

PRODUCT REVIEW

swinging hammers.

Circle No. 202 on Reader Inquiry Card

Soil additive acts to retain moisture

Desert Bloom, from Hydra-Soil Southeast of Alpharetta, Geo., is a liquid, which aids in raining moisture in soil up to twice as long as normal.

Because it is a liquid, Desert Bloom may be applied by spray or irrigation injection systems to crops, turf, gardens or orchards.

Hydra-Soil says that, unlike other water retention products, Desert Bloom is not crystalline, granular or polymer.

The company says the product requires only one application per year, and reduces leaching. Also, it lowers the need for water by half.

Desert Bloom is EPA approved and totally nontoxic, according to the company.

Hydra-Soil Southeast says Desert Bloom has been tested for 10 years. University and independent studies are ongoing.

Circle No. 203 on Reader Inquiry Card

Lake coloring easy with new product

Coloring lakes, ponds and golf course water hazards is easy with Lake Colorant WSP from Becker-Underwood, Inc.

According to the company, the highly concentrated colorant, encased in water



soluble packaging, dissolves easily and within four minutes. Color is dispersed completely through the body of water.

Lake colorant WSP is not harmful to fish and wildlife. Each packet colors one acre foot of water.

Circle No. 204 on Reader Inquiry Card

Software program for all industry sectors

L-W Software has released the latest version of CLIP 3.4+. CLIP fits the needs of a broad range of businesses, including lawn care operators, chemical applicators,

landscapers, pest control experts and other service companies.

CLIP brings the latest management technology to the lawn maintenance business and has become the industry standard, according to L-W Software.

Circle No. 205 on Reader Inquiry Card

THE WALKER TOUCH



The Perfect Touch Many operators are finding the mid-size Walker Mower is the perfect size for their jobs – a compact, maneuverable tractor for small areas, combined with open space productivity of a rider, saves time.

The "Midas" Touch Walker Mowers are moneymakers; one owner explained why he was buying a second Walker, "The first one made me money – I like to make money."

The Finishing Touch To please the most discriminating customer, Walker delivers a beautiful mowing job and with the exclusive GHS grass collection option, the turf is vacuumed clean and manicured.

Ride a Walker

The Mid-Size Walker Line

- 3 tractor models from 11-21 HP with gas or diesel engines
- 3 mower deck sizes 36"-54" with grass collection, side discharge or mulching available
- 3 front mounted implements: snowblower, rotary broom and dozer blade
- 3 year warranty on maintenance free hydrostatic wheel drive

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Booth #407 - 409 at Green Industry Expo

Circle No. 136 on Reader Inquiry Card

IN THE GREEN



CORON® 28-0-0 Controlled Release Nitrogen

This clear liquid fertilizer provides long term release in a non-burning formulation. Suitable for turf, ornamentals, foliar and deep-root feeding of trees and shrubs. Mixes easily with fertilizer materials and other plant protection products.

CORON Corporation
P.O. Box 198
Souderton, PA 18964
800-338-0836, 215-723-5099
Fax: 215-721-2800

Circle No. 177 on Reader Inquiry Card

ATTENTION TURF CARE PROFESSIONALS! America's Finest Commercial Spreaders Are Here!



Model 2400-P

- 3000 cu. in. hopper
- 11" non-marking pneumatic tires.
- 5" enclosed gears.
- Broadcast deflector.
- 4 serviceable ball bearings and stainless steel axle.
- Double Spread Pattern adjusting plates.
- 1" painted steel frame.

All Stainless Steel Model 2400-S

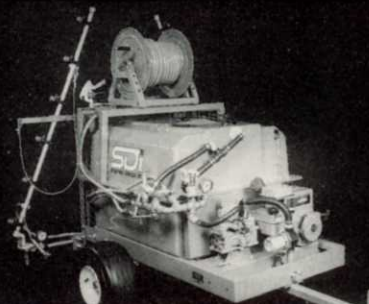
Features all metal parts and frame (except wheels) made from stainless steel.
Tractor Pull Models also available.
Ask about them.

