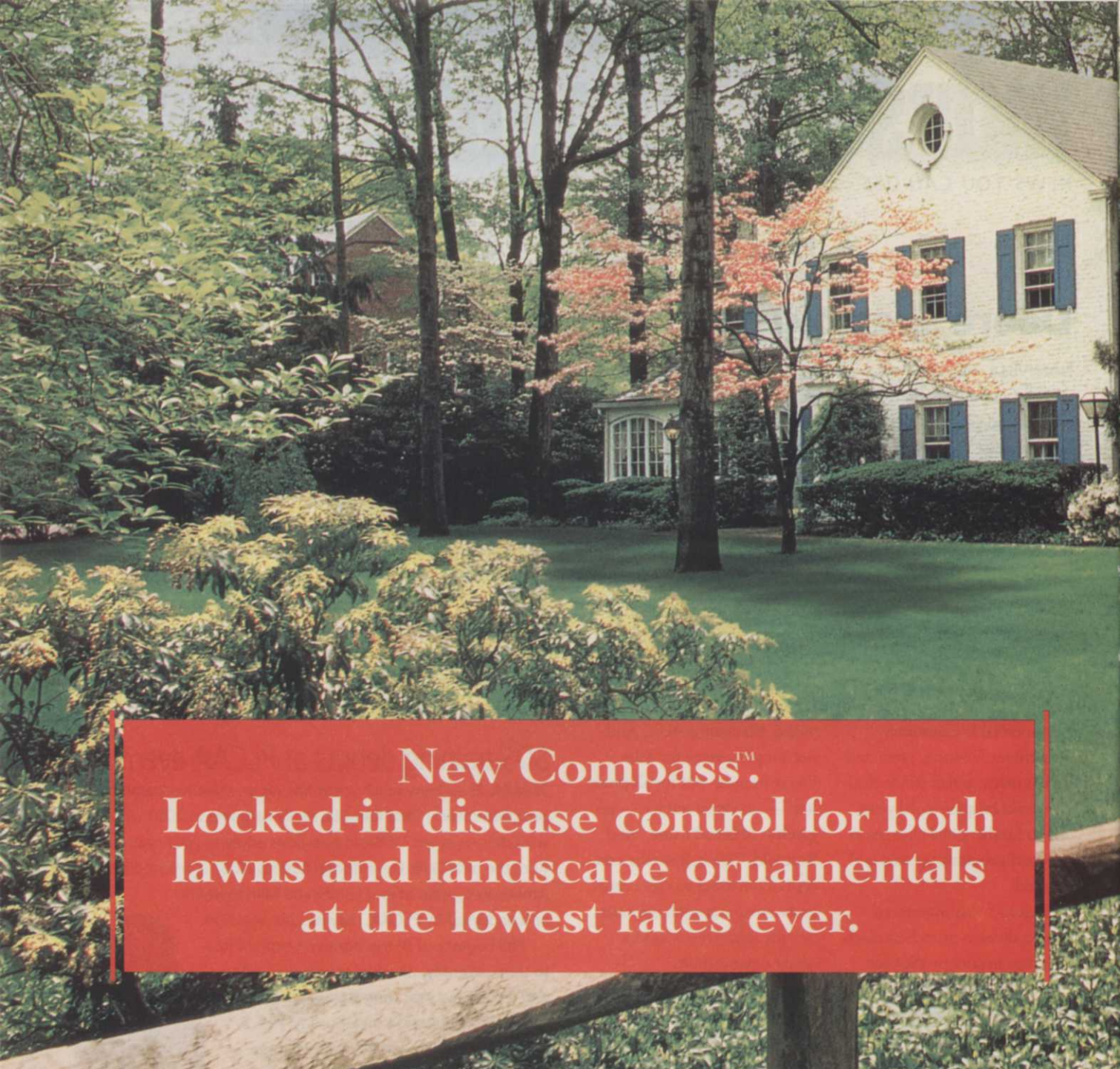
Phil Fogarty of JP Horizons will explore how to think critically, develop employees' skills and establish a year-long training program at an orientation session on Saturday, Feb. 5, immediately following PLCAA's Management Conference in Tampa. SDS combines an interactive Web site, team competition and ongoing feedback and consultation to build employee skills.

"Anybody can be trained to use a trimmer in just a short time, but what about when that person comes in contact with a customer?" asks Fogarty. "Can that person adequately inform the customer about other services you offer?"

Tampa attendees can sign on at the orientation program. For information, contact PLCAA at 800/458-3466. Both sponsors are offering incentives for those joining SDS, including a copy of the *Landscape Management Handbook*, a subscription to *TurfGrass Trends* and more.

A second SDS orientation session will be held Saturday, Feb. 12 in the Cincinnati, OH area. For more information on attending this session, contact JP Horizons at 440/254-8211.





**New Compass™.**  
**Locked-in disease control for both  
lawns and landscape ornamentals  
at the lowest rates ever.**

**New Compass controls  
Brown Patch, Leaf Spot,  
Gray Leaf Spot, Red Thread,  
Rust, and more.**

Effective for all turf areas and all species, Compass fungicide delivers the value of a contact, the power of a systemic. In fact, it's the best Brown Patch value ever developed. Compass also goes on to control important

ornamental diseases, such as Apple Scab on crabapple and flowering cherry trees.

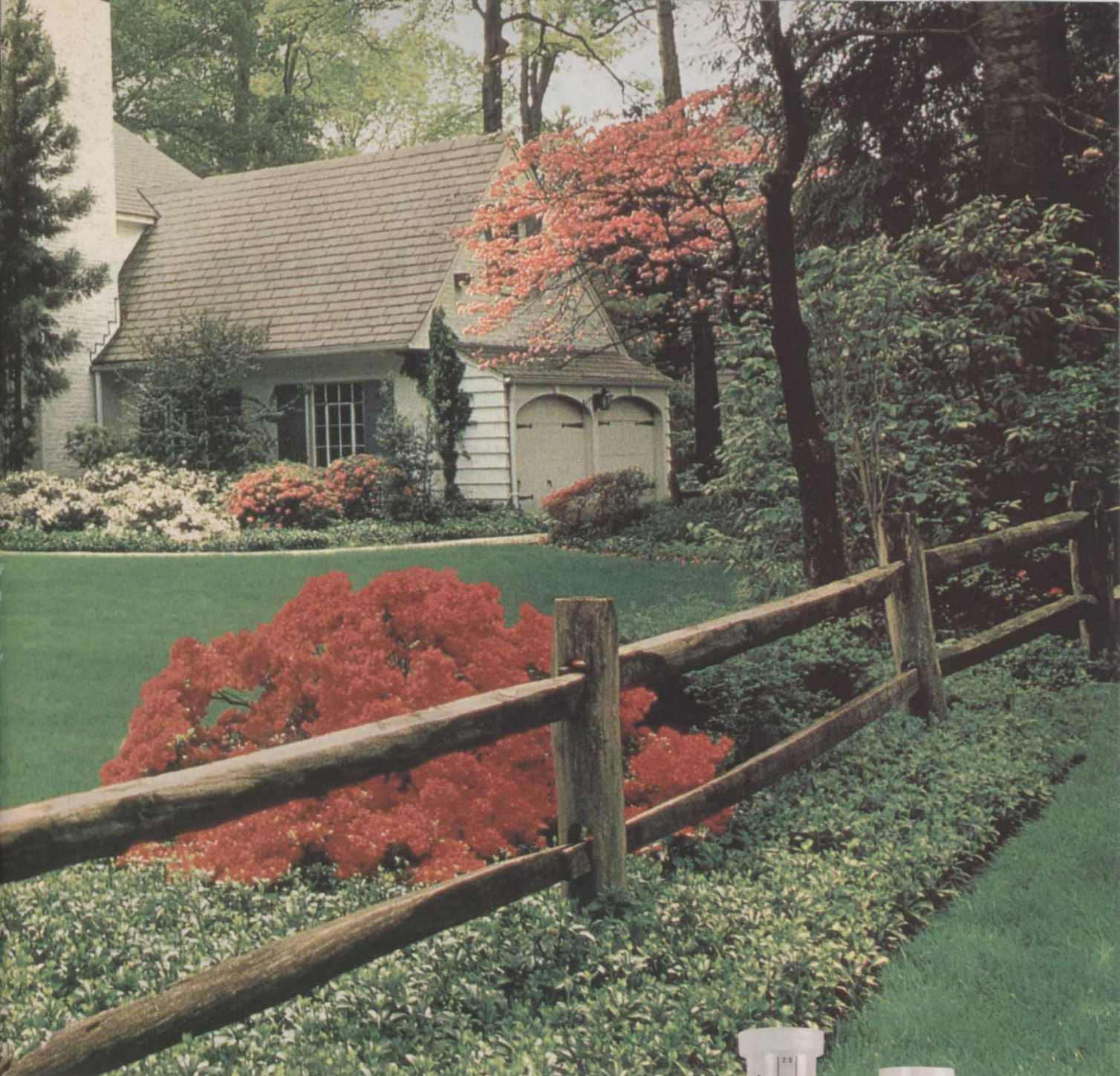
**Compass gives you preventive  
and curative options.**

Compass delivers the highest efficacy against Brown Patch and a broad spectrum of diseases at the lowest use rates ever. One pound of

Compass at 0.15 oz/1,000 sq. ft. rate covers 2.45 acres of turf.

**New technology,  
yet competitively priced.**

With unique mesostemic power, Compass delivers locked in, broad spectrum control at a price you can afford.



**Just in time, a reduced-risk fungicide that is environmentally sound.**

Compass has been classified as reduced-risk. So you can use it with confidence.

**Mesostemic power ensures locked-in, rainfast disease control up to 28 days.**

Compass securely locks into



the plant surface due to its high affinity with the surface. Forming a protective reservoir of fungicide on the plant surface, it resists washing off, thus ensuring long-lasting disease control.

Important: Always read and follow label instructions before purchasing or using these products. ©1999 Novartis Crop Protection, Inc., Turf & Ornamental Products, Greensboro, NC 27419. Compass™ and the Novartis logo are trademarks of Novartis.



[www.cp.us.novartis.com](http://www.cp.us.novartis.com)



## Merger forms largest ag-chem business in world

**BASEL, SWITZERLAND** – AstraZeneca PLC, the Anglo-Swedish pharmaceutical company, and Swiss drug giant Novartis AG have unveiled a merger and spinoff of their agricultural-chemical business.

The merger, which is still waiting for shareholder and regulatory approval, will be spun off and combined into a new, separately traded concern called Syngenta. Syngenta would be the biggest agrochemical business in the world, with sales of \$7.9 billion. It would have a potential stock market value of \$15 to \$20 billion.

"We chose to combine with AstraZeneca because it has the ideal complement to our product portfolio, a good global presence and good research and development platform," says Kay Carter, spokeswoman for Novartis.

Ed Ready, manager of environmental affairs for AstraZeneca, elaborated on the advantage gained in the research and development department. "It's enormously expensive to bring new pesticides to the market. If you don't have a big enough company that generates enough sales revenue, you can't play in this game," he says.

Ready also said that the merger will not only create the largest ag-chem business in the world but the only one that is free-standing. "In other companies, strategic decisions have to be made regarding different

parts of the company. We will be able to make those decisions without worrying about how they will affect, say, the pharmaceuticals division."

The Novartis-AstraZeneca move is likely to trigger further consolidation within the \$30 billion-a-year agrochemical in-

dustry. Novartis itself is the product of a 1997 merger between Ciba and Sandoz. Using that particular merger as an example, Carter doesn't feel that being large means less customer service. "In 1997, we became one of the largest crop protection companies in the

world," she says. "So we're already large, and, if you look at our record, our customers rank us as number one. We've never lost that position, and I don't think that will happen with Syngenta."

-Jason Stahl

## People & companies



**Valley Crest** promoted **Neville Laatsch** to vice president and

branch manager of its Water Features and Theming Division.

**David Heegard** has joined **Pursell Technologies** as director of professional sales. The company also



named **Tim Lacy** as director of customer and facility development.

**John Bresnahan** has joined **AgriBioTech** as technical sales representative for its ABT/Woburn, MA facility.

For the third straight year, **CMX Group** has been ranked among the top en-

gineering firms of the Southwest by Southwest Contractor Magazine.

**Roger Rew** has been named as **LasTec's** new plant manager.

**Roots Inc.** promoted **Ed Long** to vice president of sales for Independent Distributors, USA. **Jim Hughes** has been named as West Coast territory manager.

**Aquascape Designs**, which launched a national mail order business selling professional pond kits to contractors and retailers, has been named one of the fastest-growing companies in the country by Inc. magazine.

**The Pavestone Company** recently opened two new manufacturing facilities in Chattanooga, TN, and San Marcos, TX. The company now has 10 manufacturing facilities and over 700 employees serving 33 states.

**Jo Layman** has joined **GreenScapes** of Columbus, OH as production specialist in customer service and maintenance. **Angie Mounts** also joined the company as customer service representative. Promotions at the company include **Adam Shirkey** to landscape foreman, **David Haberman** to maintenance foreman, **Jerry Klusty** to assistant production manager and **Teri Pace** to assistant nursery manager.

**Toro/Irritrol Systems** promoted **Mike Ochoa** to senior marketing manager of Irritrol Systems. **Brad White** was promoted to national specification sales manager, **Steve Snow** to director of sales and marketing, golf, **Rex Dixon** to director of sales and marketing, Irritrol Systems, and **Dirk Lenie** to director of sales and marketing, Toro res/com.

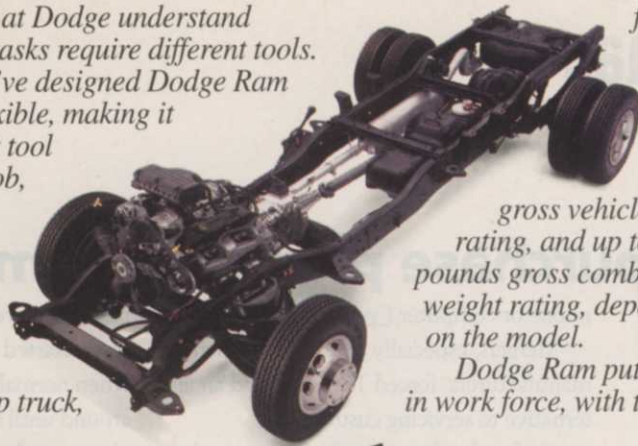




The people at Dodge understand different tasks require different tools. So they've designed Dodge Ram to be flexible, making it the right tool for the job,

whichever the job. And Ram doesn't walk away from hard work. In fact, Ram Pickups are the longest-lasting pickups on the road.\*

From pickup to dump truck,



from wrecker to stake truck to flatbed utility, Ram's frame was designed to handle a seriously heavy work load. You get up to 11,000 pounds gross vehicle weight rating, and up to 20,000 pounds gross combination weight rating, depending on the model.

Dodge Ram put the force in work force, with the legendary



# Labor leaders.



Magnum® engine lineup. Optional engines include two proven workhorse V-8s, plus the most powerful V-10 in a

full-size pickup. Ram also offers an absolute diesel monster: the 24-valve Cummins Turbo engine with 460 lb-ft of torque.

Yet for all its strength Ram shows a soft side, with options like a six-way



power driver seat, leather trim, and fold-down business console. In the midst of a busy day, they can help you take some of the load off.

