

## Welcome additions

**Mower attachments may be the answer to boosting your bottom line, not to mention saving time and reducing worker exhaustion**

**A**nyone who relies on mowers to make a living knows that accessories are as important as the mower itself. You expect that whatever you attach, whether it be a plow, rake, snow thrower or broom, it will perform as well or exceed the job that the mower does on grass. You also expect that the accessories will reduce your labor costs and save you time. Accessories might as well stay locked in your maintenance barn if they don't do those things.

Robert Underwood of Underwood Bros. Landscape, Phoenix, AZ, sees solid equipment with quality accessories as a profit tool. "The more innovative you can be with attachments, the more profit you can make," Underwood says. "People don't like to spend money on attachments, but if they look at the long-term benefits, they're better off."

Underwood gets the most use out of a fertilizer spreader and vacuum units with hydraulic dumps.



◀ Ferris Industries' ProCut 22 has accessories such as a snow blower, rotary broom and a debris blower. Call 800/933-6175 or circle no. 295

◀ (far left) Adding attachments to MTD's 2000 Yard-Man requires no tools. Call 330/273-4550 or circle no. 296



"We've built our dump trucks where our vacuum units can back up to them and dump grass in them, thereby saving us from having to handle the grass twice," he says. "A lot of mowers are going to mulching decks, which we use, but certain clients require that we pick up our clippings."

When shopping for spreaders, Underwood looks for one thing: durability. "Spreaders need to be pretty sturdy because they're hanging off the back of the mower and not always on level terrain. You also like to have something that can hold several hundred pounds of fertilizer so you don't have to keep going back to your source."



▲ Slice through dense, wet undergrowth with Gehl's two new swing-frame mower conditioners. Call 262/334-9461 or circle no. 297



◀ Harley's Power Box Rake® lets you expand your turf maintenance business into landscape construction. Call 800/437-9779 or circle no. 298