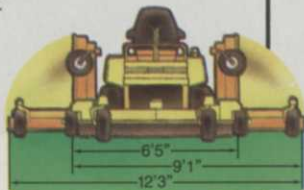




Expand your horizons

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HUSTLER
Turf & Grounds Equipment



Model 251
18 hp, 50"



Model 262
18 hp, 60"



Model 275
23 hp, 72"



Model 320
21.5 hp, 72"



Model 340
28.5 hp, 72"



Model 400
34 hp, 72"



Model 602D
32 hp, 72" hillside

Circle No. 126 on Reader Inquiry Card

BEFORE WE DEVELOPED THESE PROBLEM-SOLVING TURFGRASS MIXTURES, WE MARCHED THROUGH ACRES AND ACRES OF PROBLEMS.



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The result is a complete line of Medalist® turfgrass formulas that meet the demands of the professional turf manager.

If you've been staring down at a turf problem, look up your solution here. And if you think it's a turf problem we haven't seen, just let us know.

Our business is putting your problems behind us.



| MEDALIST TURF PRODUCT | MAJOR AREAS OF USE | SPECIAL FEATURES |
|-------------------------------------|--|---|
| Athletic Pro and Athletic Pro II | For athletic turf. | Well suited for new seeding or overseeding. Fast establishing, traffic tolerant, rapid recovery. Both provide good footing. |
| Boulevard Mix | Any area with high pH (roadsides, sidewalks, boulevards, alkaline soils, etc.). | Contains 'Fults' and Dawson red fescue for beautiful salt-tolerant turf. Performs at low to high fertility levels. |
| Landscape Pro Mix | School grounds, cemeteries, golf course roughs, home lawns. | Establishes fast. Adapts to broad range of conditions and management levels. Low to moderate fertility needs. |
| Overseeder II Mix | Fairways, tees, athletic fields. | Rapid germination and establishment. Withstands heavy traffic and resists diseases. Penetrates compacted soils. |
| Medalist North Mix | Fairways, tees, cart paths, wear areas. | Quality turf for high traffic areas. Clean mowing and disease resistant. |
| Premium Sod Blend | Commercial sod production. | Exceptional dark green color. Tolerates light shade. Superior disease resistance. Rapid sod producer. |
| Renovator Pro Mix | Problem solver for heavy traffic areas (athletic fields, golf tees, and fairways). | Penetrates compacted soils and combats <i>Poa annua</i> . Adaptable to most geographic regions. |
| Medalist Brand Overseeding Products | Winter overseeding of dormant bermudagrass. | Establishes rapidly and evenly. Tolerates traffic while providing a superior putting surface. Smooth spring transition. |

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by W.H. Daniel and R.P. Freeborg

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| 3,519 | CANDY INDUSTRY |
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| 12,830 | PAPER SALES |
| 14,902 | PEST CONTROL |
| 14,001 | PETS SUPPLIES MARKETING |
| 20,828 | PIT & QUARRY |
| 13,000 | POULTRY PROCESSING |
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Circle No. 158 on Reader Inquiry Card

continued from page 100

hp vertical shaft engine uses 30 percent less gas and oil and weighs as much as 25 percent less than comparable engines.

Dual synchro balancers and a muffler reduce engine noise. A trochoid oil pump sends oil under



pressure to the upper crankshaft bearing and rocker arms.

Circle No. 196 on Reader Inquiry Card

Perennial ryegrass blend bolstered by components

Futura 2000 perennial ryegrass from Pickseed is a blend of Fiesta II (a new Pickseed perennial rye), Dasher II and Blazer perennial ryes. Each variety was selected for its strong characteristics.

Fiesta II adds color, density and heat tolerance; Dasher II adds disease resistance; and Blazer provides winter hardiness, persistence and a medium-late heading date.

Futura 2000 can be used in the south for winter seeding of warm season grasses, and for turf in northern areas.

Circle No. 197 on Reader Inquiry Card

Tractor-mower has unique adjustment

Brouwer Turf Equipment has a new tractor-mount mower with a new mowing head available in five-, six-,



seven- or eight-blade reels. A choice of fixed or floating mowing heads is offered.