Our On The Job program can help lighten the burden for qualified commercial



customers. It offers a choice of special cash allowances, or select upfit packages.\*\* We also offer flexible lease options that allow customers to tailor-make a deal based on individual needs.

Dodge Ram. A strong choice for labor.

Dodge Ram  Different.

Call toll-free 1-877-ON-THE-JOB or visit [www.4adodge.com](http://www.4adodge.com)

\*Based on percentage of 7/89-7/98 new pickup registrations still registered on 7/1/98. Data source: The Polk Company. \*\*Upfitters are solely responsible for after-market modifications and equipment. Always use seat belts. Remember a backseat is the safest place for children. Properly secure all cargo.

## Turfco's direct purchase plan starts smoothly

MINNEAPOLIS, MN — Commercial maintenance professionals can buy equipment from Turfco Mfg. without going through dealers, thanks to a new direct purchase program started this past November.

The program was born out of the loss of dealers to consolidation and the need to get new products out to end users rapidly.

"Turfco has introduced 12 new products to the market just in the past seven years. Yet, the 'mainline' dealer operations focus most of their efforts on their primary product lines, so 'short line' and specialty products tend to get lost in the shuffle," says President George Kincaid.

Now, customers can get products, repair parts and answers much faster via tele-

phone or computer ([www.turfco.com](http://www.turfco.com)).

Mergers, especially among equipment manufacturers, forced Turfco to find an alternative to servicing customers.

So far, the direct purchase program has been running smoothly, says Kincaid.

"Things are going as planned and our ex-

pectations are being exceeded. We've already started selling products this winter when normally those sales didn't come around until spring. That shows that people are ready to buy and that the market is ready for this type of program."

-Jason Stahl

## Info Center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

**THREE LEADING GUIDES . . .** produced by the Professional Grounds Management Society can be purchased singly or together in a three-ring vinyl binder. Included in the package is the "Grounds Estimating Guide," "Grounds Maintenance Management Guidelines" and the "Grounds Management Forms and Job Descriptions Guide." Contact the PGMS at 410/584-9754 or log on to [www.PGMS.org](http://www.PGMS.org).

## The Eye of the Storm



At last, an economical controller series offering the same features as the most expensive units. The Storm Series controllers from Buckner by Storm are available in 6, 9 and 12-station indoor and outdoor models. For a complete list of features, contact your local Buckner by Storm distributor or visit our web site at [www.bucknerirrigation.com](http://www.bucknerirrigation.com).

- 4 Programs • 4 Start Times
- Y2K Compliant • Program Review
- Day-Off Feature
- Audible Fault Alarm
- Monthly % Adjustment
- 0 - 300% Water Adjustment
- 3 Year Warranty



Buckner by Storm 4381 N. Brawley Ave., Fresno, CA 93722 (800) 328-4469 fax (800) 997-0500

Circle 113

## Ferris acquired by Simplicity

**PORT WASHINGTON, WI** — In a move designed to take advantage of each company's unique market niche, Simplicity Manufacturing Inc. purchased Ferris Industries, Munnsville, NY, in early December. Simplicity's operations in the consumer mowing sector can now expand into the commercial side with Ferris' products.

According to David Ferris, chairman of Ferris, the company's new riding mowers with independent suspension have spurred demand and requirements for stepped-up production capacity that were problematic for the 120-employee firm. "These opportunities led to our decision to partner with a firm such as Simplicity that could provide the capital and management necessary to accelerate the product development and manufacturing modernization programs planned for the near future," he said.

Jim Wier, Simplicity's president, noted the acquisition will expand the product offering for Simplicity's network of dealers throughout the United States. He said Simplicity will continue to market commercial mowers under the Ferris name. For more information, visit [www.simplicitymfg.com](http://www.simplicitymfg.com).



**[CLIPPINGS]**

### Requesting quiet

**BETHESDA, MD** — Directors of the Portable Power Equipment Manufacturers Association passed a resolution asking all leaf blower manufacturers to label blowers with their sound levels. The resolution says that noise will be measured by the revised ANSI B 175.2 standard which, it's hoped, removes some of the variables that hampered previous labeling initiatives.

### Zeneca out-sources research

**WILMINGTON, DE** — Cambridge Discovery Chemistry, formerly a wholly owned subsidiary of Oxford Molecular Group and Zeneca Agrochemicals, will take over responsibility for Zeneca's chemistry research facility at its R&D Center in Richmond, CA.

## VW&R Will Be There with The Supplies and Expertise You Need— No Matter How Difficult Your Growing Conditions!

- Growing a team of expert professionals who understand your green industry and pest control needs.
- VW&R is a full-service distributor for the green industry.
- Supplying the products that you need for weeds, diseases and insects.
- Over 65 U.S. locations.



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*We understand that failure is not an option for our customers*

# Hot new products for 2000

**Looking for new products or ideas to save time, labor and add services? These are sure to have an impact on how you run your operations**

BY LM'S STAFF

## **Track with heart**

The Hinowa TrackMaster won't take the place of a skid steer loader in big jobs, but it can save lots of labor in many landscaping tasks, especially those with a tight fit.



This imported unit has a retractable track system that reduces its width down to only 30 in., small enough to fit through gates. Less weight and minimum ground pressure dispersed evenly over the track system means the unit is less likely to damage lawns or other prepared surfaces.

Attachments include a self-loading dumper bed, spray kit, mini-excavator kit, cement mixer and leveling blade.

Mertz Inc., Ponca City, OK, is distributor. Call 800/654-6433 or visit the Web at [www.mertzok.com/](http://www.mertzok.com/) Circle no. 228

## **Franchised irrigation**

Michigan-based Spartan Irrigation Inc. offers a program to help landscape contractors add irrigation to their service menus. The target market is residential and light commercial turf irrigation.

"We envision green industry service providers adding irrigation services as a value-added service, and thereby strengthening their existing customer relationships. We further envision a franchised opportunity as being the best vehicle to accomplish this goal," said the company.

Call Spartan Irrigation at 800/331-1746 or E-mail: [info@spartanirrigation.com/](mailto:info@spartanirrigation.com/) Circle no. 229

### Bobcatting in style

My oh my, how today's Bobcat Loaders differ from the first units 40 years ago — full-suspension seats, heating/ventilation systems, dome lights, an electrical outlet for cell phones or other accessories. Operator comfort and safety is featured in the new Bobcat G series loaders. Check out



the deluxe instrument panel on the G-series loaders.

For more information, call 701/241-8740; E-mail: [infocenter@bobcat.com](mailto:infocenter@bobcat.com); see the Web site [www.bobcat.com](http://www.bobcat.com)/ Circle no. 230

### Eye of the storm

Buckner's new Storm Series Controllers are packed with the power and flexibility of high-end commercial controllers. The display screen is large for easy reading. There is both dial and button programming, and a detachable slideout facepack has a nonvolatile memory. The controllers are available in 6-, 9- and 12-station indoor and outdoor models with four programs, four start times, day-off feature, audible fault alarm, monthly percent adjustment and program review to 300% water adjustment. Contact Buckner by Storm at 800/328-4469/ Circle no. 231

### Easy to learn Dingo tracker

The new Dingo TX compact utility loader from Toro measures only 34.5 in. wide and is able to fit through 36-in. gates where



only human laborers could go before. One hand controls the traction drive while the other controls bucket and loader functions. The walk-behind unit offers a wide choice of attachments. Toro's new dedicated track drive gives it power and low ground pressure, allowing for minimal turf damage.

For more information contact Toro at 800-476-9673; [www.toro.com](http://www.toro.com)/ Circle no. 232

### Light as a feather trimmer

RedMax's new professional string trimmer features a stronger, lightweight composite tube. It also meets California CARB II and EPA standards for 2000 with RedMax's Strato Charged Air Head engine. The new 25.4-cc, two-cycle engine weighs less and is 30% more fuel efficient, RedMax says. An ergonomically designed loop handle is positioned on the shaft for optimum balance and reduced operator fatigue.

Call RedMax at 800/291-8251, ext. 29/ Circle no. 233

### Goodbye, geese

Flight Control™ promises to solve geese problems around office and commercial complexes, athletic fields, recreational facilities, residential areas, parks and golf courses. Distributed by Lesco, it works in two ways: it gives a visual warning since geese see the compound in the ultraviolet light spectrum, and it also gives an anti-feedant warning since geese have a strong gut reaction if they eat treated turf. Flight Control says it is naturally occurring and is not harmful to plants, mam-

mals or birds when used properly. It mixes with water. Apply with standard spray equipment.

Contact Lesco at 800/321-5325/ Circle no. 234

### For happier soils

Niftier than French toast on a stick, Planet Green's concentrated pelletized compost improves the health of soils by increasing their organic content and raising the activity of beneficial microbes. The dried product is lightweight and is easy to apply with a conventional drop or broadcast spreader. The pelletized product, made from mushroom waste, provides a consistent 2-3-3 analysis with 6% calcium and 1% iron.

The pellets are available in 33-lb., 50-lb. and 1,000-lb. bulk sacks from West Grove, PA. Call 888/425-2827 or see the Web site [www.planetgreen.com](http://www.planetgreen.com)/ Circle no. 235

### Easy home fertigation

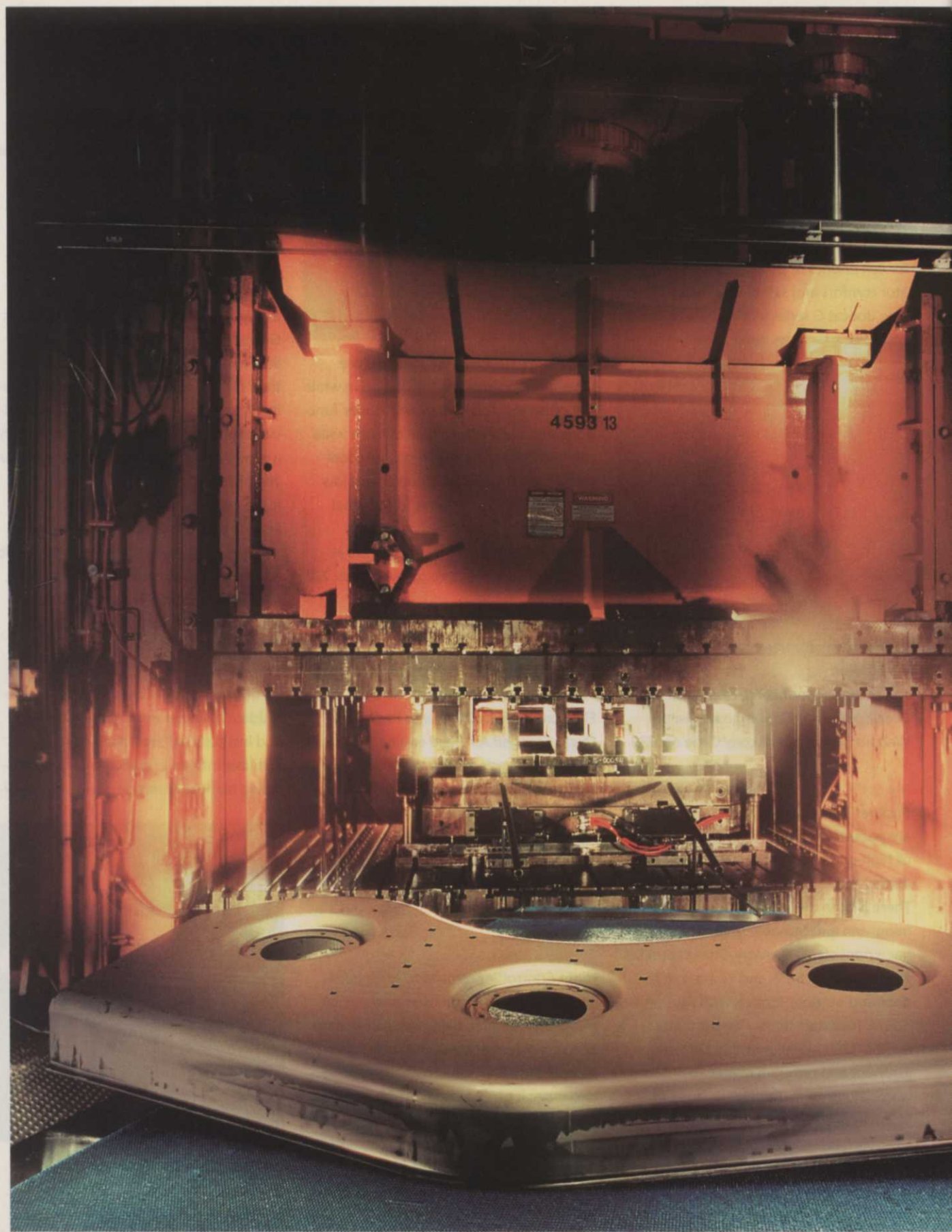
FertiGator's fertigation system is ideal for residential lawns and small commercial and institutional sites. It injects a liquid fertilizer into an irrigation mainline, providing blanket coverage of nutrient-bearing



ing water over all the areas reached by sprinklers.

Ned Lips, CEO of FertiGator Inc., says

*continued on page 30*



**7IRON** Its inspiration was the passion to build the best. Four years and four million pounds of pressure later, it's finally ready. Introducing the 7-Iron™ mower deck from John Deere. Stamped from a single sheet of incredibly thick 7-gauge (.177 inch) steel, in the industry's largest press, its perfectly smooth and impossibly strong shell (shown to the left) has no welds to break, or irregular



areas to catch clippings. A full-length front baffle **A** eliminates any dead space and brushes grass into an ideal vertical position. An almost unimaginable depth (5.75 inches at maximum **B**) creates a superior vacuum in which to cut. A multi-step electrostatic paint

## A diamond isn't the only thing formed by tons of pressure.

process (impressive for the automotive industry, let alone mowing) guards against rust. While features such as a rubber deflector shield and aluminum spindle hubs further prove its engineering excellence. (Rubber is more flexible than steel, and aluminum die casting more precise.) Available in 48-, 54-, and 60-inch widths, and only from your local John Deere dealer, the 7-Iron deck is simply the best



in the world. To see for yourself, call 1-800-537-8233 or visit [www.deere.com](http://www.deere.com) for a dealer near you.

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# hot new products

continued from page 27

his system is the first residential application of this technology that allows true metering of fertilizer by zone. "This is a significant breakthrough in lawn treatment, since different areas of the yard often require different levels of fertilizer," he said. The 1-lb. unit itself is small — only 7 in. long.

Contact Fertigator at 314/821-5858; Web site: [www.fertigator.com/](http://www.fertigator.com/) Circle no. 236

## Hauls lots of stuff

Save your back, or your crew's backs. If you regularly move a lot of landscape material, check out the Haulzall. Weighing 450 lbs., this brute can carry 800 lbs. of material up a 20° incline. A choice of



Honda's 5- or 5.5-hp engines move the unit at a comfortable walking speed. A 360° rear swivel wheel gives the Haulzall more maneuverability. Attachments include a flat bed, dolly, trailer hitch, snow blade and hydraulic lift-dump cylinder.

The Foster Mfg. Corp., Racine, WI, can give you more details at 414/633-7073/ Circle no. 237

## The world isn't flat

If every property you mowed was flat, you wouldn't need the DewEze All Terrain Mower 725. While this rear-discharge rotary rider does just fine on flat areas, the two halves of the 72-in. deck float independently to handle uneven terrain. Hy-

draulics control the leveling, steering, blade drives and wheel motors, eliminating the need for belts. Automatic self leveling keeps the operator, the 25hp Kohler engine and controls vertical up to 30°.

