

LM REPORTS

YOUR GUIDE TO PRODUCT RESEARCH

GIE+EXPO/HARDSCAPE NORTH AMERICA PRODUCT DEBUTS



Water-conserving cultivars

The TWCA is a nonprofit organization dedicated to research and education for the improvement of the environment through water conservation. Some TWCA cultivars can save more than 50 percent of the water needed to keep other cultivars of the same species acceptable. TWCA trials have determined a correlation between the green color measured by digital image analysis to gallon usage and evapotranspiration (ET).

Turfgrass Water Conservation Alliance // TGWCA.org
Booth #486

Defendor

Save time and reduce labor costs by applying Dimension 2EW plus Defendor specialty herbicides with your first application of the season.

When it's too cold for other herbicides to be effective, Defendor eliminates dandelion blooms and controls clover, chickweed and other annual and perennial broadleaf weeds, the company says.

Dow AgroSciences // DowProvesIt.com
Booth #1104



Design Pro LED hardscape accent lights

Now available in a 3-in. version, these 12V fixtures are designed for small application areas such as narrow columns, low-level step lights and corners. Three color temperature options are available (3000K, 2700K and 4200K), along with a range of finishes including textured architectural bronze, bronzed brass, copper, gray, sand and textured white.

Kichler Landscape Lighting // Kichler.com
Booth #1188



Compact wheel loaders

At 12 in. lower than other compact John Deere wheel loaders, the new 204K and 304K feature rigid front and rear axles to meet the 8-ft. height while lowering the center of gravity and increasing stability and the tipping load limit. The two new models can work in areas with restricted access, such as door and trailer openings.

John Deere // JohnDeere.com
Booth #1110

Stander I

The new Stander Intensity, or the Stander I, is equipped with the first 36-in. deck to incorporate Wright's AERO CORE technology. Its floating deck tilts side to side and front to back, to better follow the terrain contours. This new mower also will be available with a 48- or 52-in. deck; engines range from 18.5 hp to 22 hp.

Wright Manufacturing // WrightMfg.com
Booth #3094 (indoors) or #7624-D (outdoors)





GXR120

With a displacement of 121 cc, the new Honda GXR120 general-purpose engine can appropriately power 110- to 175-lb. rammers—equipment used to compact soil or other granular material—at multiple altitudes with ease. A cast-iron cylinder sleeve and a high carbon-steel, dual-ball bearing crankshaft provide improved engine strength for rammer applications.

Honda Engines // Engines.Honda.com

Booth #3118



BC1000XL

Complete with an 89-hp GM industrial 3.0L gas engine, the BC1000XL brush chipper is powered by an electronic fuel injection system. Patented SmartFeed technology helps monitor engine rpm and is able to automatically stop and reverse feed rollers when processing large, hardwood material. Operators have the option of choosing three different droop settings that adjust the rpm to fit specific applications.

Vermeer Corp. // Vermeer.com

Booth #3104

PC912

Billed as the “world’s first dust control power cutter,” the PC912 dry-cuts concrete and masonry products with virtually no dust. It meets dust standards of the Occupational Safety and Health Administration in all 50 states, according to the company.

iQ Power Tools // iQPowerTools.com

Booth #4228



I-Core 3.0

The new version of the I-Core irrigation controller features a Solar Sync dial position and allows all sensor setup functions from the main control panel. The controller also permits a Solar Sync Delay feature, allowing the installer to specify a number of days before the controller switches to automatic adjustment mode.

Hunter Industries // HunterIndustries.com

Booth #3142



Enclave and Negate 37WG

Quali-Pro’s Enclave is the first fungicide in North America featuring Quad-Control Technology to control major turf and ornamental diseases. In addition, Quali-Pro’s new Negate 37WG herbicide features a formulation that allows turf managers to control more than 35 grasses. It inhibits the growth enzyme acetolactate synthase (ALS), providing fast and complete postemergent control, the company says.

Quali-Pro // Quali-Pro.com

Booth #4005

Exmark Advantage

Exmark will unveil its latest innovations in Louisville, including its expanded electronic fuel injection propane line, new rear-discharge cutting decks on the Lazer Z S-Series, a revamped Turf Tracer wide-area walkbehind, new options for the Lazer Z X-Series, new accessories and more. While onsite, register to win a new Exmark Lazer Z, plus an all-expenses paid trip to the company's headquarters to see it come off the production line.