EarthWay

P.O. BOX 547
Bristol, IN 46507
Phone: (219) 848-7491

Circle No. 182 on Reader Inquiry Card

A FULL COMPLETE LINE OF TURF SPRAYERS FOR LAWN, TURF, TREES & PCO



Super accurate spraying units that work trouble free, season after season, to help you achieve the optimum control in spraying.

OUTSTANDING STANDARD FEATURES:

- ★ Custom Molded Fiberglass Tanks (50-1000 Gal).
- ★ Leak Proof Lids (Hinged).
- ★ SDI's 'Exclusive' Greaseless Mechanical Agitator.
- ★ 9-14-22-35 & 51 GPM Spray Pumps.

EXCLUSIVE OPTIONAL EQUIPMENT:

- ★ SDI 'Equal-Flo' Spray Booms (15-20 & 25 Ft).
- ★ SDI 'QuickFoam' Foam Marker.
- ★ SDI Electronic Boom Control.



SPRAYING DEVICES INC.
P.O. Box 3107, Visalia, CA 93278
(209) SDI-5555 FAX (209) SDI-5591

Circle No. 180 on Reader Inquiry Card

DOGGETT THE TREE FERTILIZER COMPANY

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AND INDEX OF PUBLICATIONS ON TREE NUTRITION.

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COMPANY: _____
STREET: _____
CITY: _____ STATE: _____ ZIP: _____

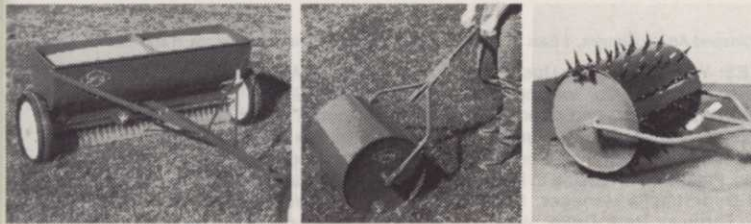


THE DOGGETT CORPORATION
LEBANON, N.J. 08833

1-800-448-1862

Circle No. 178 on Reader Inquiry Card

GOOD GROUNDS FOR GETTING A GANDY.



Our spreaders, rollers and aerators are rugged, reliable and ready to roll!

Gandy Lawn Spreaders are famous for extreme accuracy and rugged design. Stainless steel metering system allows precise application of fertilizer, granular pesticides, seeds — even sand and salt! Model widths of 24", 36" or 42", with choice of push handle or tractor hitch. ➤ Gandy "convertible" Lawn Rollers permit quick-flip handle/hitch conversion. Water-filled weights are 280 lb. for 24"(width)x18" model, and 490 lb. for 24"x24"



model. ➤ Gandy Aerator Attachment clamps quickly around 24"x18" Gandy Lawn Roller. Aerator's welded 2 1/2" spikes are angled to penetrate soil for aeration or to form pockets for seed or fertilizer. ➤ Gandy has been a trusted name in lawn and fertilizer equipment for more than 50 years.

Contact us today: Gandy Company, 528 Gandrud Road, Owatonna, MN 55060. Phone (507) 451-5430.

Circle No. 181 on Reader Inquiry Card

To reserve your space

IN THE GREEN

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MANAGEMENT CONSULTANTS WITH 20 YEARS OF GREEN INDUSTRY EXPERIENCE

MARKETING PLANNING

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BUSINESS VALUATION

- * ACQUISITION
- * SALE
- * ESTATE

FOR MORE INFORMATION CALL: 800-966-3546

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York, NY 10008; Kidder, Peabody Group & Co. 10 Hanover Square, New York, NY 10005; Lutheran Brotherhood, Investment Division, 625 Fourth Avenue South, Minneapolis, MN 55415; TCW Special Placements Fund II, Trust Company of the West, 400 South Hope Street, Los Angeles, CA 90071; Toho Mutual Life Insurance Co., Tokio Kaijo Building Shinkan 13F, 2-1 Marunouchi 1-Chome, Chiyoda-ku Tokyo Japan JA; Wylie & Co., First National Bank Boston, Custody Department, Box 2064, Boston MA 02106.

