

News from Monsanto...

**ROUNDUP**<sup>®</sup>

HERBICIDE

**PRICE CUT**

**\$22**

**ON 2<sup>1</sup>/<sub>2</sub> S!**

Monsanto has lowered the price of Roundup<sup>®</sup> herbicide by \$22 on the 2<sup>1</sup>/<sub>2</sub> gallon container size!

The price is even lower in 30's. Now you'll find even *more* value in Roundup and *more* places to use it *more* often.

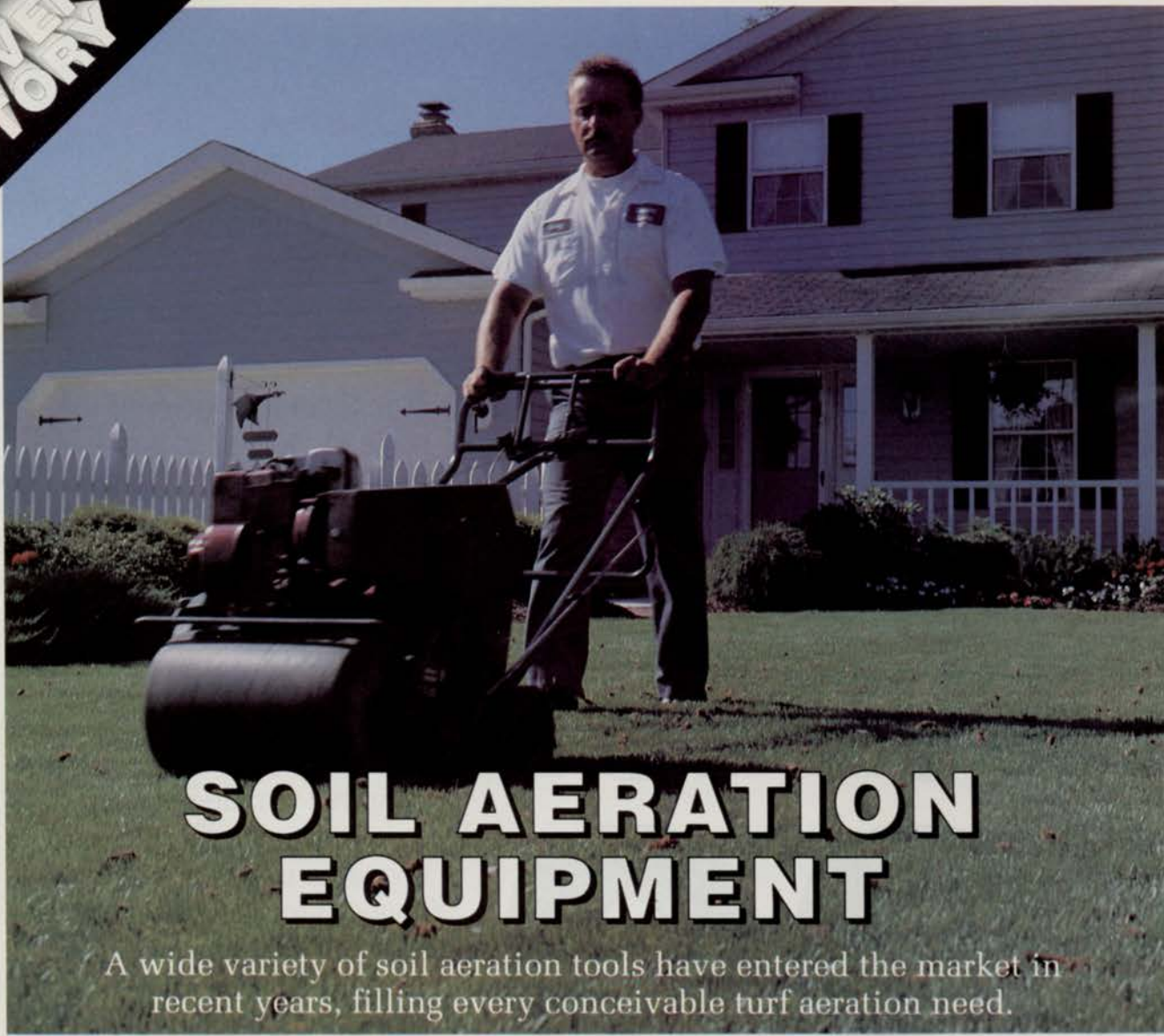
Think of the budget-stretching savings Roundup can bring you compared to time-intensive string trimming. Or the labor-savings in using lower-priced Roundup to maintain weed-free beds and pine islands. Use it to eliminate brush, poison oak, poison ivy...in landscape site preparation and turf renovation.