Exmark Manufacturing // Exmark.com

Booths #7080 (indoor) / #7444-D (outdoor)



Extreme Pro

The Scag Giant-Vac Extreme Pro leaf blower features a 17-in., six-blade impeller and a 26.25-sq.-in. discharge opening, as well as a two-year warranty for commercial use. Air output measures in at 2,824 cu. ft. per minute (CFM).

Scag Giant-Vac // Giant-Vac.com

Booth #7060 (indoor) / #6008-D (outdoor)

PLANET's Community Stewardship Award

Honoring

Volunteerism • Community Service • Civic Responsibility.

Visit LandcareNetwork.org/awards/communityaward

Deadline to enter: January 8, 2014



Media Sponsor:



Cultivate Your
Success Through
THE GROUNDS GUYS®
FRANCHISE



Just two years after being introduced to the U.S., The Grounds Guys® has blossomed over 100 franchise locations in 34 states and is a top franchise opportunity for green industry professionals. Our franchise owners are achieving their dreams, beautifying their communities, and building a Culture of Care all across the nation. No matter what stage you're at in your journey, *The Grounds Guys* landscape management franchise can help you take your business to the next level. Don't miss out on the opportunity of a lifetime.

the GroundsGuys®
LANDSCAPE MANAGEMENT

888.205.0661
GroundsGuysInfo.com



**Want to
Learn more?**
Check out
Joe's story at
www.Joes-Story.com

© 2013 The Grounds Guys, LLC

LANDSCAPEMANAGEMENT.NET 141

Propane Mower Incentive Program

PERC offers two ways to save on propane-fueled mowers through its Propane Mower Incentive Program. Receive \$1,000 toward the purchase of a qualifying new propane mower or \$500 toward the conversion of eligible gasoline- or diesel-powered mowers to propane, on up to 25 mowers. Participants assist PERC in documenting the cost savings and benefits of propane-fueled mowers. Data collected is then used for new product development.

Propane Education & Research Council // *PoweredByPropane.org*
Booth #7094



Vanguard 810cc engine line

Briggs & Stratton Commercial Power's new line of Vanguard 810cc engines for commercial zero-turn mowers are available in 24 or 26 gross hp models. The engine features 810 cc of displacement for higher torque and a new debris chopper fan that provides up to 30-degree cooler engine temperatures. Debris access panels allow for quick and easy maintenance.

Briggs & Stratton Commercial Power // *VanguardEngines.com*
Booth #7104



Pro-Turn 400

Gravely introduces Kawasaki Big Block engine options to the Pro-Turn 400 zero-turn mower lineup. The mowers also feature the industry's first air-suspension seat and a new effortless deck lift, the company says. A rubber isolated foot platform minimizes vibration for a more comfortable ride. Each gas and diesel mower has a 13.4-gal. fuel capacity.

Gravely // *Gravely.com*
Booth #7120



© 2013 The Grounds Guys, LLC

LANDSCAPEMANAGEMENT.NET 141

Avant 2-stage Snowblower

The new Avant 2-stage Snowblower is powerful and compact, the company says. It's available in 48- or 60-in. models, and is shown here with the Avant 640.

AvantTeco USA // AvantTecoUSA.com

Booth #10080



EFI Z Master

Toro's expanded line of electronic fuel-injected (EFI) mowers includes additions to its Z Master Professional 6000 Series and Z Master commercial 3000 Series. Each is equipped with Kohler Command Pro closed-loop EFI engines that automatically adapt to load, weather, fuel and altitude changes for faster response and up to 25 percent better fuel economy, the company says.

The Toro Co. // Toro.com/professional

Booth #7148

FROMDESIGN2BUILD.COM

Professional landscape design/build contractors, this website is for you!

Exclusive "members only" access is just \$14.95 per month—*less than one yard of mulch or a 3-gallon shrub!*

Check out what this incredible online community has to offer!

Visit FromDesign2Build.com today!

SPOT THE BEETLE. SAVE A TREE.

Once the Asian longhorned beetle infests a tree, there is no cure. What you can do is look for and report it before it destroys more trees. So take 10 minutes to check your trees for the beetle and any sign of the damage it causes. Then, report your findings at AsianLonghornedBeetle.com.

Find it. Report it. Save trees.