Contact DewEze Manufacturing, Harper, KS, 316/896-7381; Web address: [www.deweze.com/](http://www.deweze.com/) Circle no. 238

## Get a grip

Ski Landscape says that "The Pincher" can load and unload trees with safety and precision in half the time it takes forks or buckets to do the same job. It transports



one to three trees to predug holes and releases, regrips, sets and holds the trees as one groundsman backfills to stabilize. Release to open the paddles, skid back and forth to backfill the hole, finish by hand and proceed to the next tree. "The Pincher" features same side load and unload from trucks and flatbeds. A hydraulic hose is included, but hydraulic quick couplers are not.

Call Ski Landscape at 317/897-5885/ Circle no. 239

## High-horsepower tractors

Tractors in Kubota's new B-Series line feature hydraulic and transmission systems redesigned for better performance and increased durability. Features on the Standard B7400 and B7500 include four-wheel drive, full-open hood and liquid-cooled E-TVCS diesel engines. Kubota says that the Premier B2710 and B2910



models now have the highest rated horsepower numbers in their class. The full-open hood, along with a double-element air cleaner, are designed for trouble-free operation and minimal maintenance.

Contact Kubota at 888/4KUBOTA, ext. 900.; [www.kubota.com/](http://www.kubota.com/) Circle no. 240

## Liquid-cooled mower engine

The new vertical-shaft, twin-cylinder Kohler Aegis engines combine a liquid-



cooling design, heavy-duty air filtration system and other features of the air-cooled Command series. Kohler says that its Aegis engines have greater displacements than competitive liquid-cooled models at each horsepower. The engines will be available at 17hp, 20hp and 23hp.

For more information contact Kohler at 920/457-4441; [www.kohlerco.com/](http://www.kohlerco.com/) Circle no. 241

continued on page 32



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# hot new products

continued from page 30

## Get lit

Ready to make the plunge into the night? Nite Time Decor Elegant Landscape Lighting provides contractors with everything necessary to give clients year-round landscape lighting. The Nite Time Decor franchise package includes operation manuals, product and uniforms, quick start marketing kit, three-day training seminar, continued toll free phone support and over \$3,200 in supplies and tools.

Contact Nite Time Decor at 877/552-4242; [www.christmasdecor.net/](http://www.christmasdecor.net/) Circle no. 242

## Mulch like a maniac

Earth & Turf's front mount attachment for the Mulchcat cuts the time and effort needed to mulch ornamental landscape



beds. It attaches to the John Deere 900 and 1100 series mowers and has a 3/4 cu. yd. capacity. The high-torque, 12-volt electric motor with switch allows the operator to regulate mulch flow from the tractor seat. Two agitators loosen the material as the mulch is discharged from the unit, then windrowed inside the edge of the bed.

Call Earth & Turf at 888/693-2638/ Circle no. 243

## Mowing by robot

Husqvarna's Auto Mower may not replace you, but should be popular with those looking for low-maintenance mowing. A built-in circuit board with a microprocessor and a wire loop are its brains. The wire loop forms the outer boundary of the



area to be cut, much like an invisible fence for pets. The mower moves in a random pattern, and changes directions if it hits a solid object. Husqvarna says it improves soil conditions since it cuts grass into tiny pieces that disintegrate. To deter theft, it is switched on with a personal code and has a built-in theft alarm.

For more information contact Husqvarna at 704/597-5000; [www.husqvarna.com/](http://www.husqvarna.com/) Circle no. 244

## Gotcha, suckas!

Endeavor insecticide from Novartis has translaminar activity that enables its active ingredient to penetrate the leaf and form a reservoir inside the plant tissue, providing extended residual control of aphids and whiteflies in ornamentals. Endeavor affects the insects' sucking mechanism to stop them from feeding. By disabling the insect's sucking mechanism, it also stops secretion of honeydew and the transmission of persistent viruses.

For more information contact Novartis Crop Protection at 336/632-6000; [www.cp.us.novartis.com/](http://www.cp.us.novartis.com/) Circle no. 245

## Snowplows with panache

Snowman Snowplow has two new models: the 70+SC (single cylinder) for commercial use with full-size 1/2- and 3/4-ton FWD trucks, and the 60LD for two- and 4WD trucks and some SUVs. The adjustable arms, adjustable mounting, powder coat finish, receiver hitch series and spring trip action make it really useful.

Snowman says its plows eliminate back dragging and turnaround and, when used with conventional front-mount plows, can cut snow removal time by 2/3. Accessories include hay bale mover, plow stand, flood lights and two styles of wings.

Contact Snowman at 888/766-6267/ Circle no. 246

## New postemergent controls

TopPro Specialties' new herbicide, Drive 75DR, has postemergence activity. The company says its new herbicide does the work of two products, controlling both broadleaf weeds and grasses — including clover, dandelion and crabgrass — with postemergent control plus residual soil activity. Drive will not reduce root length, strength or mass, nor will it reduce turf stand or quality. A variety of turfgrasses can be reseeded or sprigged any time before or after application.

Call TopPro Specialties at 800/451-8461/ Circle no. 247

## Spraying, spreading made easy

Why get tired, sore feet when you can ride? The Ride-On Sprayer Spreader treats 100,000 sq. ft. per hour and hugs hills, Perma-Green Supreme says. Features include hydraulic brakes, a 6-hp Robin Subaru engine and wide-angle spray nozzles where air is inducted to reduce drift.

Contact Perma-Green Supreme at 800/346-2001/ Circle no. 248

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# A MOUNTAIN OF A TASK

**John Van Etten's job is to keep the grounds beautiful at Mohonk Mountain Resort, but the deer don't care**

BY JAMES E. GUYETTE/ CONTRIBUTING EDITOR

**G**rounds Superintendent John Van Etten oversees multiple tasks at Mohonk Mountain Resort high above the Hudson River Valley, about 90 minutes from New York City.

In addition to overseeing design and horticultural maintenance, along with nursery and greenhouse production, he supervises a busy

◀ Left, the 130-year-old Mohonk Mountain Resort is located in the Hudson River Valley, about a 90 minute drive north of New York City.

▶ Right, John Van Etten uses organic gardening to create beauty.

▼ Below, the Show Garden is planted in one day, about 23,000 seedlings.

retail operation, presents educational programs and dispenses advice worldwide as an expert on deer-resistant plant material. He accomplishes all of this while also executing an ever-evolving integrated pest management program at the resort's grounds.

"I'm responsible for 500 acres, and it's managed closely with IPM," says Van Etten, who graduated from Ulster College in New York with a degree in horticulture. "We uphold strong environmental ideals. Our core garden area — which encompasses 15 acres with over 60,000 plants — is entirely organic, and, in our Show Garden, we show people that you can successfully garden organically."

The resort's formal flower garden is over three acres. It's a showcase of heirloom roses, perennials, rustic vine-covered arbors as well as formal cutting gardens. The grounds also include two aquatic gardens, and herb, rock and Alpine gardens. Van Etten's crew also mows 65 acres of turf on the resort's century-old, nine-hole golf course (Scottish design), plus maintaining a 20,000-sq.-ft. bentgrass putting green and regulation lawn bowling and croquet courts.

Situated on top of a small mountain, the resort presents a mowing challenge for Van Etten's crew members, which varies from eight to 25 seasonally. They have to carry a small mower up to some sites. "We have access to some of our terraced gardens and sunken gardens only by steps and bridges. And that's all on foot," says Van Etten.

His crew uses eight Toro rotary and reel mowers and a John Deere aerator to maintain the grounds. They must work around activities at the resort. "We look at our tournament schedules and try to fill in the blanks.

We're always aerating our lawns, and we topdress them with compost that we make on site," he adds.

The 130-year-old Mohonk Mountain Resort has been designated as a National Historic Landmark.

The Mountain House itself is a turreted, seven-story Victorian castle. It was built between 1879 and 1910 and has 261 guest rooms, many with fireplaces and balconies and all graced with fresh flowers grown by Van Etten and his staff. The property also has 128 summer houses constructed from turn-of-the-century chestnut and native red cedar. The summer houses are rustic but comfortable. No two of the gazebo-like structures are the same.



Van Etten started as a grounds foreman with Mohonk 14 years ago. He says he's acquired much of his understanding of organic gardening and IPM by his day-to-day work on the grounds.

And, he gets plenty of opportunity to practice what he preaches. The one-day planting of the three-acre Show Garden is another annual tradition at the resort. Last June 1, he and his crew planted 23,000 seedlings representing 200 different flower varieties. Over the next three days, the 16 workers also put out another 37,000 seedlings in other beds and borders.

The plants were sprayed with Deer-Away repellent to prevent the deer from eating them. "Our largest problem so far is our native deer population," says Van Etten. Not surprisingly, he's researched and experimented with ways to keep them from destroying the resort's stunning beds and grounds. The four-page list of plant material that the deer don't like helps him create landscapes that resist damage. Requests from other homeowners and grounds managers has kept Van Etten busy answering requests. "Everybody, it seems, has deer problems," he says. To date, he's sent out over 30,000 copies of his list.

"They (the deer) least prefer plants that have gray foliage," he says. "This has to do with the chemical compounds that make up the coloring and pigmentation of the plants."

But deer don't occupy all of his thoughts. His latest project is a Victorian maze that he designed and installed last summer. With 268 eight-foot-tall arbor vitae, the maze covers 7,500 sq. ft. and provides a healthy challenge for resort guests. **LM**



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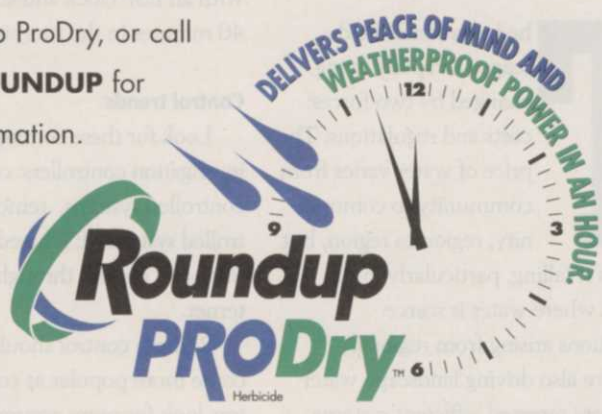
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# Control gets 'smart'

**Regulations and high costs are forcing many irrigators to use water more efficiently. One solution? Take advantage of 'smart' controllers**

BY TOM MENTZER

**T**he irrigation of landscapes is rapidly being changed by two forces: costs and regulations. The price of water varies from community to community, region to region, but nowhere is it falling, particularly in the Southwest where water is scarce.

Regulations arising from regional droughts are also driving landscape water users to more targeted, efficient systems. "We realized long ago that water restrictions were going to become more and more of an issue across the country," says Keith Shepersky, a product manager for Rain Bird.

## The 'brains' behind irrigation

The biggest advances in irrigation technology are taking place on irrigation system controllers. The brain of any system is its controller. It has evolved from motorized master hydraulic valves that powered a series of pressurized valves to electromechanical clocks and, most recently, to micro-computer-based clocks.

Jeff Banghart, owner of Controlled Rain, Omaha, NB, feels the newer controllers' ability to manage multiple zones and programs has been the biggest improvement in the product's evolution.

"More and more people have landscape zones around their houses. We can program the controller to water the shrubs, flowers and syringe the yard late in the day," he says. "If it gets real hot, people want to run the system for 10 minutes to cool off the grass. You can do that with an ESP clock and still water 40 minutes in the morning."

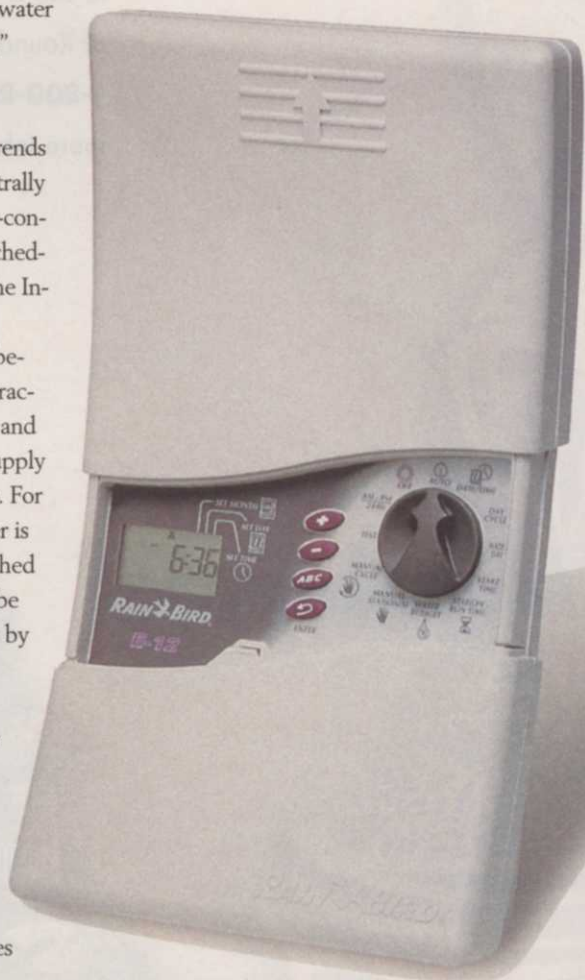
## Control trends

Look for these coming trends in irrigation controllers: centrally controlled systems, remote-controlled systems, ET-based scheduling and control through the Internet.

Remote control should become more popular as contractors look for more accurate and timely ways for clients to supply their landscapes with water. For example, even if a controller is locked in a client's storage shed or garage, a contractor will be able to access the controller by simply typing in an access code from a laptop computer or remote transmitter in his or her truck. The contractor can then perform any number of tasks: troubleshooting, winter system blowout, spring start-up or other types

of general maintenance.

The concept of on-site remote control might eventually evolve into centralized, computer-based control using a GPS satellite, fiber optics or modem. Contractors could use a computer in their office to run, test and troubleshoot as many as 200 different sites. Similar to systems already being used on golf courses, centralized controllers could be connected to a weather station to monitor natural precipitation, evapotranspiration rates, and heat







and wind to make adjustments to the irrigation programs at individual sites.

#### Pinpoint systems

How quickly these technologies become popular is anybody's guess, but they're on the way, just like drip systems were less than a generation ago. Primarily used to deliver water to plantings in landscaped areas, drip systems are now commonplace in southern California and the Southwest. They allow water to be measured in terms of "gallons per hour" instead of "gallons per minute," but can still keep plantings lush while reducing the overall amount of water used. They accomplish this by pinpoint watering at the root ball of the plant.

Battery-powered controllers will continue to rise in popularity because they are ideal for sites where AC power is restricted or unavailable. Already in use, these types of controllers use a single 9-volt battery to power one to four valves and can maintain fairly complicated systems.

#### Controller trends to watch:

- ▶ Centrally controlled systems;
- ▶ Remote-controlled systems;
- ▶ ET-based scheduling;
- ▶ Control through the Internet.