Figure your savings at the new lower price. Then see your dealer or retailer to save on Roundup.



Always read and follow the label for Roundup herbicide. Roundup<sup>®</sup> is a registered trademark of Monsanto Company. © Monsanto Company 1991 RGP-1-170BR





# SOIL AERATION EQUIPMENT

A wide variety of soil aeration tools have entered the market in recent years, filling every conceivable turf aeration need.

**S**oil aeration techniques open to green industry professionals have quickly moved from discussion to practice.

A helpful treatment for compaction and thatch, aeration can be accomplished in a variety of ways, perhaps as varied as the equipment. Generally, either solid tine, hollow core (open spoon) and shatter/slicer

*Turf in warm-season climates is best aerated in late spring and early summer.*

designs are common. Turf research has suggested solid tining may be less beneficial overall.

Water entered the picture this year with Toro's Hydroject 3000, which uses high pressure water coring.

Giving the turf "room to breathe" at the

**For more aerator information**

Specifications for shatter/slicer aerators available to landscape professionals can be found on page 26.

Specs for core aerators can be found on the following page and page 24.

To obtain information from individual companies, circle the numbers listed below on the Reader Service Card.

<b>Shatter/slicers</b>		<b>Core aerators</b>			
Co. name	Circle No.	Co. name	Circle No.	Co. name	Circle No.
Aer-Way	300	Befco	308	Hahn	311
Brinly-Hardy	301	Brinly-Hardy	301	Jacobsen	312
Cushman	302	Cushman	302	Lesco	313
John Deere	303	John Deere	303	Olathe	307
Feldmann	304	Feldmann	304	Ransomes	314
Green Care	305	First-Products	309	Terracare	315
Hoffco	306	Gandy	310	Toro	316
Olathe	307	Green Care	305	Verti-Drain	317

right time saves later headaches as grass roots welcome the opening of the turf surface to air and moisture.

Options range from model to

model, manufacturer to manufacturer. Superintendents, landscape and lawn care operators, and sports turf