The mower also has a unique sin-

gle-point bedknife adjustment design and easy mowing height adjusters. A mechanical drive is used to power the mowing units.

The mower has self-cleaning rollers, and mid-mount mowing units can be fitted with track removal brushes.

Circle No. 198 on Reader Inquiry Card

Walk-behind reel has split drive system

John Deere has announced a new golf and turf product line that includes a 22-inch walk-behind greensmower with a split drive system featuring two aluminum traction rolls.

According to Deere, a split drive system helps the greensmower track in a straighter line and turn more easily. The split system also allows the front brush to be driven separately.

The new greensmower features a nine-blade high-tensile-strength reel and three millimeter hardened steel bedknife which delivers a quality cut up to $5/32$ of an inch. An optional 2.5



millimeter bedknife is available for a $1/8$ -inch tournament cut.

Other features include a three-liter fuel tank, handle-mounted controls, solid front roller and grass-catcher.

Circle No. 199 on Reader Inquiry Card

New fungicide effective on variety of diseases

A new fungicide from Lebanon Chemical, which contains one percent Bayleton, has numerous preventive and curative applications in the turfgrass industry.

The fungicide can be used as both a preventive and curative on dollar spot, copper spot, brown patch and red thread, in addition to a number of other diseases.

It can be used as a preventive treatment for summer patch (*fusarium blight*), gray snow mold and pink

CUT YOUR TURF PROBLEMS DOWN TO SIZE



with HYDRO-POWER 180



**UNIQUE TRIMMING
CAPABILITIES**



**YEAR-ROUND
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**EASY-FOLDING
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TRANSPORT**

Your search for a high capacity mower encompassing a one man operation is now concluded. The Hydro-Power 180 with its 15 foot hydraulically driven rotary mower has a mowing capacity of up to 11 acres an hour while incorporating rear wheel steering for maximum maneuverability. Cutting units are designed for maximum floatation and may be used individually or in any combination of the three.

A foot pedal controlled hydrostatic transmission affords variable mowing speeds as well as transport speed to insure maximum travel time between the job sites. The Hydro-Power 180 offers year-round versatility with a 2-stage, 73" snow blower and heated cab.

Manufactured by



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Chesterfield, Mo. 63017

snow mold, as well as others.
Circle No. 200 on Reader Inquiry Card

Riding mowers redesigned with variable-speed system

John Deere's line of riding mowers has been re-designed to give them a variable speed drive system, increased horsepower and a shorter turning radius.

The drive system has a gear transmission with a belt system to vary ground speed to suit mowing condi-



tions. The mower has seven speed settings ranging up to 5.4 mph, and reverse speeds up to 2.4 mph.

In addition, the company has added a third front mower to its 900 series. The series now features three engine types: the air-cooled F910; the liquid-cooled diesel F915; and the new liquid-cooled F912.

The F912 has a 20 hp engine, with full-pressure lubrication, electric fuel pump and electronic ignition.

Circle No. 201 on Reader Inquiry Card



Kills Weeds, Builds Lawns, Saves Money.

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Danville Express makes chemical application safe, fast and easy. This cost efficient no-drift roller applies liquid herbicides or fertilizers even and precise without harmful overspray.

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Circle No. 115 on Reader Inquiry Card

Soil pH meter shortens testing time period

Scotts' Model 100 portable pH meter decreases the need to send samples to labs for pH analysis.

It has a 5½-inch taut-band meter, solid state electronics, Teflon-insulated input circuitry and a battery life of 300 hours. The unit weighs less than three pounds.

Circle No. 202 on Reader Inquiry Card

Aerial lift device hits tree trimming market

Altec Industries has introduced the Linebacker LB series of aerial devices designed specifically for the tree trimming industry. The series utilizes two cylinders on the lower boom lower end to achieve an articulation range of 0° to 135° (45° beyond center). The upper boom elevation is reached with a cylinder and four bar linkage

providing 210° of articulation.