In fact, today's controllers offer many features that make irrigation more efficient and user-friendly. These include super capacitors which hold the controller's program memory for up to 30 hours in the event of a power outage and diagnostic circuit breakers to detect shorts in the wiring. The circuit breakers can sense when a solenoid, connector or valve wire short circuits. Instead of popping a fuse, which would cause the entire controller to stop, it de-

etects which zone or station has had the short. It then "jumps" over it in the irrigation program and continues to water all other operable zones.

Just as the humble typewriter was updated and eventually replaced by the personal computer, so too have controllers changed to keep up with the newest technologies, client preferences and government regulations. **LM**

*The author has written on landscape topics for several years.*

## Don't do this to your controller

Though technology has changed the irrigation controller since the first models appeared on the scene, the long-standing loyalty that contractors have for electromechanical clocks is understandable. They are rugged and fairly simple to program and service without help.

John Joseph, owner of Joseph Irrigation, Tampa Bay, FL, claims that a controller belonging to the Tampa Parks and Recreation Center continues to operate after surviving a burglary, lightning strike and run-in with a police car all in the same incident. Here's how it happened:

Joseph says that a burglar broke into the center during a storm. A surge from a lightning bolt blew the controller off the wall and into the burglar's hands. A few seconds after the alarm went off, he ran out of the building with the controller, threw it in his car and fled the scene.

The police gave chase, hitting the burglar's car and spun it out of control. As the car was spinning, the controller flew out and was hit by the police car. After the burglar was apprehended, the controller was recovered, returned to the center, given a fresh coat of paint and reinstalled. It's still in operation today.

David Raber, owner of Rainbow Irrigation, Bristol, IN, described how he and his wife watched their home get leveled by a tornado in 1980. "One of the items found in the debris was the Rain Bird automatic sprinkler controller, Model RC-7, that I installed in 1976," he said. "I installed it when our home was rebuilt and it still controls my system today."



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# Demo that mower first



**Mowing managers say that price is important, but not as important as durability, serviceability and dealer support**

BY DAVID WALKER JR.

**S**ome of the considerations that contractors take into account when purchasing new lawn mowing equipment include price and quality of cut. But, there are others, and to find out what they are, we asked the pros who operate mowers, the mechanics who service them and the owners and key managers who buy them.

Several clear-cut trends emerged in the course of our not-so-scientific investigation. They include: the significance of properly 'demo-ing' equipment and the consolidation of vendors and employee retention.

#### Try before you buy

For Dave Bradford, a horticulturist with Landscape Services, Birmingham, AL, getting a chance to demo a piece of equipment is one of the most crucial steps he takes before making any purchasing decisions.

"I attend several regional and national trade shows every year. At the shows I like to try equipment first-hand," says Bradford. Once he finds a piece suitable to his needs, he proceeds carefully. "We're a 45-year-old company and we want to feel comfortable about anything we purchase. Our taking on new equipment is

more of an evolution than a revolution. We call and talk to other people who used the equipment to get their opinions."

Once Bradford and his associates reach a mutual comfort level on a mowing unit, they take one more precautionary step. "After demo-ing it, we'll buy just one or two. If they perform well for a length of time, then we'll buy more," says Bradford.



Dixie Chopper

Mitch Rolsky, vice president of operations and business development, Stano Landscaping, Milwaukee, WI, searches for new technology that will give his company an edge.

"I'm constantly going to trade shows and watching what our competition is doing," says Rolsky. Just like Bradford, Rolsky moves with prudence once he finds a unit he likes. "We used to watch a mower for about an

hour. Now we keep it for a week and have a lot of different people test it."

Gary Schwartzkopf, director of internal operations, Buckeye Landscape Services, Columbus, OH, says he has reps calling him all the time who want to demonstrate mowing equipment. After years of being in the industry, he can usually 'size up' a mower in a matter of moments.

"Sometimes I can look at a piece of equipment for five minutes and tell it's not worth it. When I find something that's good, I'll take it over to our mechanics and give it a good going-over. From there, we'll take it out to a site and have the crew leaders operate it in the field for a day," says Schwartzkopf.

Just what do the crew chiefs look for? "I'd say the three most important factors are safety, quality mowing and ease of operation. With the high turnover in our industry, you need to use equipment that's easy to learn. I look at all these things before considering price," says Schwartzkopf.

Chris Hayes, vice president of operations, Groundmasters, Cincinnati, OH, has several foreman test mowing equipment and operate units in multiple locations before making any purchasing choices.

"We operate the equipment on different terrain to see how it performs on hills versus flat areas. We try to run equipment for at least a week. Plus, our mechanics want to know about things like belts, grease fittings and parts availability," says Hayes.

What are Hayes' top priorities? "Operator comfort and quality of cut are important factors," he says. However, of all the purchasing caveats that Hayes has established, there's one that stands head and shoulders above the rest: "Any equipment that we buy must have been in existence for at least one year. A year gives you a chance to see if any bugs still need to be worked out."

Bill Parker, vice president of maintenance, Moore Landscapes, Glenview, IL, sees two other crucial reasons for a thorough 'hands-on' evaluation of mowing equipment before placing any order. First, says Parker, "If your foremen don't like a piece of equipment, they won't use it. I always make sure they test it first to make sure they are comfortable with it."

Second, in addition to having his mechanic inspect

## Keep it or trade it?

Landscaping professionals might argue about which type or brand of lawn mowing unit is the best, but regardless of their selection they all agree on one thing: without a quality maintenance program, every mower is destined to underperform and eventually break down. What are contractors doing to avoid costly equipment failures?

Joe Loyet, president of Loyet Landscape & Maintenance, St. Louis, MO, believes part of the equation is knowing when to retire your equipment. Says Loyet, "After three years, a mower is tired so we trade it in. It's very cost effective and it saves us downtime. And saved downtime means a lot."

During 36 months of use, Loyet ensures his equipment stays in top running condition by installing something very special: "pride." In case you're wondering, it's not the mowing gear that receives this unique attachment, it's his staff.

"Every man on a crew is issued his 'own' lawn mower, string trimmer and backpack blower. All they have to do is check the oil every day. If your mower breaks, it is fixed that night and you're given a back-up. By assigning mowers, they take pride in their equipment," says Loyet.

Loyet also uses this approach on larger riding units. "The big riders are only ridden by crew leaders. And when you go on vacation, no one rides your mower," says Loyet.

Lenny Zeglin, a shop foreman at Pennink Arrimour, Huntingdon, PA, could have his hands full servicing 50 walk-behind units every day. Fortunately, Zeglin says, his company takes a team approach to caring for equipment that pays big dividends. "The crew leaders show all the guys on the crew how to change oil, change filters and sharpen blades. What they can't fix they just tag and I make sure to look at it. We have some Kawasaki engines that have been running for 10 years. The key to longevity is good maintenance."



Yazoo/Kees Cutter  
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and evaluate mowers for performance specs, he goes one step further. "Our small-engine mechanic reviews all the parts to see which will wear out the fastest and need to be replaced. He'll then call our distributor to see if the distributor stocks these parts."

### One for all?

As a former John Deere dealer, Tom Brown knows the vital role a distributor can play in a contractor's success. Brown, a divisional manager for Thornton Ground-

*continued on page 44*

*continued from page 43*

scare, Cincinnati, believes that streamlining or consolidating vendors today is paramount to profitability.

"We have a basic shop that handles things like changing oil, fixing tires and sharpening blades, but for everything else we have to send it out to a dealer. Obviously, fast turnaround is important. A dealer needs to stock the right parts," says Brown. To facilitate this process, Brown offers this advice: "Don't bring oddball pieces together. Try to stay consistent with the equipment you are using."

Bill Sandford, a shop foreman at Habersham Gar-



dens, Atlanta, GA, asks this question before buying a mower: "Who has the parts?" He says he's able to stock some parts but must rely heavily on his dealer for the majority of them. As such, Sandford reached this conclusion: "We're endeavoring to standardize our equipment and go with one vendor. We believe by doing this we'll get better service. Hopefully, we won't be seen as just a number but a real customer."

## Make it easy on your people

Mowing contractors recognize that even the most user-friendly mower benefits by having a seasoned professional walking behind or riding atop it. How are landscaping firms holding on to a transient workforce in a year that saw the lowest unemployment rates posted since the early 1960s?

Kirk Talgo, a regional manager with the Morrel Group, Atlanta, GA, says: "When we get a good person, we do everything we can to keep him." Because a large portion of his labor pool is made up of Hispanics, Talgo stresses the importance of understanding the cultural differences between the United States and its Latin American neighbors.

"Many workers we have come from Mexico and do a great job for us. But often they get homesick and want to return to Mexico to visit their families. We give them a three-month leave of absence and they can still come back and receive their full benefits. We also try to give them holidays off that are part of their culture but not ours."

Mitch Rolsky is accounting for another demographic shift in the American labor pool: maturation. Because of this shift, he says you need to be cognizant of aging workers. "The workforce is getting older as a whole," says Rolsky. "We need to be constantly searching for new technology that will compensate for that. I'm always looking for ways to be more efficient and effective."

Whether a worker is 25 or 55, there are two issues Tom Brown strongly considers before purchasing any mowing equipment: operator safety and operator fatigue. He's invoking several changes to address these concerns which he believes will create a more loyal crew.

Says Brown, "We are trying to reduce the number of walk-behind units we have and replace them with stand-ons to reduce worker fatigue." And despite the fact he has never experienced a trailer accident, Brown is taking a proactive stance to stop one from occurring.

"I haven't had a trailer accident, but I've heard of plenty and I want to prevent them." Brown's company is investing in custom-made trucks where "you don't have anything dragging behind and there's no break-away problems to worry about," he says.

### One-stop shopping

Stano Landscaping's Mitch Rolsky is also trying to consolidate his suppliers. His consolidation efforts have two important prerequisites. "Our goal is to develop a relationship with a vendor. However, we are looking for a supplier with a broad base of equipment. I'm also hesitant to deal with smaller entities. I'm afraid they might be gone one morning. We're trying to stay with a major player or one in the second tier," says Rolsky.

Dave Bradford realizes another benefit of reducing vendors: recognition. "We like to work with people who know us. We have suppliers who actually order ahead of time for us because they can anticipate our needs from past experiences."

What Bradford labels 'recognition,' Gary Schwartzkopf sees as 'persistence.'

"Switching over manufacturers is a real investment. The more manufacturers you deal with means the more parts you have to inventory and keep track of. Our distributor has persistence. They've been around a long time and we've been dealing with the same person, and that simplifies things," says Schwartzkopf.

Chris Hayes emphasizes that not only is it easier to stock mower parts when you have fewer makes and models, it also simplifies employee training. Says Hayes, "We use one line only and that makes it a lot easier to train people." Because Groundmasters has invested so heavily with one distributor/manufacturer, Hayes says they've reaped another benefit. "When any of our mowers under warranty break down, our distributor supplies us with units on loan. They actually deliver them right to us."

*continued on page 46*

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# New Mowers for 2000

## Powerful zero-turn mowers

Husqvarna's six new zero-turn radius mowers are powered by a Kawasaki or Kohler motor, with cutting decks from



### Husqvarna zero-turn, one of six models

42 to 61 in. One model can reach a speed of 9 mph (4 mph in reverse). Another model has a 48-in. cutting deck and can go 7.5 mph. Contact Husqvarna at 704/597-5000 or [www.husqvarna.com](http://www.husqvarna.com) or Circle No. 202

## All-day productivity

Bunton's BZT-3310 zero-turn rotary



### Bunton BZT-3310 features wide wheel base

mower from Textron Turf Care and Specialty Products has a 31-hp Briggs & Stratton Diahatsu liquid-cooled gas engine, a 72-in. cutting deck with electric lift and adjustment system to control cutting height and a wide wheel base for stability. Call 888/922-TURF or Circle No. 203

## Wide-cutting swath

Textron Turf Care and Specialty Products' new Jacobsen HR-4600 Turbo™ mower has a 44-hp Kubota turbo diesel engine for up to 7.5 mph operation and a 92-inch cutting width. Three hydraulically driven rotary decks use twin blades. Available in two-wheel or four-wheel drive, it also has a high-back suspension seat, easy-to-reach controls and single pedal control. Contact C-Graphic, Inc. at 888/922-TURF or Circle No. 204

## Fast and productive

Exmark's LazerZ™ HP comes with a 52-inch deck and either a Kohler Command™ Pro or a Kawasaki engine. It can reach speeds of up to 9.5 mph. Ultra high blade-tip speed, high-lift blades and flow-control baffles allow cutting in any conditions. Floating Trivantage deck allows an operator to mulch, bag or discharge. Contact Exmark Mfg. at 402/223-6300; [www.exmark.com](http://www.exmark.com) or Circle No. 205

## Effortless gliding

Eastman Industries' new HM16R2 Hover Mower™ has a Robin two-stroke engine, ergonomic steel handles and 12-in. impeller. An aluminum cutting disc and three



Eastman Hover Mower rides on cushion of air

stainless blades slice a 16-in. path and use cushion of air beneath the deck. Contact Eastman Industries at 800/760-1680; [www.hovermower.com](http://www.hovermower.com) or Circle No. 206

## MTD's new rider

MTD's mid-mount zero-turn rider (MMZ) is the first sit-down professional mower in the MTD Pro line. Powered by a 25-hp



Kohler OHV V-twin engine, it has a 60-

### MTD mid-mount's weight is in rear for traction

in. floating deck, operator seat adjustment and 10-gal. fuel capacity. Nearly 75% of the weight is in the rear for better traction. Visit [www.mtdpro.com](http://www.mtdpro.com) or Circle No. 207

## Rear-mounted catcher

The new ShortCut™ Bac-Vac™ mounts directly behind the driver and doesn't hinder the zero-turn maneuverability of the ShortCut mower, says Excel Industries. It features three safeguards against plugging: sight glass, fabric feel and overflow. The catcher mounts on the 48-in. rear-discharge mulching deck with an adjustable blower. Contact Excel at 800/395-4757; [www.excelhustler.com](http://www.excelhustler.com) or Circle No. 208

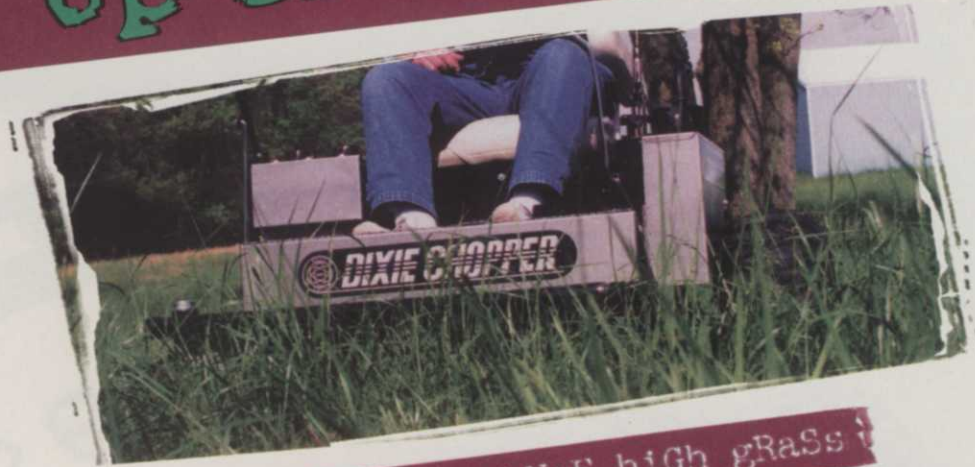
## Better ground clearance

The Kutter Hydro midsize mower from Yazoo/Kees has higher rear decks for better ground and curb clearance, a hydraulic drive transmission system and speeds up to 6.8 mph. Adjustable deck is 10-gauge steel with reinforced 7-gauge side skirts, in widths of 36 and 48 in. Contact Yazoo/Kees at 800/723-9496 or Circle No. 209

continued on page 50



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TEAM <sup>c</sup>	H	M	M	M	M	M	NR	NR
RONSTAR <sup>d</sup>	M	H	NR	M	M	NR	NR	NR
SURFLAN <sup>e</sup>	H	H	H	M	MH	M	H	H
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*continued from page 46*