*continued on page 26*



## CORE AERATORS

Manufacturer	Model	Pull/Walk/Ride	Penetration	Plug Diameter	Overall Width	Weight (lbs.)	Speed
Befco <sup>1</sup>	Green-Rite I	pull	1"	N/A	52"/68"/84"	1,383/1,636/ 2,063	conditional
Befco	Green-Rite II	pull	1"	N/A	50"/58"/66"	N/A	conditional
Befco	Green-Rite III	pull	1"	N/A	58"	N/A	conditional
Befco	Green-Rite IV	ride	1"	N/A	58"/66"/74"	N/A	conditional
Brinly-Hardy	CA-30 BH	pull	N/A	N/A	30"	75	conditional
Brinly-Hardy	CA-36 PR	pull	N/A	N/A	36"	84	conditional
Brinly-Hardy	AS-24 BH	pull	2"	N/A	24"	50	conditional
Cushman	Ryan DGA 30-06 Model 544882	ride	4"-6"	1/2"-3/4"-7/8"	30"	1,960	up to 19,920 <sup>3</sup>
Cushman	Ryan GA 30 Model 544875	ride	3 3/4"	5/8"	30"	1,200	up to 28,125 <sup>3</sup>
Cushman	Ryan Greensaire 24 Model 544872	walk	3"	1/2"	24"	800	up to 8000 <sup>3</sup>
Cushman	Ryan Lawnaire 28 Model 544874	walk	2 1/2"	3/4"	28"	400	up to 24,000 <sup>3</sup>
Cushman	Ryan Lawnaire IV Model 544863	walk	2 3/4"	3/4"	19"	188	up to 21,000 <sup>3</sup>
Cushman	Ryan Lawnaire V Model 544883	walk	2 3/4"	3/4"	26 1/2"	218	up to 29,300 <sup>3</sup>
Cushman	Ryan Lawnaire Tow 36 Model 544860	pull	4"	1/2" or 3/4"	36"	500	up to 10 mph
Cushman	Ryan Lawnaire Hitch Model 544859	pull	4"	1/2" or 3/4"	36"	475	N/A
Cushman	Ryan Lawnaire Hitch Model 544876	pull	4"	1/2" or 3/4"	48"	675	N/A
Cushman	Ryan Renovaire Hitch Model 544317	pull	4"	1/2" or 3/4"	72"	1,445	up to 10 mph
Cushman	GA 60	pull	4"	3/4"	60"	2,209	up to 1.3 acres/hr
Cushman	Quick Aerater	pull	5"	1/2" or 3/4" slicing knives	46"	N/A	N/A
Cushman	Greensaver Model 884716	pull	2 3/4"	3/8" or 1/2"	22 3/4"	N/A	N/A
John Deere	132/232	pull	N/A	1/2" or 3/4"	32"	N/A	conditional
John Deere	270	pull	N/A	1/2" or 3/4" Slicer blades	72"	N/A	conditional
Feldmann	2300	walk	2 1/2"	(Slicer available)	26"	128	1,800 <sup>3</sup>
Feldmann	2340-32/2340-48	pull	2 1/2"	1/2"	32"	85/100	conditional
Feldmann	2552/2528	pull	2 1/2"	1/2"	32"/48"	83/98	conditional

<sup>1</sup> Befco aerators are also overseeders & fertilizers

<sup>2</sup> Model also a seeder/fertilizer

<sup>3</sup> Square feet per hour

## CORE AERATORS

Manufacturer	Model	Pull/Walk/Ride	Penetration	Plug Diameter	Overall Width	Weight (lbs.)	Speed
First-Products	Aera-rator	pull	3"	1/2"	60"	635	3 1/2 mph
Gandy	aerater attachment	pull	2 1/2"	N/A	24"	N/A	conditional
Green Care	Core Master 12	pull	3 3/4"	1/4"-3/8"-1/2"- 5/8"-3/4"	49"	N/A	conditional
Green Care	Core Puppy	walk	3 3/4"	1/4"-3/8"-1/2"- 5/8"-3/4"	25"	650	conditional
Hahn	TB-60/TM-60	pull	N/A	N/A	32"	550/500	conditional
Hahn	TM-140/TB-140	pull	N/A	3/4" or 1"	72"/90"	672/954	conditional
Hahn	EA-3	walk	N/A	N/A	22"	166	conditional
Jacobsen	Aero King PT 2448	pull	3"	1/4"-3/8"-1/2"	48"	885	conditional
Jacobsen	T 3019	walk	3"	3/4"	19"	250	24,000 <sup>1</sup>
Jacobsen	P 4024/T 6030	walk	3"	1"	24"/30"	240/285	24,000 <sup>1</sup> / 30,000 <sup>1</sup>
Lesco	Aerator 30	walk	3"	5/8"	30"	254	conditional
Olathe	88	walk	3 1/2"	3/4"	32 1/2"	260	19,000 <sup>1</sup>
Ransomes	XRA 550R/ XRA 540	ride	up to 6" up to 5"	1/4"-3/8"-1/2"- 5/8"-3/4"	54"	1,600/1,200	up to 60,000 <sup>1</sup>
Ransomes	XRA 240	walk	2 3/4"	5/8"-3/4"	24"	440	25,800 <sup>1</sup>
Ransomes	XRA 250/ XRA 270	walk	4"	1/4"-3/8"-1/2"- 5/8"-3/4"	25"	440	25,800 <sup>1</sup> / 13,900 <sup>1</sup>
Terracare	WR 2 <sup>2</sup>	walk	2 3/4"	1/2"-5/8"	36"	600	3/4 acre/hr
Terracare	T 98/T 200/T 320	pull	2 3/4"	1/2"-5/8"	9'3"/4'/7'	600/1,100/1,600	1 acre/hr, 1 1/2 acre/hr, 3 acre/hr
Toro	HydroJect 3000	walk	4"-20"	N/A	33"	995	up to 26,000 <sup>1</sup>
Toro	Greens Aerater 09110	walk	3 1/2"	3/8"-1/2"-5/8"-3/4"	27"	1,275	13,000 <sup>1</sup>
Toro	686/687/96	pull	N/A	1/2" or 3/4" <sup>3</sup>	90"/82"/48"	1,420/1,290/600	1-10 mph
Toro	Fairway Aerater 09500	pull	3" to 5"	3/4" or 7/8"	63"	2,975	61,000 <sup>1</sup>
Verti-Drain	305-250/ 305-200H	pull	16"	3/4" or 1"	98"/79"	4,685/3,515	21,500 <sup>1</sup> / 17,200 <sup>1</sup>
Verti-Drain	105-145	pull	12"	1/2"-5/8"-3/4"-1"	57"	1,850	7,800 <sup>1</sup>
Verti-Drain	005-120	pull	10"	1/2"-5/8"-3/4"	48"	1,100	7,500 <sup>1</sup>
Verti-Drain	001-060	walk	6"	1/2" or 5/8"	24"	680	5,700 <sup>1</sup>