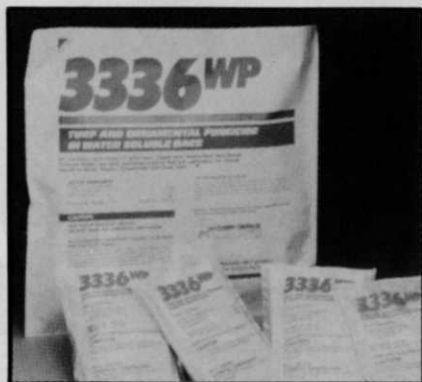
The LB series has three-lever upper controls, lower controls that can override the upper ones, and a positive cable/fiberglass rod leveling system.

The one-man fiberglass platform with step is 24 x 24 x 39 inches and has a capacity of 350 lbs. Options include a chain saw holder, pruner holder and a platform cover and liner.

Circle No. 204 on Reader Inquiry Card

Systemic fungicide in water soluble bags

W.A. Cleary's 3336 systemic fungicide is now available in water soluble bags. The bags are safe, easy to use and provide no exposure to chemical dust, fumes or residue, and no container disposal.



Four eight-ounce packages come in a foil packet, with six packets making up a case.

Circle No. 204 on Reader Inquiry Card

Vertical shaft engine useful on mowers

New 16 hp and 18 hp vertical shaft engines from Kohler Engines provide an alternative to horizontal shaft engines on lawn tractors and commercial mowers.

The MV16 and MV18 feature electronic ignition, a mechanical fuel pump, a closed breather, full pressure lubrication, sleeve bearings and a 15 amp regulated charging system. A 25 amp charging system is optional.

Also optional is a full flow oil filter, grass screen guard and backup rope start.

Circle No. 205 on Reader Inquiry Card



MODEL 12 P.T.O. CHIPPER

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- Less than ½ the price of equal capacity chippers
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Circle No. 145 on Reader Inquiry Card

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Naturally, products like these are only as good as the company that stands behind them. And nobody offers you more technical support than Chipco with our field force exclusive to turf and ornamentals.

In 1987, Chipco will introduce new formulations of three Chipco products. But we're not stopping. Exciting new products soon to earn the Chipco name are in various stages of development.

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Chipco Mocap 5G is not yet available for sale.

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Circle No. 152 on Reader Inquiry Card

HERE'S ONE OF
THE FEW TURF
PROBLEMS WE
CAN'T PREVENT.

ALLIGATORWEED from page 94
the leadership of Dr. Langeland, developed a herbicide program to meet that objective in 1983.

The first roundup

The program was introduced in the Scuppernong River where the problem was particularly severe. From boats, crews armed with hand-held sprayers applied Rodeo herbicide, a broad spectrum, post-emergence aquatic weed killer. The initial treatment was made during alligatorweed blooming in the spring, and was applied at a rate of 1.25 percent solution plus surfactant.

"Just a few weeks after the initial application, a substantial amount of mats and plants had already been eliminated," Langeland says. "We made a second application later in the year to control regrowth, and by the following year, found very few alligatorweed mats remaining. We were, in fact, highly successful in obtaining control of alligatorweed."

Another key factor, Langeland says, is the environmental compatibility of Rodeo. Tests have shown that the herbicide biodegrades rapidly and is activated on soil particles and sediment, has no effect on fish, humans or other mammals, and does not bioaccumulate in the food chain. This makes it safe to apply to water bodies used for recreation and commercial enterprises.

The management program has successfully and economically restored the Scuppernong as a fishing and recreation center for area residents. "Without busting our budget, we were able to reopen several miles of the Scuppernong to public boating, and eliminate the need for routine draglining at river bridges," Langeland says.

"In addition, we averted a major flood potential since, otherwise, there is always a high risk that the river can overflow due to the presence of a substantial number of alligatorweed mats obstructing water flow."

This program to control alligatorweed has been so successful that plans call for similar programs in other areas. "We are already applying Rodeo to small creeks and canal tributaries in the region," Langeland notes. "Once it has been eliminated from these waterways, reinfestation can only occur through vegetative reintroduction."