**New mower in Articulator line**

LasTec combines a floating rotary mower with its own hydrostatic drive unit (powered by a Kubota 38-hp diesel engine) to create a new zero-turn radius mower. Four 25-in. articulating mower decks give a cut-path of 8 ft. Belt drive allows the decks to float over contoured turf. For more information contact 317/271-4223; [www.lastec.com](http://www.lastec.com) or Circle No. 210

**Maneuverability and productivity**

The John Deere M-Series models — the 22-hp M653; 25-hp M655; and 25-hp M665 — have air-cooled Kohler engines, hydrostatic drive, front and rear antiscalp wheels/rollers and heavy duty commercial decks. Baffling system allows grass to stand up before being cut. Contact Deere In-



**Deere M-Series mowers have antiscalp wheels**

quiries, P.O. Box 12217, Research Triangle Park, NC 27709 or Circle No. 211

**Clean, simplified design**

Land Pride's 25 Series rear discharge grooming mower in 60-, 72- and 84-in. cutting widths has a floating 3-point system for ground following, 3/16-in. deck

thickness and heavy duty components. For more information call 785/823-3276; [www.landpride.com](http://www.landpride.com) or Circle No. 212

**Rear discharge**

Woods Equipment Co. introduces three flexible wing finish mowers in the Turf Batwing line varying in cutting widths — 12, 15 and 17 ft. Features include a v-belt



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drive, blade spindles with tapered roller bearings and stagger-mounted caster wheels. Eight low-pressure gauge wheels keep it from slipping on inclines. Contact Woods at 815/732-2141 or Circle No. 213

#### Independent suspension

Ferris' ProCut™ Z features the IS independent suspension system for increased comfort, extended machine life and greater productivity due to quick operations. The mower's dual-point pivoting front axle keeps all four wheels on the ground. A low



Ferris ProCut Z features new IS suspension

center of gravity is the result of a vertical shaft engine and two 4-gal. fuel tanks. Contact Ferris at 800/933-6175; [www.ferrisindustries.com](http://www.ferrisindustries.com) or Circle No. 214

#### Electronic fuel injection engine option

Walker's Model MT mower is now available with a Kohler 26-hp electronic fuel injection engine to give operators a fuel savings of 30% to 40%. Built-in, auto-type



Walker MT with electronic fuel injection

diagnostics for troubleshooting. Contact Walker at 970/221-5614. Circle No. 215

#### Rugged features, modern look

Bush Hog's new SQ-600 5-foot wide Squealer with rounded design and powder

coat paint has vertical masts that are 1/2-in. thick and 5-in. wide. Decks and sides are made of 11-gauge welded steel. Visit the Bush Hog Web site at [www.bush-hog.com](http://www.bush-hog.com) or Circle No. 216

continued on page 52

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Circle 123

continued from page 51

**Compact Viper package**

Lesco's Viper midmount zero-turn mower is 78 in. long with a welded steel frame for strength and is powered by a 23-hp Kawasaki twin cylinder OHV engine. Articulating front axle, 54- or 60-in. antiscalping floating deck and twin 5-gal. gas tanks enhance it. Contact Lesco at



Lesco Viper features articulating front axle

800/321-5325 or Circle No. 217

**Easy maneuvering**

Scag Power Equipment's "Super Z" zero-turn rider maneuvers well as a result of a smooth pump/motor/axle system. An electric blade engagement clutch and tapered roller bearing spindles build productivity.



Scag Super Z with electric blade engagement

Contact Scag at 920/387-0100; visit [www.scag.com](http://www.scag.com) or Circle No. 218

**Convertible hydro walk**

Rich Manufacturing's "Convertible" is a

hydro walk-behind that, by pulling a pin, converts to a zero-turn rider. It comes with either a Kawasaki or Kohler engine, and a 48-, 52- or 61-in. deck. Contact Rich at 765/436-2744 or Circle No. 219

**Air-cooled models**

Dixie Chopper's four new air-cooled mowers are powered by 19- or 23-hp Kawasaki engines for 42- through 60-in. decks. Contact Dixie Chopper at 800/233-7596 or Circle No. 220

**Five floating decks**

Progressive Turf Equipment's Pro-Flex 120 has five floating 28-in. decks to mow contours not suited for traditional mowers. Decks can be raised hydraulically and locked in place. Contact Progressive at 519/527-1080; [www.progressiveturf-equip.com](http://www.progressiveturf-equip.com) or Circle 221

**Front mount mowers**

Kubota's 2-wheel or 4-wheel drive F60-Series front-mount mowers are powered by E-TVCS diesels. Single-pedal operated hydrostatic transmission is standard. Top speed in forward is 16 mph, 5.6 mph in reverse. Features include a 4-wheel drive and 60- or 72-in. decks. Contact Kubota at 888/4KUBOTA, x900 or Circle No. 222

**Dual drive gearbox system**

Toro's new Z Master® Z350 mowers have a Dual Drive System triple gearbox to maximize power to both blades. Available with 20- or 25-hp Kohler engines, mowers go up to 9 mph. Dense Pak® bagging system condenses clippings for maximum capacity. Contact Toro at 800/476-9673; [www.toro.com](http://www.toro.com) or Circle 223

**Z-machines**

Gravelly's two new zero-turns use either a 20-hp Briggs and Stratton engine or a 20-hp Yanmar liquid-cooled diesel. The 50-, 60- or 72-in. deck; ergonomic design; and



adjustable suspension are featured. Contact Ariens at

920/756-2141;

**Gravelly zero-turn**

[www.corporate.ariens.com](http://www.corporate.ariens.com) or Circle 224

**Removable fuel tank**

Encore's Premier walk-behind mower has a removable fuel tank to reduce spills and refueling downtime, as well as a front-to-back deck stabilizing bar. They come with 32-, 36-, 48- and 52-in. decks. Contact En-



Encore Premier has removable fuel tank

core at 402/228-4255 or Circle No. 225

**30+ front-mounted attachments**

Power Trac's PT-1430 mower with a 30-hp diesel articulates 45 degrees and oscillates 12 degrees in each direction. Quick-change pins and couplers change more than 30 attachments easily. Contact Power Trac at 800/843-9273 or Circle No. 226

**Lots of moves**

Grasshopper's 700 Series mowers with Quik-D-Tatch™ decks convert from side discharge to mulching to vacuuming. Hydrostatic direct-drives, 18- to 25-hp engines and front-mounted intakes are features. Call Grasshopper at 316/345-8621; [www.grasshoppermower.com](http://www.grasshoppermower.com) or Circle No. 227

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# What's new with hydroseeding?

**Will this method improve your operations? New technology is making this process more useful**

BY AL SCHRAND

**T**he most surprising thing about hydroseeding may be that, while the technology has been widely recognized as the most efficient means of applying seed and mulch for lawn establishment, a 1999 industry survey reveals that only 15% of landscape contractors offer the service.

An industry insider recently commented, "Most landscape contractors still don't understand hydroseeding." One reason may be that hydroseeding seems too complex, too mysterious. Truth is, hydroseeding is basically common sense. And, for those who add the service, it can be extremely profitable.

#### **Hydroseeding 101**

The profitability of hydroseeding is based on efficiency, especially attractive in

today's labor-starved market. The primary appeal of hydroseeding for lawn and turf establishment is that it is a single-step, one- or two-man process. Hydroseeding offers distinct advantages when circumstances require minimum labor, uniform growth with high survival rates, rapid erosion control, fast green-up, precise application in tight areas or quick regeneration of difficult areas such as slopes, ditches or berms.

Profit is not the least consideration. Hydroseeding provides the contractor with generous margins depending on applications in residential, commercial or public sectors. It's this profit that has many contractors buying their own equipment and promoting the service, as opposed to subcontracting to hydroseeding specialists when job specifications leave them no other option.



In recent years, a new generation of low-cost equipment has become available, encouraging rapid growth in hydroseeding for landscape applications. Depending on who you talk to, the new equipment can be a double-edged sword. Entry-level equipment costs less to buy, but if results don't live up to expectations, some contractors sour on the technique.

Others work hard at perfecting their performance so that they are soon buying larger equipment to meet demand for hydroseeding. What makes the difference?

While there's no substitute for experience, an understanding of the basics can go a long way toward achieving a substantial profit stream.

#### What is that green stuff?

Hydroseeding is something like spraying a "stew" on prepared soil. Water is the carrier and fiber mulch is the primary vehicle for delivering seed, fertilizer, tackifier (to help hold fibers together) and other ingredients

directly onto the soil surface. The result is a temporary micro-environment ideal for seed germination and establishment. While mulch fibers come in a range of types, there are two primary kinds: wood fiber and paper fiber. Fiber manufacturers offer various mixtures of the two basic fiber types, sometimes mixed with tackifier.

#### Selecting equipment

The introduction of lower cost equipment has helped increase the popularity of hydroseeding. One of the key considerations for equipment selection is the type of agitation inside the unit. A consistent slurry is critical to hydroseeding success. Left standing, the suspension of water, seed, fiber mulch and other ingredients will separate into solid and liquid.

There are two primary ways to maintain a consistent slurry in the tank: jet agitation and mechanical agitation. Jet agitation works like the ports in a hot tub.

Mechanical agitation involves paddles rotating inside the tank.

Units with jet agitation are not designed to handle today's thicker, heavier bonded wood fiber matrix mulches often used for erosion control. For these units, cellulose fibers are preferred because they are easier to keep consistently mixed inside the tank. On the plus side, units with jet agitation systems can cost significantly less to purchase and often make good entry-level machines for contractors wanting to test the hydroseeding market with minimum investment.

Hydroseeding units with mechanical agitation systems have a higher initial cost because of the more complex machinery involved. These machines are capable of applying the thickest slurry mixtures, which can result in better erosion and runoff resistance, better germination and survival and faster green-up. These are all key factors that can lead to customer satisfaction.

cont. on page 56



## Hydroseeding basics

Hydroseeding slurry containing seed, mulch fiber, tacking agents, fertilizer and other ingredients is applied to prepared soil. With reasonable temperatures and adequate watering, turf can be fully established in two to four weeks at about 1/3 the cost of sod, and without weeds.

The distinctive green color is produced by a biodegradable dye. The color is intentionally different than that of natural grass so that operators can tell where they have applied material. The green color fades to tan or light brown within a few days as grass blades emerge and mulch decomposes.



Top, the two-acre landscape at this new suburban Ohio home was barren before hydroseeding.

Left, two weeks later the lawn was lush and green.

cont. from page 55

faction, good word of mouth advertising and a growing, profitable hydroseeding business.

Another important consideration in selecting equipment is size. What kind of jobs will you be doing? Units with 300- to 500-gal. capacity can hydroseed an average 4,000-sq.ft. lawn in one load. Many contractors find that smaller units, while less expensive to buy, may hinder productivity. Units in the 600- to 900-gal. range, are ideal for 1/4-acre lots. Units in the 1,000-gal. and larger size allow contractors to do multiple small jobs with one load and to work on larger sites such as sports fields, commercial construction and some small erosion control applications.

When it comes to making an equipment decision, doing your homework pays off. Professional associations can provide a membership directory of noncompeting contractors who you can call with your questions. Your equipment decision will be based on what's most important to you:

initial cost, reputation of the manufacturer, service after sale and advice and support.

#### Soil preparation

This is one of the best ways to guarantee a satisfied customer. The work pays off handsomely, making it well worth the effort. While every site has its own set of problems, here are some basic considerations.

New construction sites are notorious for leaving little good soil for landscape crews to work with. Adding as much as 2 to 4 in. of topsoil to a tough clay subsoil surface may be required for best results.

Renovation work can also require extensive preparation. The ideal soil will have good drainage, a pH between 6.0 and 6.5, at least 5% organic matter (by volume) and be relatively free of rocks and large stones.

Perennial weeds should be destroyed with an herbicide such as Roundup® or Finale®. A pH level of 6.0 to 6.5 is important for the grass plant to get the most out of soil nutrients. A pH level that is less than 6.0 indicates that there is too much acid in

the soil, and lime should be applied to neutralize it. A pH level greater than 7.0 indicates alkalinity, and sulfur should be used to make the soil more acidic.

#### Test when uncertain

Soil may also be lacking in certain nutrients. A test provided by a local extension service or soil testing lab will help you determine exactly which fertilizers your hungry soil is craving. Based on test results, your fertilizer dealer can help you choose the right formulation. If needed, organic amendments such as compost, peat or well-rotted manure should be tilled into the soil 4 to 6 in. deep.

For new construction, best results are usually achieved when the rough grade is finished with a landscape tiller or similar tractor-powered unit. These soil preparation tools make short work of rocks, clumps and uneven terrain and provide a smooth, loose soil surface ready for hydroseeding.

### Look on the 'Net

New mulch types are constantly being made available from a large number of suppliers. An internet search under "hydro mulch," "mulch fiber," and "hydroseeding mulch" will provide links to most of them. Mixtures of 100% wood fiber, 100% paper fiber and many blends of various ratios in between are available. Some come with various amounts of tacking agent included. A reputable local mulch dealer is the best person to recommend what kind will give you the best results in your area.

One significant advance in hydroseeding technology is the development of a simplified system of hydroseeding additives that takes the guesswork out of slurry mixtures. In addition to water, seed and mulch fiber, there are many potential ingredients in the "stew."

Finn Corp., which originated the hydroseeding technique in 1953, has researchers who sought to create the optimum combination of ingredients from "the seed's point of view." This combination would stimulate germination and optimize erosion and runoff protection during growth. The culmination is what the company calls the HydroSeeder® additive system.

Early results have been encouraging. Research at Southern Illinois University, headed by Dr. She Kong Chong, Professor of Soil Physics and Hydrology, Department of Plant and Soil Science, showed the new combination of additives stimulated uniform germination of fescue seeds in four days. Similar results were seen on slopes of varying degrees with enhanced root development and rapid soil stabilization.

### "Inch-a-week" results

A recent application of this new system helped a Cincinnati homeowner save nearly \$10,000 compared to sod installation for a new two-acre lawn. Two weeks after hydroseeding, the grass was two inches high with even coverage, an indica-

tion of uniform germination. The grass blades exhibited an unusual degree of turgidity; that is, after stepping on the grass it springs back upright rapidly. Roots were four inches deep after four weeks and the grass had been mowed lightly two times. Lighter, more frequent mowing reduces stress on new growth, and the clippings add organic matter to the soil.

Homeowners Ken and Jennifer Klekamp commented, "We were surprised to see our new lawn grow in so fast and thick. We could have laid sod for a lot more money, but waiting a couple of weeks was not only worth the savings but worth the time because the results are better."