9. Does Not Apply

10. Extent and Nature of Circulation

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A. Total Number of Copies (Net Press Run)	51,738	44,045
B. Paid and/or Requested Circulation		
1. Sales through dealers and carriers, street vendors and counter sales	None	None
2. Mail Subscriptions	47,486	40,396
C. Total Paid and/or Requested Circulation	47,486	40,396
D. Free Distribution by Mail, Carrier or Other Means, Samples, Complimentary, and Other Free Copies	3,601	3,032
E. Total Distribution	51,087	43,428
F. Copies not Distributed:		
1. Office use, left over, unaccounted, spoiled after printing	651	617
2. Returns from news agents	None	None
G. Total	51,738	44,045

I certify that the statements made by me above are correct and complete.
Signed: Joe Bilderbach, Vice President/Circulation

RATES: \$1.25 per word (minimum charge, \$40). Bold face words or words in all capital letters charged at \$1.50 per word. Boxed or display ads: \$105 per column inch-1x (one inch minimum); \$100-3x; \$95-6x; \$90-9x; \$85-12x. (Frequencies based on a calendar year). Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$20 to total cost of ad per issue. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9483. Fax Number 218-723-9437.

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

BUSINESS OPPORTUNITIES

DISTRIBUTORS NEEDED: To handle sales & "distribution" of high quality biological fertilizers & additives for the turfgrass industry. Will provide educational & sales assistance. Call Gail Ginther 1-800-553-7585 for details. 11/91

FOR SALE: Well established contracting and maintenance business servicing Chicago's exclusive and very wealthy North Shore suburbs. Must have good horticulture or landscape architectural training and experience. Send resume to LM Box 489. 2/92

LET THE GOVERNMENT FINANCE your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707)448-0330. (OL8) 11/91

Fast growing landscape business for sale in the Midwest. Centrally located in Trempealeau, Wisconsin, between LaCrosse, Wisconsin and Winona, Minnesota. Sale of the business includes: Large clientele list, Bobcat skid-steer w/trailer, 2 International Flatbed trucks, 2 Pickup trucks and much miscellaneous small tools, equipment and nursery stock. Interested parties please call (608)534-6256 and ask for Jeff. 12/91

NOW... LEARN PROFESSIONAL LANDSCAPING AND GARDENING AT HOME! Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. A-578, 101 Harrison St., Archbald, PA 18403. 9/92

HELP WANTED

PARK SUPERINTENDENT \$4051 - \$5471/MO. (plus an excellent cafeteria benefit package including reimbursement of employee 7% retirement contribution.) The City is seeking an individual to plan, organize and direct the work of the Parks Maintenance Section. Requires any combination of related education and experience, such as a four year degree in park maintenance, horticulture or landscape architecture and five years of supervisory experience in park maintenance. City application form and supplemental questionnaire required. **APPLY BY: 5:00 PM, Friday, December 6, 1991. APPLY AT:** City of Fremont, Personnel Department, 39700 Civic Center Drive, Fremont, CA 94538, (510)790-6883. AA/EOE. 11/91

SALES/MANAGER LANDSCAPE MAINTENANCE. Looking for aggressive person with extensive background in sales for commercial grounds maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, annual budgeting and a general working knowledge of all aspects of the grounds management industry. If you are seeking a career opportunity with an aggressive full-service firm, please send your resume to LM Box 490. TF