The last roundup

"Our goal is to completely eliminate the weed, maintaining alligatorweed populations at the lowest level possible by spot-spraying periodically,"

says Langeland. "We'd also like to make farmers more aware of the consequences of alligatorweed on their cropland and in drainage canals, and help them develop their own maintenance programs," Langeland concludes. "Through our cooperative efforts, we can maintain alligatorweed below problem proportions in the entire coastal plains." **LM**

COMING IN JUNE

2nd annual
report on
ATHLETIC TURF,
focusing on
the successful
maintenance of high
school fields.

MARKETING MANUVERS

from page 88

you should learn the best of the combination of Nos. 2 and 3 and use those salespeople who both see a large number of people and who are successful at closing the sale.

4. What is the retention rate for each individual salesperson? This is seldom done, but over a period of a season it will tell you which of your salespeople sold well and which oversold. If they oversold the customer, you will find a very low retention rate.

Those salespeople who were professional in explaining your services will have customers who remain with the company because the results will match their expectations. As with any type of management information, this list can grow considerably and be much more detailed.

The areas listed above are a starting framework. By gathering these types of marketing information you will have a much better understanding of your current customer base, who you should target in the future, and the internal efforts of your organization.

Your knowledge of these points will enable you to plan better and thus make your organization more competitive in the growing green industry marketplace. **LM**

EVENTS

APRIL

Texas Wildflower Day, April 24-25, Texas Women's University, Denton, Tex. Contact: Dr. Robert Collier, P.O. Box 22675-TWU Station, Denton, TX 76204; (817) 898-3326.

Turf & Landscape Institute, April 27-29, Anaheim Convention Center, Anaheim, Calif. Contact: Ed McNeill, 2492 E. Mountain St., Pasadena, CA 91104-3423; (818) 798-1715.

MAY

Mole Cricket Classic & Educational Seminar, May 4, Oak Mountain State Park, Birmingham, Ala. Contact: Judy Copeland, P.O. Box 70, Auburn, AL 36831-0070; (205) 887-6916.

Pest Control Workshop, May 7, Agricultural Center Auditorium, Sanford, Fla. Contact: Uday Yadav, University of Florida, extension service, Sanford, FL 32771; (305) 323-2500 ext. 182.

American Horticultural Society Annual Meeting, May 13-16, Omni Park Central Hotel, New York City, N.Y. Contact: Harriet Sweeney, AHS, P.O. Box 0105, Mt. Vernon, VA 22121; (703) 768-5700.

Western Chapter, International Society of Arboriculture Annual Conference, May 15-18, Santa Cruz Holiday Inn, Santa Cruz, Calif. Contact: Donald Blair, 1958 Latham St., Mountain View, CA 94040; (415) 967-4676.

North Carolina Turf & Landscape Field Day, NCSU Turf Field Center, Raleigh, N.C. Contact: J.M. Dipaola, Box 7620, North Carolina State University, Raleigh, NC 27695-7620; (919) 737-2657.

Hands-On Equipment Expo, May 15-16, Alameda County Fairgrounds, Pleasanton, Calif. Contact: Jim Kwiat, Sequoia Landscape Specialties, 236 Sequoia Ave., Walnut Creek, CA 94595. (415) 937-7973.

To ensure that your event is included, please forward it, at least 90 days in advance, to: Landscape Management Events, 7500 Old Oak Boulevard, Cleveland, OH 44130.

Introducing... The Super-Tough 1987 Super-Slopemaster

New for '87

- 34 HP Gas Engine, Water Cooled
- 35 HP Diesel Engine, Water Cooled
- Hydraulic Deck Drive
- Direct Drive Dual Hydrostatic Pump System



Machine shown with optional Turf Tread Tires, Roll Bar and Canopy

(GSA Contract #GS-07F-13712)



This 72 inch cut extra heavy duty mower is designed for safe and efficient mowing on steep slopes in addition to flat areas. The 1987 SSM 34-72 (gas) and SSM 35-72D (diesel) have all of the patented safety and performance features of the proven Slopemaster series of mowers, plus many new features. This new "Super-Slopemaster" provides benefits far beyond those provided by any machine previously available.

Kut-Kwick. More than forty years of experience building commercial mowers for professional users.