<sup>1</sup> Square feet per hour

<sup>2</sup> 4" spiking tine available for all models

<sup>3</sup> 4" slicing blades available





## ADD MUSCLE TO YOUR WORK FORCE, GET A BIG BOSS

The term "labor-saving device" might have been coined to apply to the Polaris Big Boss. It's your worker of choice when human hands, arms and backs aren't quite enough, but a pickup or dump truck is too much. And it's a terrific recreational vehicle as well, able to haul an entire campsite in a single trip, or supply a remote hunting cabin with food and equipment for a week. For farms, construction



sites, back yards, or the back woods, a Big Boss gives you the extra strength you need to do what needs to be done.

Warning: ATV's can be hazardous to operate. For your safety: Never carry



passengers, avoid excessive speeds, and be particularly careful on difficult terrain. Polaris ATV's may not be ridden by people under 18 years of age. Polaris recommends that all ATV riders take a training course. For safety and training information, see your dealer or call Polaris at 1(800)328-9975. (In MN, 1(800)247-6670).

**POLARIS**  
Believe It.



## SHATTER/SLICERS

Manufacturer	Model	Pull/Walk/Ride	Penetration	Overall Width	Weight (lbs.)	Speed
Aer-Way	AWO40T-1365T	pull	6 1/2"	4'	N/A	conditional
Aer-Way	AWO56S-1365T	pull	8"	5' 6"	N/A	conditional
Aer-Way	AWO60Q-2380C	pull	6 1/2"	6'	N/A	conditional
Aer-Way	AWO76S-2380T	pull	6 1/2"	7' 6"	N/A	conditional
Aer-Way	AWO80Q-2380C	pull	6 1/2"	8'	N/A	conditional
Aer-Way	AW150T-4380T	pull	6 1/2"	15'	N/A	conditional
Brinly-Hardy	SA-30 BH	pull	2"	30"	22	conditional
Brinly-Hardy	SA-36 BH	pull	2"	3'	40	conditional
Brinly-Hardy	SA-36 PR	pull	4"	3'	95	conditional
Cushman	Ryan Tracaire Model 544423	pull	4"	6'	1037	up to 10 mph
John Deere	140S	pull	N/A	41"	360	conditional
John Deere	260S	pull	N/A	5'	420	conditional
John Deere	280S	pull	N/A	82"	690	conditional
Feldmann	2200S	walk	2 1/2"	26"	128	18,000 <sup>2</sup>
Green Care	Shattermaster SH-6/250	pull	12"	5'	725	conditional
Green Care	Shattermaster SH-8/250	pull	12"	80"	950	conditional
Hoffco	L'I Hoe	walk	N/A	10"	25	conditional
Olathe <sup>1</sup>	83	pull	3 1/2"	4'	N/A	conditional
Olathe <sup>1</sup>	84	walk	2 1/2"	29 1/2"	350	conditional
Olathe <sup>1</sup>	37	pull	3"	5'	N/A	conditional