The new system makes the best use of the single-application benefits unique to hydroseeding. Applied in one step, the "cocktail" ingredients include germination enhancers, soil amendments for nutrient and moisture retention, soluble fertilizers designed for emerging seeds, liquid lime to help adjust soil pH if required and beneficial bacteria to encourage proper nutrient exchange in newly worked soils.

### New spray options

A new equipment development helps make hydroseeding equipment more productive. Small units can now be ordered with an attachment that allows spray application of material normally applied in dry form, such as dolomitic lime, fertilizers, pesticides and other dry materials. The idea is to create a liquid suspension or solution with the dry materials to make application faster and combine soil and foliar applications into a one-step operation.

Such an attachment would take advantage of a hydroseeder's combination mechanical agitation and liquid recirculation system to keep mixtures in suspension with no material settling. One nozzle produces a 30-ft. wide "flood" spray that is consistent from edge to edge. Other nozzles are available to fit different needs. The

advantage is that different materials can be thoroughly mixed in a single tank, then applied in one step. A hose attachment is available for treating areas such as residential lawns.

These new mix and spray capabilities allow a customized, one-step spray application for routine turf care. For contractors, it's a labor saving option that makes additional use of the hydroseeding equipment.

### Expanding opportunities

Hydroseeding contractors may soon find municipalities much more receptive to their service. A recent change in U.S. Environmental Protection Agency storm water runoff regulations have made it necessary for municipalities to treat bare soil in any area greater than one acre as a means to help control runoff pollution in waterways. This is a change from prior regulations exempting sites under five acres from revegetation treatment.

Because hydroseeding is a fast and economical solution for controlling runoff and erosion, this change may be a source of additional income for aggressive contractors in high-growth areas where municipalities are involved with construction and renovation activities, from roads to parks and recreation, green spaces and other construction projects.

The future of hydroseeding appears strong because it is proven to reduce labor, increase customer satisfaction and provide new options for savvy contractors. **LM**

*The author has been a turf consultant since 1988 and is Product Manager for Finn Corporation, Fairfield, OH.*

## Size Really Does Matter

Check the best new trenchers and mini-excavators

BY CURT HARLER/CONTRIBUTING EDITOR

Did you hear the joke about the landscaper who was so desperate to downsize the openings cut by his trenching equipment that he took the system to a shrink?

Whoever said "size matters" would find general agreement among the irrigation-installation and trenching crowd. In this case, however, the emphasis would be on keeping things small.

Some machines are compact in size, allowing them access to backyards and tight spaces. Others produce a compact trench, doing less damage to the turf and making it easier to repair the scar left behind. Be sure to define what it is you're looking for when you talk to the dealer.

Lastly, consider the overall weight of the machine. Homeowners can get grumpy when the digger leaves behind cleat marks. In fact, they may complain more about that than they do the opening. Make an effort to minimize travel on the grass and make a clean getaway when you're done.

### BOBCAT

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[infocenter@bobcat.com](mailto:infocenter@bobcat.com)

Designed for backyard digging and irrigation system installation, the Bobcat 322 from Melroe Co., Fargo, ND, features an expandable

undercarriage that retracts to allow access to small excavation sites and expands to improve lifting and digging capabilities from the side of the machine.

When pulled in, it measures just 39 in. wide; on the job, it expands to 53 in. It offers a 12'5" maximum reach and a digging depth of 7'2". Also available is the 334 (photo) with 59" arm length, dump height of 10'9" and digging depth of 11'. All units can be fitted with a range of job-matched attachments.

Circle No. 271



Gehl Model GE502

Before you buy, do your homework:

- ▶ Look for a self-propelled model.
- ▶ Make sure the machine's size will fit in tight spots on the property.
- ▶ Work with a reliable dealer.

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## DIG-IT

**800/723-9496**

The Towable Backhoe line from Dig-It, a division of Yazoo Power Equipment, Jackson, MS, lets a contractor get into and out of job sites fast and effectively. All can be towed with a half-ton pickup at highway speed, so no trailer is needed.

The Model 148 features retractable drive and caster wheels, trimming width to 35 in. for easy access to yards. Models 148 and 158 both have a digging depth of 8'6" and a digging force of 2,400 lbs. Commercial 18-hp V-twin engines or diesel engines are available.

**Circle No. 272**

## EZ-TRENCH

**843/756-6444**

The EZ8000 is a versatile trencher/bedder. The EZ8000 from EZ-Trench can be used for standard trenching, burying line while you trench and creating or defining curved landscape beds.

The landscaping blade uses a design that allows the EZ8000 to cut harder soils, pulverize the cuttings and bevel the bed edge to the plantings, while cutting a clean, well-defined border. The trencher is adjustable to depths of 1 in. to 8 in., with widths of 3/4 in. to 2 in. The EZ8000 is powered by either a 5.5hp Honda or a 6.0hp Briggs & Stratton Vanguard engine.

**Circle No. 273**

## GEHL

**414/334-9461**

[www.gehl.com](http://www.gehl.com)

Contractors looking for a versatile product will appreciate the wheeled Model GE502 from Gehl, West Bend, WI. It is powered by a Yanmar 4-cylinder water-cooled 134-cu. in. Yanmar and 19.7-in. bucket with a 4.6-cu. ft. capacity.

The wheeled Model 652 has a

31hp diesel and is just 64 in. wide and 95 in. high. It also has a 19.7-in. bucket and 4.6-cu. ft. capacity. The dozer blade is 63 in. wide and 17 in. high. The unit weighs 6,845 lbs. with canopy and 7,010 lbs. with a cab. Boom reaches 139 in. and digging depth is 122 in.

**Circle No. 274**

## HINOWA/MERTZ

**800/654-6433**

[www.mertzok.com](http://www.mertzok.com)

Hinowa/Mertz says its new line of mini-excavators can reach places other excavators can't because of its narrow track system. The DM8 model is small enough to fit through a normal door and light enough to haul in a pickup truck. Minimum ground pressure means less damage to yards. All units are powered by water-cooled Perkins diesel engines ranging from 9hp to 43hp, with digging depths from 5' 5" to 10'., 6".

**Circle No. 275**

## JCB

**410/335-2800**

[www.jcbna.com](http://www.jcbna.com)

The JCB 210 line of 4x4x4's is a turf-friendly line of compact tool carriers, including a backhoe with plenty of power. Made by JCB,

Inc., White Marsh, MD, the line consists of the 210-S backhoe tool carrier, 210-SL loading shovel, and 210-SU utility tool carrier. The line features 4-wheel drive, 4-wheel steer, and four equal-size tires. The backhoe offers 9'9" to 12' digging depth and 4,850 lbs. of lift. The loader has a 0.8-cu. yd. capacity. The utility tractor also has a 0.8 yd. capacity and offers an optional 3-pt. hitch.

**Circle No. 276**

## JOHN DEERE

[www.deere.com](http://www.deere.com)

John Deere, Davenport, IA, offers two backhoe choices for compact utility tractors. The 47 Backhoe for the 4200, 4300 and 4400; and the 48 Backhoe for 4300, 4400, 4500, and 4600 feature an exclusive new mounting system that speeds up and simplifies the hooking of the backhoe to the tractor.

Both offer two-bar linkage on the bucket with 180° rotation for square-cornering trenches. The 47 has a 9-in. standard bucket with 12-, 16-, 20-, 24- and 36-in. options. The 48 comes with a 12-in. bucket and has 18-, 24- and 36-in. options. Height is 5'10" and digging depth is 7'6".

**Circle No. 277**

## LEON'S MFG. CO.

**800/667-1581**

[www.leonsmfg.com](http://www.leonsmfg.com)

The 944T Quadmaster Plus from Leon's Mfg. Co., Saskatchewan, Canada, is a 900-lb. mini-excavator with 1,820 lbs. of capacity and



**Leon Quadmaster Plus**

a lift height of 65 in. Powered by a 23hp gas engine, it comes with 4WD, singlehand steering and two hydraulic pumps. The unit claims the highest torque in the industry, making it a good machine for trenching slopes or uneven ground. It features a solenoid "combiner" valve which boosts speed and versatility. Unit handles 25 attachments including trencher, rotary hoe/tiller, backhoe and high-reach bucket.

**Circle No. 278**

## IHI

**270/737-1447**

The IHI 7-J, with 31-in. width, easily passes through a standard yard



**IHI 7-J has full 360° swing**

gate. Made by Ishikawajima Construction Machinery, represented by Compact Excavator Sales, Eliza-



**JCB offers a turf-friendly line of compact tool carriers.**

bethtown, KY, it has a full 360° swing and a 140° independent boom swing. It is powered by an 8hp water-cooled diesel engine. Rubber tracks and backfill blade are standard equipment. It digs to 5'2" and has two speeds.

Circle No. 279

#### **NAGANO INDUSTRY CO.**

**800/525-3322**

[www.tomenatlanta.com](http://www.tomenatlanta.com)

The NS35-2, distributed by Tomen America, Norcross, GA, for Nagano Industry Co., is a 3.5 ton class mini-excavator with plenty of power. It has 6,835 ft.-lbs. of bucket force and 4,080 lbs. of arm force, making it a powerful worker. Due to the independent travel system, it can move in a straight line even when the boom, arm and bucket are activated. It offers a 123-in. digging depth and a maximum vertical depth of 90 in. Its standard bucket is 23.2 in.

Circle No. 280

#### **NEW HOLLAND**

**630/260-4000**

[www.newholland.com/construction](http://www.newholland.com/construction)

The full line of four New Holland Construction mini-excavators features top-mounted boom cylinders, low noise levels and easy serviceability. The EC15 has a



**New Holland has four minis.**

3330-lb. operating weight and 18hp engine. The EC25 is 6,060 lbs. with 28 hp; EC35, 7,500 lbs. and 36 hp; and the EC45 has 10,320-lb. capacity and a 46hp engine. The units from the Carol Stream, IL firm dig at depths from

7'3" to 12'2". Attachments include hydraulic hammers, tampers and ditch cleaning buckets.

Circle No. 281

#### **TERRAMITE CORP.**

**800/428-3772**

[www.terramite.com](http://www.terramite.com)

Two mini-excavators, the TX-15 and TX-25, offer sophisticated three-pump hydraulics for maximum efficiency. Made by Terramite Corp., Charleston, WV, the TX-15 has a 1.35-cu. ft. bucket, 9-rpm slewing speed and a digging force of 2,430 lbs. to a depth of 6'8". The TX-25 has the same size bucket but a slewing speed of 89.5 rpm, 3,750 lbs. of digging force and a maximum depth of 7'11". Both are powered by 3-cylinder Isuzu diesels, the former at 16.5hp, the latter at 23hp.

Circle No. 282

#### **THOMAS EQUIPMENT**

**800/561-5623**

The T153S from Thomas Equipment, Centerville, NB, is designed for tight areas. New this past fall, the 1500-lb. class unit has a 73.5-in. operating height and 60-in. working width. The front end offers 4,150 lbs. of breakout force.

It is powered by a 52hp Kubota V2203E. A heavy-duty 100 drive chain provides power to the wheels for traction and pushing. For operator safety, the hydraulic controls remain locked until the operator is in the seat with seatbelt fastened and seat bar lowered.

Circle No. 283

# Turfco Sells Lawn Equipment Factory Direct

Turfco Manufacturing Inc., based in Minneapolis, has announced a new direct purchase program for its lawn care products line. The new program will be available to landscapers and lawn care firms involved in commercial turf maintenance.

The new "Turfco Direct" program began November 15, 1999, with important new features for buyers, such as:

- 90-day "same as cash" purchase option
- No payment for 120 days
- 14-day "satisfaction assured" approval period
- Extended two-year new equipment warranty period
- A new "Parts Direct" overnight delivery program
- Toll-free phone ordering at 800-679-8201
- Online ordering and purchase options at [www.turfco.com](http://www.turfco.com)



"Customers receive products faster for less," says President Kinkead.

#### **Direct delivery now saves you time and money.**

"This new program was developed after very deliberate and careful market analysis," said George Kinkead, Turfco President. "The fast pace of product development and improvements makes it imperative that new products be made available to end users as rapidly as possible. For example, Turfco has introduced 12 new products to the market just in the past seven years. Yet, the "mainline" dealer operations focus most of their efforts on their primary product lines, so renovation and specialty products tend to get lost in the shuffle."

Kinkead says offering both products and replacement parts directly to customers will shorten their turn-around time for getting new equipment into operation, as well as getting machines back to work quicker. "Our product designs now make it possible for equipment owners and operators to make most repairs and adjustments right in the field, using regular hand tools."

Kinkead continued "Our turn-around time will be shorter and our factory will be more responsive. The company's golf course products will continue to be marketed through our existing distribution channels."

The new "Turfco Direct" phone number is (800) 679-8201. Fax requests and orders can be sent to (612) 785-0556, mailed to Turfco Manufacturing, Inc., 1655 101st Ave. N.E., Minneapolis, MN 55449-4420 or e-mailed to [sales@turfco.com](mailto:sales@turfco.com). For fast, immediate savings, visit the company's website at [www.turfco.com](http://www.turfco.com).



The new "Turfco Direct" program will include Turfco's lawn aerators, sod cutters, edgers and lawn overseeder.

ADVERTISEMENT

Circle 122

## ask the expert

BY BALAKRISHNA RAO

### Handling messy tree fruit

**Some of our customers are concerned with fruit droppings from crabapple trees. They like the flowers, but not the messy fruits. Is there anything we can do to help them? Also, are there any crabapples that produce good spring flowers, but little or no fruits later on?**

— MINNESOTA

**C**onsider treating with a product called Florel for eliminating fruits on existing crabapples. Success in fruit prevention depends upon applying Florel at the proper time. Reports indicate that treating crabapples when the plant is in full bloom to petal fall is better. More research is needed to fine-tune the treatment timing.

I found some information from the University of Minnesota stating that columnar cherry crabapple (*Malus robusta* 'Srecta') has a nice symmetrical oval form. It is a sparse bloomer, produces few fruits and has been disease-free.

Spring snow crabapple (*Malus* 'Spring Snow') has good tree form and has been disease-free and also reportedly produces abundant white flowers and bears no fruit.

An extension agent may be able to tell you of other crabapple varieties that do not produce fruit.

### Quackgrass attack

**We have a nursery where we grow a number of deciduous crops. We also grow hemlocks, spruce and fir plants. What kind of herbicide can we use to control quackgrass in our nursery?**

— NEW YORK

**T**o manage a quackgrass problem in a nursery, consider using a herbicide such as Casoron, Eptan, Kerb or Princep. Before using or purchasing them, study the label and make sure that the herbicides are safe to use around the crops you are growing. You may want to consider matching the herbicide to the specific situation rather than selecting one for your entire nursery. For example, Casoron will suppress or control quackgrass and a few other rhizome-forming perennial weeds in many deciduous crops. However, it should not be used on hemlock, spruce or fir. Casoron should be applied during late fall or early spring when you expect good rain. Moisture helps activate the herbicide and reduce loss due to volatilization.

Eptan is used to suppress the growth of several weeds, including quackgrass. It must be well incorporated into the soil, preferably by tilling, soon after application. Therefore, it may not be suitable or practical to use in your situation. Eptan has a short-term residual.

Kerb is also labeled for managing quackgrass and should be applied in autumn.

Review the label for these herbicides and determine the one that will give you the best weed control.