ASIANLONGHORNBEDBEETLE.com

U.S. Department of Agriculture



LI 700

LI 700 with LECI-TECH Non-ionic Penetrating Surfactant is a spray adjuvant that delivers multifunctional properties as a surfactant, water acidifier and penetrant. It makes your herbicides, insecticides, fungicides and plant growth regulators work harder, the company says, by allowing droplets to penetrate to the plant on the plant's surface and in the plant's root zone.

Direct Solutions // AATDirectSolutions.com

Booth #9148



SuperMaxx II

Available in 3.3-, 4.3- and 6.0-cu.-yd. capacities, new SuperMaxx II spreaders feature an enhanced material feed system with a new stainless steel trough, where brine and salt are mixed before being delivered to the spinner. The exclusive cab-forward hopper boasts up to 33 percent better payload distribution, the company says, resulting in improved safety and reduced stress on the carrying vehicle.

SnowEx // SnowExProducts.com

Booth #9180



Spread it & Forget it

AAT has teamed up with Syngenta and Dow AgroSciences to offer end-users a single-application fertilizer solution: Spread it & Forget it controlled-release fertilizer is now available with Barricade or Dimension premium preemergent crabgrass control. This solution helps grow green, healthy turf while reducing crabgrass outbreaks, the company says.

Agrium Advanced Technologies //

AgriumAT.com

Booth #9168



For over 40 years, Air-O-Lator has been making eco-friendly, high performance products. As a 3-in-1 device, **Aquarian** aerators improve water health and quality while providing the aesthetic beauty of a fountain and deicing capabilities during winter. Backed by outstanding customer service, Air-O-Lator aerators are easy to install and maintain.

www.airolator.com

800-821-3177



Sno-Thro with AutoTurn

New Auto-Turn technology is available exclusively on Ariens' two-stage Sno-Thro equipment, enabling operators to turn effortlessly without adjusting speed.

No manual adjustments are necessary, nor is there the need to take large loops during a turn, the company says. Instead, users make even, tight turns from the center axis of the machine.

Ariens Co. // Ariens.com/autoturn

Booth #7120

Pendulum AquaCap Shuttle

The new 220-gallon returnable, refillable packaging from BASF provides ease of use and eliminates triple rinsing and container disposal problems. The stainless steel container with electric pump and flow meter improves delivery accuracy of Pendulum AquaCap herbicide, with the preemergent active ingredient pendimethalin, which controls more than 40 unwanted weeds including crabgrass, spurge, oxalis, annual bluegrass and foxtail.

BASF // BetterTurf.BASF.us

Booth #TBD



XC Series of zero-turn mowers

This new commercial mower line from Altoz promises an array of features, including a maximum speed of 19 miles per hour; its Aero Deck System with 54-in., 64-in. and 72-in. widths available; a push-button operated electro-hydraulic lift for height adjustments in 0.25-in. increments; anti-scalp wheels; dual 7-gallon fuel tanks; and various operator-comfort elements.

Altoz // Altoz.com

Booth #11086



TurfTeq Edge Attachment

The new Turf Teq Edger Attachment for Walker Mowers can edge landscaping beds up to 250 ft. per minute. The grooming blade cuts up to 4.5 in. deep. Designed for redefining a sharp edge around trees, along flowerbeds or creating a new bed, it allows operators to edge beds quickly and accurately.

Turf Teq // TurfTeq.com

Booth #11036



www.turfbooks.com

Accountants to the Lawn Care Industry

Does Your Accountant understand the Lawn Care Industry?

- ▶ Accounting / Bookkeeping Services
- ▶ Tax Preparation and Audit Representation
- ▶ Bank and Credit Card Reconciliations
- ▶ Outsourced CFO Services
- ▶ A / P and A / R Management
- ▶ Fast, Reliable, Affordable

Serving Lawn Care Companies Nationwide

Want Better Financial Information? Call Turf Books Now

Ph: 973-300-0288



Daniel S. Gordon, CPA

As an Owner, Manager, CFO and Industry Consultant, Dan has been involved with the development of several service companies from inception to \$15 million in annual sales levels and beyond.

What Others are Saying:

Dan has helped take my business to a new level with focus on improving accounting, operations and financial management. If you are looking for one of the finest accounting service providers in the industry, Dan is your guy! He listens, is down to earth, and provides crucial feedback to help your business grow!

Matt Jesson
President, Green Lawn Fertilizing, Inc