<sup>1</sup> Slit Seeder attachment available <sup>2</sup> Square feet per hour

### AERATION from page 22

professionals must decide what system best suits their needs.

Aeration is most effective when the surface plant is actively, healthfully growing. Early aeration can lead to disruption in the grass root system.

Another important consideration: aeration plans must consider the climate. Cool-season climates,

*Aerate cool-season turf in early spring and early fall, during periods of vigorous growth.*

generally, favor early spring and early fall programs when the grass shows vigorous growth. Warm-season climates, as a rule of thumb, invite aeration benefits in late spring and early summer.

The accompanying chart lists what is available to professional lawn/landscape maintenance contractors this fall. **LM**



# WHEN YOU'VE GOT GRUB CONTROL THAT'S THIS GOOD, WHY NOT SPREAD IT AROUND?

When it comes to grub control, there's nothing faster or more effective than DYLOX® Insecticide from Mobay.

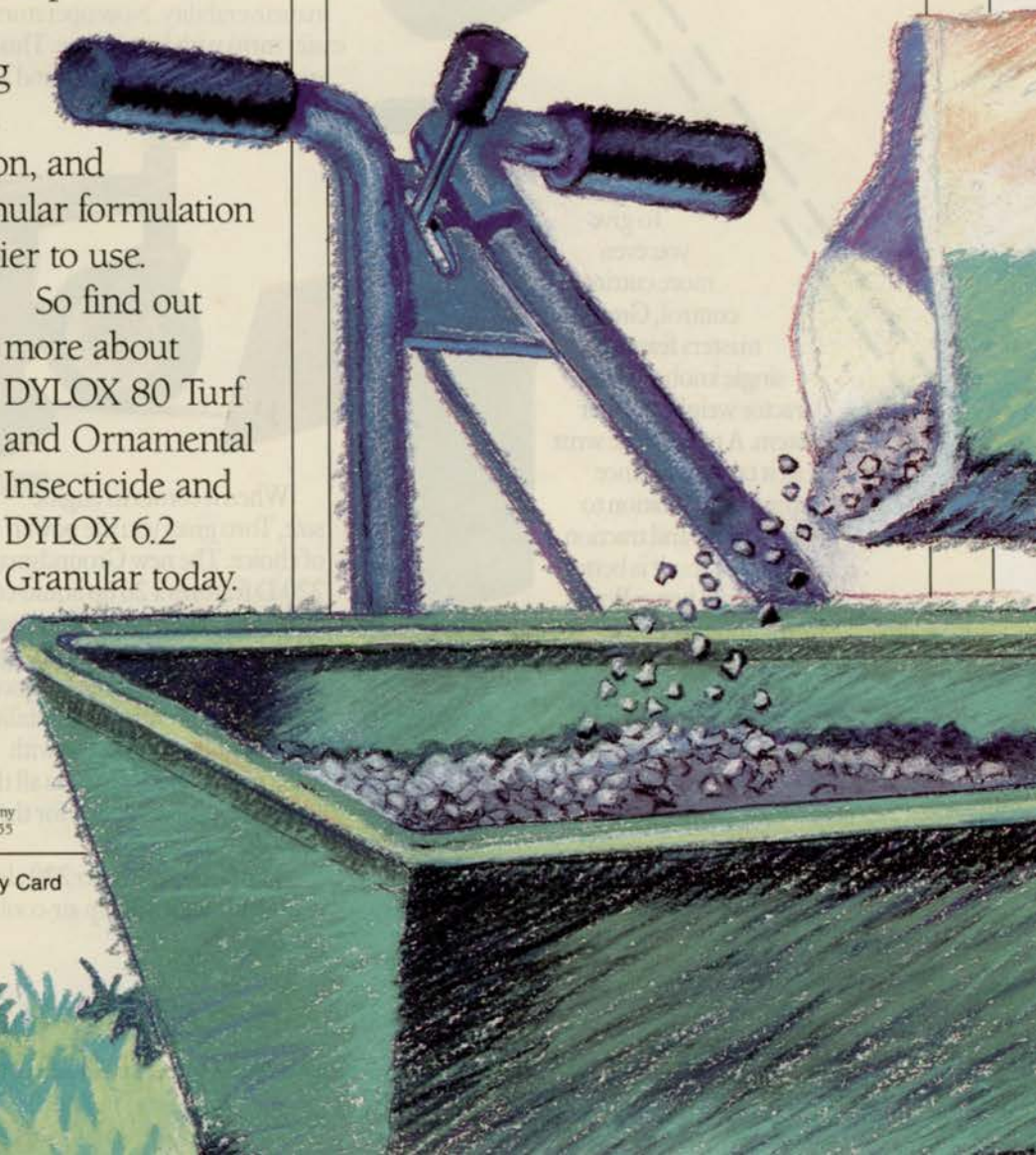
Now, thanks to DYLOX 6.2 Granular Insecticide, there are two great formulations of DYLOX to tackle tough grub problems.