### Mysterious maple spotting

**Norway maples planted along roadsides are showing leaf spotting and foliar discoloration. There is a pattern to the discoloration in the tree canopy. It is more on the street side, approximately 1/4 to 1/2 of the tree. It is found on three to four trees on both**

**sides of the street. There is no evidence of anthracnose or girdling root. It doesn't appear to be leaf scorch. Any idea what it might be? City personnel have treated the trees with fungicides for tar spot disease.**

— CANADA

**F**rom your description of the symptom pattern, it appears to be related to an abiotic disorder. Since the trees have been treated with a fungicide to manage tar spot disease, the problem is most likely related to that. Check the mix rate and application technique. Since there is a specific pattern, the injury is roadside and it is limited to certain positions in the crown, I believe the foliar discoloration is related to spray injury. Most likely, the affected trees were treated with mix that remained in the hose for a period of time in the hot sun. If not recirculated, this hot mix can cause injury to treated foliage. Trees treated after the hot mix was sprayed out would not be injured.

To verify this, study the suspect plant on site. Also, study the temperature on the day the trees were treated and other areas in the city treated by the same person. If the product itself was phytotoxic, the injury pattern would be on all the treated trees. Make sure the mix rate and application techniques were done properly. Blasting with too much pressure also can cause injury.



*Manager of Research and Technical Development for the Davey Tree Expert Co., Kent, Ohio*

**SEND YOUR QUESTIONS TO: "Ask the Expert" Landscape Management; 7500 Old Oak Blvd.; Cleveland, OH 44130, or email: sgibson@advanstar.com. Please allow two to three months for an answer to appear.**





# products

TECH CENTER

## Easy adjustment rotor

Rain Bird's new 5000 Series rotor requires only a bladed screwdriver for fast, easy top adjustment. Available in a 4-in. model, and, in the future, 6- and 12-in. models, the rotors provide the convenience of reversing full- or part-circle operation in one, plus easy arc adjustment from 40° to 360°. Other features include a water-lubricated gear drive, O-ring seals for solid performance under wet conditions and a pressure-activated, multifunction wiper seal that blocks out debris. The rotors also come with a tree (or "rack") of low angle, Radius+ and standard angle Rain Curtain™ nozzles and a capability of 50 ft.

For more information contact Rain Bird Sales at 626/812-3400 / circle no. 250

## Break down stumps and logs to manageable sized pieces

The new Megabyte stump and log shear is designed to break down stumps and oversized logs into manageable pieces, says its maker, Bandit Industries. It also acts as a stump puller that splits stumps that are still in the ground. The 9-ft., 2-in. opening allows it to split logs of almost any length both horizontal and perpendicular. It comes with a replaceable shear knife tip, replaceable front knife surfaces and replaceable teeth. With a third function hydraulic valve, removing the bucket and installing the shear only takes one to two hours.

For more information contact Bandit Industries at 800/952-0178 / circle no. 251

## New blade for loaders

The new Harley Power Box Blade™ for skid-steer loaders requires no electrical hook-up for a hydraulic angling cylinder. It has all the functions of Harley's PowerBox Rake, except for windrowing. Designed for landscaping, trench restoration or athletic field maintenance, it features a solid carbide toothed rake fixed in a straight forward operating position and welded to a quick attach plate. The roller is powered by the boom hydraulic of the skid-steer requiring 14 gpm.

## Dumping made easy with Goldoni Transcar

One of the most unique features of Panorama's Goldoni Transcar utility vehicle is its trilateral dump. The units dump to the right, left or the rear simply by moving a hinge pin. These vehicles are available in 21.5 hp, 30 hp or 37 hp in both articulated and front wheel steer models. All have power steering and four-wheel drive, and tire selections include ag tires, turf tires and super terra-grip tires. The Model 25 and 33 have six forward speeds and three reverse, and the Model 40 has eight forward and eight reverse with a shuttle shift. All three models have a rear PTO.

For more information contact Panorama at 800/392-2386 / circle no. 252



Contact Glenmac at 800/437-9779 or [www.glenmac.com](http://www.glenmac.com) / circle no. 253

## Vibratory plow has all the moves to get the job done

Vermeer Manufacturing Co. placed 715 lbs. of optimized weight over the flotation tracks and the plow blade in the direct center to make its new LM-11 with Porta-Bore attachment a highly maneuverable vibratory plow. The Porta-Bore attachment eliminates sidewalks, driveways and streets as obstructions, Vermeer says. Powered by an 11.5-hp one-cylinder Kawasaki engine, the vibratory plow can plow down to 12 in. A variable hydrostatic ground drive with steel track drive sprockets ensures solid performance.

Contact Vermeer at 888/VERMEER; [www.vermeer.com](http://www.vermeer.com) / circle no. 254

## Less noise all around

Fradan Power Equipment says its blowers, trimmers, stick edgers and brush cutters are all better on the ears, not to mention improved. Trimmers include a fixed guard that will not spin on the shaft, auto line cutter that protects against overload, adjustable loop and bike handle and multiple cross wrap flex shaft with full liner. The Back-Pac Power Blower features a parachute-style harness, large capacity fuel tank and a su-

percharged system that diverts pressurized air into the air filter, decreasing fuel emission and intake noise.

For more information contact Fradan at 914/632-3769 / circle no. 255

## Alleviator irrigation shut-off valve offers convenience

Pappas Products says its new Alleviator irrigation shut-off valve will allow business owners to work faster, dispatch employees at their convenience and give customers a time window for service rather than a specific appointment time. Pappas claims that the Alleviator™ is a full-port valve with less friction loss than a standard water meter. It can be mounted in any position and comes with a T-fitting to assist alignment to domestic water feed. An internally engineered plug-guide prevents metering rod vibration, whipping and loss of pressure.

For more information contact Pappas Products at 800/834-9119 / circle no. 256

## The Spade eases tree, material transport needs

The Spade, an attachment for skid loaders, is designed to aid the transplantation of trees and shrubs. But it can also do more, says Triple D Enterprises, like construct retaining walls, dig in horizontal banks and dig trenches for drain

pipe installation and irrigation. Boom-like design and chain attachment makes for simple unloading from trailer or truck. The Spade's design enables operators to dig correct size holes ranging from container trees to large root balls. Also a 1/2-yd. bucket, it can haul additional topsoil to help finish planting.

**For more information contact Triple D Enterprises at 800/478-7077 / circle no. 257**

### Take a pill to treat oily water

The new BioPuck HC from Landa Water Cleaning Systems uses bacteria to naturally reduce oil and other hydrocarbons in wash-water collection pits. In most applications, the company claims, each puck is capable of treating 1,000 gal. of oily water for a month. The puck is dropped into the collection pit like a "pill" and

begins to metabolize the hydrocarbons, converting them into carbon dioxide and water.

**Contact Landa Water Cleaning Systems at 800/547-8672, ext. 175 / circle no. 258**

### Mortarless retaining walls

Versa-Lok Retaining Wall Systems calls the Mosaic™ retaining wall system revolutionary be-



cause of its random, stone-like geometry and technological advantages. Concrete units of different sizes match the appearance of natural stone retaining walls. Mosaic Weathered™ units undergo a special process to create rustic, old-world character. Versa-Lok says that the concrete units are easily installed without mortar, require no concrete footings and are environmentally safe.

**Contact Versa-Lok Retaining Wall Systems at 800/770-4525 / circle no. 259**

### EZ Arc™ rotor

Toro Irrigation's new EZ Arc™ rotor can be adjusted from the top of the head with a simple tool or screwdriver and is now available in a 5-in. size to make clearing tall turf easy. Features include an X-Flow™ shut-off for dry nozzle and



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# products

arc changes and Trujectory™ adjustment for fine tuning the trajectory from 5 to 25 degrees. Smart Arc™ was created with vandals in mind as it returns the sprinkler to its previously set arc. Flow can be adjusted from 1 to 9 gpm and operates at up to 100 psi.

**For more information contact Toro at 612/888-8801 or [www.toro.com](http://www.toro.com) / circle no. 260**

## Stihl grass trimmers

The Stihl Professional Series™ grass trimmers feature increased horsepower for more power, torque and power-to-weight ratio. A new 25.4-cc engine features a swirl combustion chamber for improved fuel efficiency, increased power and durability. An Easy Start™ system includes



a shock absorbing handle and a fuel pump primer. Other features include see-through fuel tank, dual stage air filter, electronic ignition and antivibration system.

**For more information contact Stihl at 800/GO STIHL or [www.stihlusa.com](http://www.stihlusa.com) / circle no. 261**

## Pop goes the water

Aqua-Pop Pop-Up assemblies rise up with 6 lbs. of water pressure at 5 or 9 in. above ground-cover, evenly water gardens and groundcover and retract back into the ground when not in use. That way, a beautiful garden takes center stage while watering devices remain hidden. The Aqua Pops are pre-assembled in the fol-

lowing options: 9 in. or 5 in., barbed or threaded for connection to 1/4-in. tubing or 1/2-in. PVC and spray jets in three different spray patterns — full, half or quarter circle.

**For more information contact Raindrip at 800/544-3747 / circle no. 262**

## Invisible valve

The Whetstone Group promises that its Slam Shut™ flow control valve will eliminate waste that comes from leaky or broken sprinklers. The combination ball valve and retaining system are installed in seconds inside the sprinkler riser. The stem holds the valve open for normal, unrestricted operation, but when a sprinkler head is broken, the Slam Shut valve closes instantly. A tiny stream of water is allowed to shoot upward to mark the location of a broken head for fast repair. Other sprinklers in the same zone aren't affected, either.

**Contact Whetstone at 760/738-0005 or [www.slamshut.com](http://www.slamshut.com) / circle no. 263**

## Super scraper gives skid-steer more versatility

The new Bobcat® Super Scraper skid-steer loader attachment features a horizontal, rotating disk designed to remove ice, compacted snow, mud and commercial tile. A skid-steer loader operator lowers the edge of the disk flat to the ground and then drives forward to peel away material. The Super Scraper attachment mounts quickly to Bobcat skid-steer loaders and can be easily maneuvered to desired project locations, providing quick turnaround time. The self-sharpening disk is 22 in. in diameter and weighs 172 lbs.

**For more information contact Bobcat at 701/241-8740 / circle no. 264**

## Get a lift

The Kesmac Lift forklift has a low center of gravity and one of the shortest overhangs on a truck or trailer. Buyers now have a choice of the Kesmac slide hook-up or the standard pad mount system. Soon, Kesmac will offer a hook-

on easy mounting kit.

**For more information contact Kesmac at 905/476-6222 / circle no. 265**

## Spreading the field

Shindaiwa has added to its extensive landscape equipment product line by offering RS75 rotary broadcast spreaders with welded steel frames and 13-in. tires. To ensure constant and accurate dosages, each has a spring-loaded on/off



lever, on-hopper rate adjustment and optional side deflector. A rotary hopper agitator, Delrin axle bushings and removable gear cover make for smoother service and adjustment.

**Contact Shindaiwa at 503/692-3070; [www.shindaiwa.com](http://www.shindaiwa.com) / circle no. 266**

## Log splitter eliminates carbon monoxide emissions

No carbon monoxide emissions makes Bachtold's new electric log splitter unique — go ahead, operate the Bachtold HE-21 in the shelter of a garage away from the rain and cold. A "bring-it-back" log tray does away with having to lift the unsplit section of large logs back onto the splitter. The log tray extends and retracts with the hydraulic cylinder to carry and hold the log while splitting it and bring back the unsplit log section if the operator wants to split it into a smaller piece. The splitter is rated at 12

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- 24  365 Dealers, Distributors, Formulators & Brokers
- 25  370 Manufacturers
- Other (please specify) \_\_\_\_\_

2. Which of the following best describes your title? (fill in ONE only)

- 26  10 **Executive/Administrator** - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27  20 **Manager/Superintendent** - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28  30 **Government Official** - Government Commissioner, Agent, Other Government Official
- 29  40 **Specialist** - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30  50 **Other Titled and Non-Titled Personnel** (please specify) \_\_\_\_\_

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- |  |   |  |
|--|---|--|
| 40 <input type="radio"/> A Mowing              | 45 <input type="radio"/> F Turf Fertilization   | 50 <input type="radio"/> K Paving, Deck & Patio Installation |
| 41 <input type="radio"/> B Turf Insect Control | 46 <input type="radio"/> G Turf Disease Control | 51 <input type="radio"/> L Pond/Lake Care                    |
| 42 <input type="radio"/> C Tree Care           | 47 <input type="radio"/> H Ornamental Care      | 52 <input type="radio"/> M Landscape Installation            |
| 43 <input type="radio"/> D Turf Aeration       | 48 <input type="radio"/> I Landscape Design     | 53 <input type="radio"/> N Snow Removal                      |
| 44 <input type="radio"/> E Irrigation Services | 49 <input type="radio"/> J Turf Weed Control    | 54 <input type="radio"/> O Other (please specify) _____      |

4a. Do you specify, purchase or influence the selection of landscape products?

- 75  Yes 76  No

4b. If yes, check which products you buy or specify: (fill in ALL that apply)

- |  |  |  |
|--|--|--|
| 55 <input type="radio"/> 1 Aerators          | 62 <input type="radio"/> 8 Herbicides              | 69 <input type="radio"/> 15 Sweepers                   |
| 56 <input type="radio"/> 2 Blowers           | 63 <input type="radio"/> 9 Insecticides            | 70 <input type="radio"/> 16 Tractors                   |
| 57 <input type="radio"/> 3 Chain Saws        | 64 <input type="radio"/> 10 Line Trimmers          | 71 <input type="radio"/> 17 Truck Trailers/Attachments |
| 58 <input type="radio"/> 4 Chipper-Shredders | 65 <input type="radio"/> 11 Mowers                 | 72 <input type="radio"/> 18 Trucks                     |
| 59 <input type="radio"/> 5 De-icers          | 66 <input type="radio"/> 12 Snow Removal Equipment | 73 <input type="radio"/> 19 Turfseed                   |
| 60 <input type="radio"/> 6 Fertilizers       | 67 <input type="radio"/> 13 Sprayers               | 74 <input type="radio"/> 20 Utility Vehicles           |
| 61 <input type="radio"/> 7 Fungicides        | 68 <input type="radio"/> 14 Spreaders              |  |

5. Do you have internet access? 77  A Yes 78  B No

5a. If so, how often do you use it?