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Circle No. 259 on Reader Inquiry Card

CLASSIFIEDS

RATES: \$1.00 per word (minimum charge, \$25). Bold face words or words in all capital letters charged at \$1.25 per word. Boxed or display ads: \$85 per column inch-1x (one inch minimum); \$80-3x; \$75-6x; \$70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$5 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9200.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 1 East First St., Duluth, MN 55802. Please include box number in address.

BUSINESS OPPORTUNITIES

Excellent business opportunity in northwest Montana, near Glacier National Park. Owners desiring to retire from rapidly expanding bluegrass sod farm. High return on investment; high potential for future growth. Negotiable terms with owner financing. Send letter of interest to: Sod Farm, P.O. Box 2401, Kalispell, MT 59903, or call 406-755-6655. TF

WANT TO BUY OR SELL a golf course? Exclusively golf course transactions and appraisals. Ask for our catalog. McKay Golf and Country Club Properties, 15485 N. East Street, Lansing, Michigan 48906. Phone (517) 484-7726. TF

HELP WANTED

Superintendent Landscape Management - Firm seeking motivated individual to contribute to continuous success in professional horticultural care. Responsible for scheduling expediting tree, lawn and commercial maintenance crews. Strong organizational and management skills are essential. Contact Yates, 132 Greenbrier Rd., Chesapeake, Virginia 23320. 4/87

LANDSCAPE MAINTENANCE - progressive Washington, D.C. area landscape firm is looking for responsible working foremen & trainees to join our Maintenance Department. Our Maintenance Program consists of 2-3 man crews doing residential tree, shrub & bed care with an emphasis on quality. Openings also in our installation department. We work a 4-5-day week and offer good pay and benefits. Willingness to work hard and produce is essential. Send resume and references to: **GARDEN GATE LANDSCAPING, INC.**, 821 Norwood Road, Silver Spring, MD 20904. 4/87

LANDSCAPE MAINTENANCE FOREMAN: Firm needs individual able to supervise and motivate own crew. Candidate must know plant materials and standard horticulture practices. Position offers excellent growth potential and salary commensurate with experience. For more information, call American Lawn Care Company, Niles, IL. 312-965-2427. 5/87

HELP WANTED

Assistant Managers & Foremen

Excellent growth opportunity with Connecticut's largest landscaping firm. Complete Interior and Exterior Construction and Maintenance Departments. Candidates should have an "A.S." or "B.S." in Horticulture or equivalent in experience also two years experience supervising and motivating people. Excellent company benefits. Salary commensurate with experience. Send resume with education, experience, and salary history in confidence to:



MILFORD LANDSCAPING & MAINTENANCE, INC.

P.O. BOX 2-186
MILFORD, CT 06460
203-878-8748

Maintenance foreman to do quality commercial maintenance. Knowledge of turf and ornamentals and at least 3 years experience. Good salary and benefits. Reply to Country Greenery, Box 638, Pittstown, NJ 08867. 4/87

Manager/Sales Rep. North Jersey tree expert co. seeks responsible, experienced, sales oriented branch manager. Learn area and meet clients as Tree Spray Foreman beginning April 1 - \$10.00/hr. Full scale operation begins July 15th. Excellent compensation for right individual. Send resume & salary history to LM Box 423. 4/87

TREE SUPERINTENDENT to manage Tree Division for a well established landscape contracting company in southeastern PA. Must be educated and field trained in all aspects of arboriculture, be assertive with sales, personnel, management and paperwork. Call or send resume: Heyser Landscaping, Inc., 400 N. Park Avenue, Norristown, PA 19403, (215)539-6090. 4/87

LAWN SPECIALISTS: needed for rapidly expanding lawn care company. Seeking candidates with management potential, capable of handling sales, production, and service. Experience preferred, but will train. Excellent pay, friendly work environment. Call Treeland Lawn Care, Bridgeport, CT 203-372-3511. Tony or Bob. 4/87

Established 76 year old complete landscape and tree service firm has positions available for tree climbers and landscape foreman. Send resume to Chas. F. Irish Co., Inc., 24900 Groesbeck Hwy., Warren, MI 48089. 6/87

ORKIN LAWN CARE

Orkin Lawn Care is looking for good lawn care Branch, District and Division Managers. Our expansion has created many opportunities. Advance quickly with the nation's fastest growing national company. We are looking for result oriented Managers who know how to manage people. If you're looking for opportunity and tired of the pace you're now at, call Gordon Crenshaw - 404-888-2770.