DYLOX gives you the fast-acting protection you've come to depend on, and now the new granular formulation makes it even easier to use.

So find out more about DYLOX 80 Turf and Ornamental Insecticide and DYLOX 6.2 Granular today.



Because the only thing faster than DYLOX at work, is the way its reputation for grub control has been spreading. Mobay Corporation, Specialty Products Group, Box 4913, Kansas City, MO 64120. (800) 842-8020.



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A Bayer USA INC COMPANY



# This Time, We Did Competition, We Out

To make a dramatic turnaround in your productivity, put yourself behind the wheel of the machine that outmaneuvered them all: The new Groundsmaster® 220-D or the new gas-powered 224 from Toro. No other out-front rotary mowers are as maneuverable, as effortless to operate or provide as much trim productivity.



Fourlink power steering is your link to unmatched maneuverability. Now operators can make sharper, easier turns with less fatigue. This makes trimming around any obstacle quick and almost effortless.

To give you even more cutting control, Groundsmasters feature a single knob deck-to-tractor weight transfer system. A twist of the wrist is all it takes to balance cutting unit flotation to height of cut and traction needs. The result is better traction and better flotation without scalping.



When it comes to engine size, Toro gives you the power of choice. The new Groundsmaster 220-D features a 20 hp liquid-cooled, 3-cylinder Mitsubishi diesel engine. The new Groundsmaster 224 gives you the same engine in a gas model, providing you with the durability diesels are known for, but with more power. Both give you all the speed and power needed for the most demanding jobs.

The Groundsmaster 220 also is available with a 20 hp air-cooled gas engine.





# n't Overpower The maneuvered Them.

A small, compact wheelbase provides a small uncut trim circle and tight turn-around enabling you to trim close around any obstacle. Just what you need to get into or out of tight areas.



With all these performance features, it's obvious why the new Groundsmaster 220-D and 224 are so popular. And why Toro is the leader in out-front riding rotary mowers. To request a demonstration, call your local Toro distributor or contact Toro at the address below.



The Professionals  
That Keep You Cutting.

A patented, heavy-duty carrier frame with floating cutting decks allow the cutting units to follow ground contours for a superb quality of cut. For added cutting control, there are three decks to choose from: 72", 62" or 52". And the 52" is available with an optional grass collection system.