- 79  A Daily 80  B Weekly 81  C Monthly 82  D Occasionally

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102	114	126	138	150	162	174	186	198	210	222	234	246	258	270	282	294	306
103	115	127	139	151	163	175	187	199	211	223	235	247	259	271	283	295	307
104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
111	123	135	147	159	171	183	195	207	219	231	243	255	267	279	291	303	315
112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316



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ADVANSTAR COMMUNICATIONS INC  
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**Landscape  
MANAGEMENT  
January 2000**

This card is void after March 15, 2000

NAME (please print) \_\_\_\_\_  
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 ADDRESS \_\_\_\_\_  
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 PHONE (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_  
 E-MAIL ADDRESS \_\_\_\_\_

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Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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413-637-4343**

Fill in ovals as shown: ●

1. My primary business at this location is: (fill in ONE only)

**CONTRACTORS/SERVICE COMPANIES**

- 02  255 Landscape Contractors (installation and maintenance)
- 03  260 Lawn Care Service Companies
- 04  265 Custom Chemical Applicators
- 05  270 Tree Service Companies/Arborists
- 06  275 Landscape Architects
- 07  280 Land Reclamation and Erosion Control
- 08  285 Irrigation Contractors
- Other Contractors/Service Companies (please specify) \_\_\_\_\_

**INSTITUTIONAL FACILITIES**

- 09  290 Sports Complexes
- 10  295 Parks
- 11  300 Right-of-Way Maintenance for Highways, Railroads or Utilities
- 12  305 Schools, Colleges, Universities
- 13  310 Industrial or Office Parks/Plants
- 14  315 Shopping Centers, Plazas or Malls
- 15  320 Private/Public Estates or Museums
- 16  325 Condominiums/Apartments/Housing Developments/Hotels/Resorts
- 17  330 Cemeteries/Memorial Gardens
- 18  335 Hospitals/Health Care Institutions
- 19  340 Military Installations or Prisons
- 20  345 Airports
- 21  350 Multiple Government/Municipal Facilities
- Other Grounds (please specify) \_\_\_\_\_

**SUPPLIERS AND CONSULTANTS**

- 22  355 Extension Agents/Consultants for Horticulture
- 23  360 Sod Growers, Turf Seed Growers & Nurseries
- 24  365 Dealers, Distributors, Formulators & Brokers
- 25  370 Manufacturers
- Other (please specify) \_\_\_\_\_

2. Which of the following best describes your title? (fill in ONE only)

- 26  10 Executive/Administrator - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27  20 Manager/Superintendent - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28  30 Government Official - Government Commissioner, Agent, Other Government Official
- 29  40 Specialist - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30  50 Other Titled and Non-Titled Personnel (please specify) \_\_\_\_\_

3. SERVICES PERFORMED (fill in ALL that apply)

- 40  A Mowing
- 41  B Turf Insect Control
- 42  C Tree Care
- 43  D Turf Aeration
- 44  E Irrigation Services
- 45  F Turf Fertilization
- 46  G Turf Disease Control
- 47  H Ornamental Care
- 48  I Landscape Design
- 49  J Turf Weed Control
- 50  K Paving, Deck & Patio Installation
- 51  L Pond/Lake Care
- 52  M Landscape Installation
- 53  N Snow Removal
- 54  O Other (please specify) \_\_\_\_\_

4a. Do you specify, purchase or influence the selection of landscape products?

- 75  Yes 76  No

4b. If yes, check which products you buy or specify: (fill in ALL that apply)

- 55  1 Aerators
- 56  2 Blowers
- 57  3 Chain Saws
- 58  4 Chipper-Shredders
- 59  5 De-icers
- 60  6 Fertilizers
- 61  7 Fungicides
- 62  8 Herbicides
- 63  9 Insecticides
- 64  10 Line Trimmers
- 65  11 Mowers
- 66  12 Snow Removal Equipment
- 67  13 Sprayers
- 68  14 Spreaders
- 69  15 Sweepers
- 70  16 Tractors
- 71  17 Truck Trailers/Attachments
- 72  18 Trucks
- 73  19 Turfseed
- 74  20 Utility Vehicles

5. Do you have Internet Access? 77  A Yes 78  B No

5a. If so, how often do you use it?

- 79  A Daily 80  B Weekly 81  C Monthly 82  D Occasionally

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105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
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112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316



tons force and is driven by a 1-hp, 110-volt motor. Contact Bachtold Bros. at 888/988-7001; [www.bachtoldbros.com](http://www.bachtoldbros.com) / circle no. 267

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For more information log on to [www.riverdalecc.com](http://www.riverdalecc.com) / circle no. 268

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The Ekeberg is a 3-pt. PTO quick coupling attachment that Ekeberg International says connects and disconnects PTOs and non-PTO attachments safe, fast and easy in less than 20 seconds. Other claims are that the Ekeberg can be connected by the operator without assistance and without getting out of the seat by engaging the hydraulic locking cylinders. It

covers categories one to three, aligns on various levels and angles and has an automatic PTO and smooth, interlocking chamber.

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### For more safety on slopes

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For more information contact R & B at 816/587-9814; [www.tiltmeter.com](http://www.tiltmeter.com) / circle no. 270

## Want a new source for pest information?



[www.pestfacts.org](http://www.pestfacts.org)

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Circle No. 130

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## Help Wanted (Cont'd)

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Fax or email resume with salary history to:

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PO Box 605, Mt. Laurel, NJ 08054  
Fax: 856-234-0206 • Email: [katy@lipinskiland.com](mailto:katy@lipinskiland.com)

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For more information about our team, please mail, fax, or E-mail your resume to human resource dept at:

**Longhorn Maintenance, Inc.**  
PO Box 736, Allen, TX 75013  
Ph: 972-562-8873 • Fax: 972-562-6265  
E-mail: [lmi@airmail.net](mailto:lmi@airmail.net)

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**The Green Plan, Inc.**  
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### EXCITING CAREER OPPORTUNITIES FOR SERVICE INDUSTRY MANAGERS

Come join one of the largest vegetation management companies in the United States. DeAngelo Brothers, Inc. is experiencing tremendous growth throughout the country creating the following openings: **Branch Managers (Various locations throughout the USA, immediate openings in Virginia and New England).** Responsible for managing day to day operations, including the supervision of field personnel. Business/Horticultural degree desired with a minimum of 2 years experience working in the greens industry. Qualified applicants must have proven leadership abilities, strong customer relations and interpersonal skills. We offer excellent salary, bonus, and benefits packages, including 401k and company paid medical coverage. For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: **DeAngelo Brothers, Inc., Attention: Paul D. DeAngelo, 100 North Conahan Drive, Hazleton, PA 18201, Phone: 800-360-9333, Fax: 570-459-5500. EOE/AAP M-F.** 1/00

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- [www.irrigationjobs.com](http://www.irrigationjobs.com)
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**FLORAPERSONNEL, INC.** In our second decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 1740 Lake Markham Road, Sanford, FL 32771. **PHONE 407-320-8177. FAX 407-320-8083. Email: [Hortsearch@aol.com](mailto:Hortsearch@aol.com). Website: <http://www.florapersonnel.com>.** 12/00

**JOB OPENINGS IN THE LANDSCAPE INDUSTRY-** Seeking highly organized and motivated individuals for a fast growing, award winning landscape design company. Qualified candidates will be self-motivated professionals with a positive attitude, and the willingness to learn our business. Sales positions are full-time year round, all other positions are full-time seasonal. We offer company training, a competitive salary, commission structure (sales only), and great benefits. The following positions are now available: MAINTENANCE ACCOUNT SALESPERSON, CONSTRUCTION ESTIMATOR (SALES), CONSTRUCTION DESIGN SALESPERSON, LANDSCAPE FOREPERSON/PROJECT MANAGER, LANDSCAPE CONSTRUCTION LABORERS, ROUTE SUPERVISORS, GROUNDS MAINTENANCE LABORERS, IRRIGATION TECHNICIAN. **Apply within, fax, e-mail, or send cover letter & resume to: Greenscape Land Design, Inc., 100 Cotley St. East, E. Taunton, MA 02718. Attn: Human Resources. E-mail: [landhr@aol.com](mailto:landhr@aol.com) Phone: 508-977-9100 Fax: 508-977-2488** 01/00

**LANDSCAPE MAINTENANCE DIVISION MANAGER position available.** Candidate would possess related degree, broad experience in commercial landscape maintenance with emphasis on turf and ornamental pest. Interested candidates should submit resume and cover letter with salary expectations to: **Growing Image Inc., P.O. Box 34231, Indianapolis, IN 46234. Fax: 317-299-6946. Email: [growing\\_image@compuserve.com](mailto:growing_image@compuserve.com)** 2/00

## Help Wanted (Cont'd)

**CAREER OPPORTUNITIES:** Well-established, full-service design/build firm in Northeast New Jersey seeks energetic, highly motivated and well-organized people to join our company. Candidates should have minimum 3-5 years experience in landscape industry with strong emphasis on sales and customer service for both residential and commercial accounts. **Dept. Mgr. -Irrigation** should have superior technical knowledge to coordinate underground sprinkler installations and service, systems operations and analysis of system deficiencies. **Dept. Mgr. -Maintenance & Lawn/Tree Care** needs thorough knowledge of insect/disease identification and control. State Certification 3A/3B desirable. Strong Commercial and Residential Maintenance experience. **Dept. Mgr. -Design/Construction** should have extensive landscape sales/management/production experience. A degree in Horticulture or Landscape Design desired. All candidates should have excellent communication skills plus strong supervisory and organizational ability. Responsibilities include estimating; sales; scheduling and supervising crews; purchasing and inventory; and budget and profit control. Competitive salary and benefits. Growth potential. Mail or fax resume to: Personnel Dept., Jacobsen Landscape Design and Construction, 413 Godwin Avenue, Midland Park, NJ 07432. Fax: 201-444-4334. 2/00

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**OPERATIONS MANAGER** for up scale design/build/maintain firm located in Naples Florida. Duties to include supervision of 6 maintenance crews and 1 pesticide/fertilizer crew. Working knowledge of irrigation, South Florida Turf Grass and plant material, English/Spanish required. Please fax or mail resume to: **Attention Ray: Ray's Lawn and Garden Inc., 465 Nursery Lane, Naples, FL 34119. Phone: 941-455-6266. Fax: 941-455-8472**. 1/00

**SUNRISE OF NASHVILLE**, 20 years experience. We are one of Nashville's best Landscape/Irrigation/Maintenance companies, interested in quality individuals looking to relocate to the Middle Tennessee area. We are currently searching for the following: **Maintenance Foremen • Irrigation Technician • Landscape Foremen**. Also: **Operations Manager** to oversee employees and facilities. We offer good pay, health/dental benefits, retirement program and the opportunity to share responsibility and grow with a quality company. **Please contact us via Email: [sunrise7@bellsouth.net](mailto:sunrise7@bellsouth.net). Phone: 800-793-1652. Mail: Sunrise of Nashville, 2707 Larmon Drive, Nashville, TN 37204**. 1/00

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## Ad Index

116	American Cyanamid	48-49
125	Aquascape Designs	59
113	Buckner by Storm, Inc.	24
140	Dig Corp	50
121	Dixie Chopper	47
	Dodge	23
	Dow AgroSciences	40-41
123	Eastman Industries	51
135	Environmental Care	71
104	Excel Industries Inc	6
102	Ferris Industries	2
102	Grasshopper	CV3
117	Howard Price Turf Equipment	12
126	I-Corn	70
128	J J Mauget	70
127	JRCO	70
110	Jacklin Seeds	17
111	Jacklin Seeds	18
103	John Deere	CV4
115	John Deere	28-29
141	Lesco	CV2-1
124	Lesco	53
118	Monsanto	36-37 (reg)
	New Jersey Landscape 2000	70
	New England Reg Turfgrass	63
112	Novartis	20-21
	PLCAA	65
119	Plant Health Care	45
130	PlanetAir Turf Products	71
129	Remote Control Technology	71
	Rexius	15
142	Rohm and Haas	31
107	Rohmid LLC	8-9
122	Turfco Direct	61
106	Union Tools Irrigation	11
105	Valent PPG	5
114	Van Waters & Rogers	25
137	Versa Lok Retaining Walls	71
117	Walker Mfg	33

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**COLORS**

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc., 131 W. First St., Duluth MN 55802-2065. **Subscription rates:** one year, \$39, two years \$58 in the United States & Possessions; \$66 for one year, \$99 for two years in Canada and Mexico; all other countries \$130 for one year, \$195 for two years. For airmail delivery, include an additional \$70 per order annually. Single copies (pre-paid only): \$4 in the United States; \$7 in Canada and Mexico; \$12 all other countries. Back issues, if available: \$8 in the U.S.; \$14 in Canada and Mexico; \$24 all other countries. Add \$5 per order for shipping and handling. **Periodicals postage paid** at Duluth, MN 55806 and additional mailing offices. **POSTMASTER:** Please send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806. Canadian G.S.T. number: R-124213133. Publications Mail Agreement Number 841919. Printed in the U.S.A.

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# cleanup crew

THIS AND THAT

## Snow for sale

Why wait for Old Man Winter to start coughing up the white stuff all over your yard when you can have it layered on immediately by a snow-making machine? Some people paid big bucks to make sure they had a white Christmas last year, and **Darien Tree & Lawn Care Co. of Darien, CT**, reaped the profits. Owner Jonathan Sweeney added Snowman Services of Darien to his lawn care business in 1997 after a client of his asked if man-made snow would be possible for a holiday party.



Since then, he's been one of many entrepreneurs to discover that clients are willing to pay up to \$10,000 for instant white happiness. We can only imagine what would happen if school children with snow days on their minds got hold of these machines.

**Coming next month in LM:**

**The Labor Crunch:  
How to Hire the Best**



## Put away that big mower — for good



A lawn that grows to a certain height and no higher, and never needs mowing? Researchers seem to be getting closer to that goal.

Scientists at the Salk Institute of Biological Studies in California isolated a gene, known as BAS-1, from a weed that's in the mustard family. The gene appears to control the production of an important growth hormone in plants.

Here's how it works. The gene acts selectively to break down the growth hormone — a steroid called brassinolide — with the effect most noticeable in the stems. By tinkering with the gene, it may be possible to stop growth completely in the stems, while allowing normal growth in leaves and flowers, the *New York Times* recently reported.

## Sowing the seeds of love

Landscapers: they cut grass, plant flowers and yes, folks, mend relationships. Just ask Ryan of Senske Lawn and Tree Care, Kennewick, WA, who unknowingly did a better job than any counselor could for the daughters of Ralph and Jerry Kilmer. For nine months, Nicole, 15, and Shannon, 16, stepsisters, hadn't spoken a word to each other as the result of a fight. But when Ryan showed up for work at the Kilmers' house, things changed. The sight of Ryan in tight jeans excited Nicole so much that she called for Shannon to come take a look. For the rest of the afternoon, the two girls were together, going from window to window to check Ryan out. In Ralph Kilmer's own words, Ryan "broke the barrier that all the best parenting skills could not touch." There's no word yet as to whether or not Senske Lawn and Tree Care will add "peer mediation" to its list of services.

## Bugs can make your town pretty, too

Compost made from dead insects? You bet. The small town of Port Clinton in northwest Ohio received funding from the Ohio Lake Erie Commission for a demonstration project to collect and compost mayflies, insects that emerge from Lake Erie each June. Mayflies burrow in the lake bottom, invade the city as flying adults, live for a day or two, then die on city streets. City crews have collected as many as 40 truckloads of them in one outbreak. The insects will be mixed with yard waste at the city's compost facility, and the resulting compost will be used to beautify city parks.

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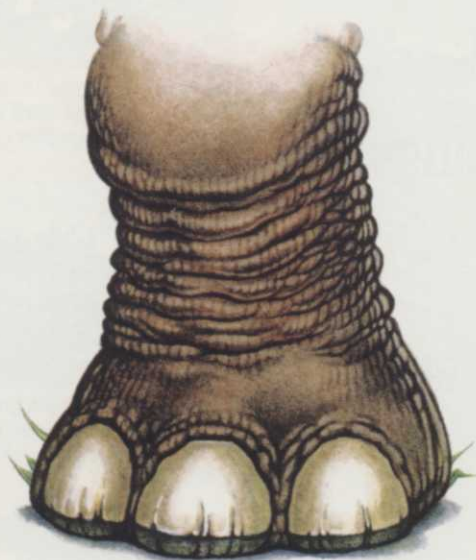
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