PROJECT MANAGER: Excellent opportunity for career and goal oriented individual to work with a commercial landscape firm in Atlanta, Georgia. Must be experienced in all aspects of landscape construction and willing to assume total responsibility. Good salary, benefits and incentive program. Scapes, Inc., 404-956-7500. 4/87

CAREER OPPORTUNITIES: ChemLawn is now accepting applications for the positions of Lawn Specialist in our expanding Florida Markets. Join the Nation's Leader in Lawn Care. Send resume to LM Box 422. TF

Top turf equipment house needs a quality sales person with good agronomical background in fertilizer and chemicals for fine turf areas, mechanical aptitude, hands on experience with all types of turf products, sales and marketing experience in territory sales and management. Excellent opportunity for qualified person. Resume and qualified references required, P.O. Box 22628, Houston, Texas 77227. 5/87

ASSISTANT TO THE PRESIDENT: Outstanding opportunity to join one of the fastest growing tree and shrub care companies in the United States. We offer an excellent starting salary and bonuses, all benefits and an opportunity to participate in developing the newest ideas in the arborist field. You must have a minimum of 5 years experience in a related field, a college degree and a dynamic desire to succeed. Send resume to Mr. Daniel Van Starrenburg, President, Sav-A-Tree of Westchester, Inc., P.O. Box 527, Armonk, NY 10504-0527. 914-666-8202. 5/87

Career Opportunities: Landscape Estimator, Maintenance and Landscape Sales Representatives, Irrigation Foreman, Nursery Manager, Nursery Sales Representative, Landscape and Maintenance Foreman. Immediate openings, in all 4 branches, for experienced and enthusiastic individuals interested in joining a successful team of professionals in the largest landscape contracting firm in the mid-Atlantic. Excellent compensation package and benefits. Call or send resume in confidence to: Daniel W. Tamminga, Davis Landscape Contractors, Inc., 615 S. Frederick Ave., Ste. 302, Gaithersburg, MD 20877, (301)258-8430, EOE. 4/87

Landscape maintenance sales position available for energetic, self-motivated individual. Education in agricultural related field and/or sales experience preferred. Base salary plus commission. Send resume/work history to Sales Manager, Maintain, Inc., 16008 Boss Gaston, Richmond, TX 77469. 4/87

HELP WANTED: Working Partner Lawn Maintenance: Looking for an experienced working manager who would like to have his own company, but doesn't have the capital. We are an expanding company operating in Rockland County, New York. Equity toward ownership, salary, and benefits. Reply to: L. G. Corp., 21 Hemlock Rd., Briarcliff Manor, New York 10510. 914-762-5793. 4/87

GROUNDS MAINTENANCE AND PLANTING SUPERVISOR/FOREMAN: Well established landscape contractor in the Philadelphia area is seeking experienced quality supervisors and/or foremen to fill various positions. Salary and benefits commensurate with experience. Forward resume to: Personnel Office, Heyser Landscaping, Inc., 400 N. Park Ave., Norristown, PA 19403. 4/87

GROWTH OPPORTUNITIES WITH ONE OF NEW ENGLAND'S LARGEST LANDSCAPE CONTRACTORS

FIELD OPERATIONS MANAGER: Responsible for the coordination of 9 to 12 construction crews. Must be a well organized, self-starter with good communication skills. Salary, profit sharing plus other benefits.

CREW LANDSCAPE FOREMAN: Experience in all phases of large landscape operations a must. Salary, profit sharing, benefits.

OTHER ENTRY LEVEL POSITIONS available as well as management positions.

Send resume to:
J. Farmer & Company, Inc.
219R South Main Street
Middleton, MA 01949
(617) 774-2933