The Toro Company, Commercial Marketing Services, 8111 Lyndale Ave. So., Minneapolis, MN 55420.

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# LEVELLING THOSE LOWBALLERS

In the Northeastern U.S., a 12-week season means that normal problems with lowballers are compressed and magnified. Successful landscapers still compete, though.

by Terry McIver, managing editor

**L**ittle things mean a lot." "The whole nine yards." "Bang for the buck." You hear those expressions a lot when you visit Levinsky's Landscaping in Colchester, Vt.

Peter, Jonathan and Mark Levinsky, ages 40, 35 and 32, respectively, combine their individual drive and business sense to power a 12-man company that sells landscaping, mowing, chemical application, and snow plowing services. They're dedication and work ethic is plain to see, which explains why they're still a success after eight years in business.

But success doesn't come easy, because of two factors they find most challenging: a relatively short season, and price-cutting competitors.

The eastern United States is a challenging area for anyone in the lawn care or landscape business. A hundred miles can chop two or three weeks off the season, so time is a great motivator. You can't sit still. You need men who feel the same way you do about success.

"We figure we have 12 weeks, from Memorial Day to Labor Day," Peter Levinsky, estimates. "If we don't have a run of good weather between May and July 4th, it's an awfully short season."

## People who work for nothing

Remember Mr. Haney, the nasal-voiced huckster on "Green Acres"? He had a business for every day of the week, advertised on a window shade on the side of his wheezing old pick-up. The Levinskys, and other reputable landscaping/lawn care companies in the Colchester area, often have to contend with that kind of competition. One "landscaper" they have seen posts a chalkboard on the side of his truck. One

day he's a landscaper, the next day he's a painter. The only difference is that Mr. Haney was a price gouger; these guys are undercutters extraordinaire.

The glut of lowball contractors thus compounds the hassles in the race to make money during a 12-week season, and the Levinskys can relate endless stories about the constant assault to the image of the professional landscaper.



The Levinsky brothers (from left, Jon, Mark and Peter) believe that, in time, most lowballers will leave the green industry because of financial failure.

There's the story of the lowballer who beat them out of a mowing contract for a chain of McDonald's restaurants. One evening at 9 p.m., Peter spotted the crew at one of the restaurants, cutting grass in a driving rainstorm.

What's in question is not a person's right to a decent living. The trouble is, "instant landscapers" apparently don't know the first thing about professionalism, and don't want to learn.

## Poor quality shows up later

Though the Levinskys do well, they have a hard time convincing customers or prospects that less is not always better when it comes to price. Poor quality work is always an intangible before the fact.

Then there are the annual battles with condominium managers who

will award contracts to the lowest bidder, regardless of quality, reputation, or whether or not the company carries workmen's compensation.

"The important thing for condominium boards to remember," says Peter, "is that when you're dealing with a landscaper, make long range plans, monthly or seasonal. And don't shop strictly for price." The brothers lost one condominium bid because the manager "wanted to see if the lowballer could handle the job."

"Then," Peter recalls, "condo managers look back in their books and say, 'we were billed for all this work that was never done. The Levinskys say they can do it the right way.' Why didn't they call us two or three years ago?"

Peter says some condominium directors prefer winter cut hemlock mulch, with its bright red color. That red color is most vibrant in March, but the directors won't sign contracts until April. "People on the boards procrastinate. They don't realize that

you've got to be on top of this."

Jon asks: "Why should we go out and buy 100 yards of winter cut hemlock for \$1250, dump it in their lot, and then see them sign with someone else because they're 10 cents cheaper? Then we have to remove it."

Lowball competition has succeeded in moving the company away from residential cutting. They simply can't compete on volume with the nickel and dime outfits. They maintain their commercial landscaping and condominium maintenance clientele, which includes grasscutting at IBM's corporate headquarters. Other competition, though fair-and-square, is simply too well-established to compete against. "We're competing with people who have nurseries, and have paid for them a thousand times over," says Peter. So