IRRIGATION SALES: Well-established Upstate New York Buckner-Hunter distributor seeking individual experienced in golf course and commercial irrigation systems. Excellent opportunity. Salary, bonus, commission, vehicle, and full benefit package provided. Please send resume to Paul Roche, Irrigation Department Manager, S.V. Moffett Co., Inc., Thruway Park Drive, West Henrietta, N.Y. 14586. 11/91

GROUNDS MAINTENANCE SUPERVISOR. Must be capable to supervise a 16 man crew, to maintain a large military installation in Delaware. Year-round position, good salary and benefits. Send resume to: Statewide Maintenance, Inc., 30877 Pennsylvania, Romulus, MI 48174. Attn: William Reinhold. 11/91

Swingle Tree Company, Denver, Colorado, an industry leader since 1947 is looking for a supervisor for our tree spraying department. *Minimum 2-3 years experience in diagnosis and recommendations. *Working knowledge of tree spraying equipment. *Excellent communication skills combined with field and supervisory experience. *2-4 year related degree desired. *Health, dental and pension plan. *Salary range: \$25,000-\$30,000. Call Tom or Greg (303)337-6200. 11/91

TURF MANAGER for a private estate located near Philadelphia. Must be a working supervisor with minimum five years experience. Commercial applicator's license and degree in horticulture a plus. Full benefits. Resume to: A.K., P.O. Box 736, Fort Washington, PA 19034. 11/91

LANDSCAPE MAINTENANCE PRODUCTION SUPERINTENDENT: Well-established, rapidly growing company seeking individual with 3-4 years experience in landscape maintenance. Must be highly motivated, organized, people-oriented, and capable of running multiple crews. Salary/benefits. Send resume to: Mr. Philip J. Cheesman, ILT Company Inc., 21055 N. Weiland Road, Prairie View, IL 60069. 11/91

BRANCH MANAGER: For large southeast regional landscape maintenance contractor. Must have 3 years experience running a \$1,000,000 + branch. Must possess good operational and customer service abilities. Excellent salary and benefits. Send resume to LM Box 488. 11/91

GROUNDS & LANDSCAPE MANAGEMENT: Challenging opportunity for a self-motivated individual to provide technical direction and coordination of the Groundskeepers for the care of turf, trees, ornamentals, other landscape elements, exterior housekeeping and maintenance of hospital motor vehicle fleet. Requires a two-four year college degree with major in **AGRONOMY, LANDSCAPING or Horticulture** and a valid herbicide and pesticide applicator license in Indiana. Parkview Memorial Hospital is a 656 bed facility that functions as a resource and referral center for a three state area always focusing on the needs of the patient and family. Salary commensurate with experience. For further information, please send resume to: Employment Specialist, Parkview Memorial Hospital, 2200 Randallia Drive, Fort Wayne, IN 46805. EOE/AA. 11/91

TURF CARE, MAINTENANCE, AND DESIGN/BUILD SUPERVISORS: Do you want to join an industry leader? The Brickman Group, one of the largest full service landscape firms in the U.S. has exciting career opportunities for team-oriented, energetic individuals who have the drive and ambition to succeed. We currently have positions available in our Missouri, Illinois, Maryland, Florida and Pennsylvania/New Jersey Regions. **Turf Care:** These selected individuals will join our expanding commercial turf care program. Experience required. License for turf care preferred. **Landscape Maintenance:** Knowledge of all facets of landscape from mowing to seeding will be possessed by these individuals as well as the ability to manage a crew. **Design/Build:** These individuals need experience in large scale residential and commercial office building plant installations. They must also possess the ability to manage a 3-5 man crew. So, if you've set your sights on success, we offer year-round employment, a comprehensive salary and benefits package, and a real opportunity for career advancement. For immediate consideration, please send your resume to: The Brickman Group, Ltd., One Pittcarin Place, 165 Township Line Road, Jenkintown, PA 19046. Attn: Fran Doughty. Equal Opportunity Employer M/F/H/V. 11/91

LANDSCAPE MAINTENANCE SUPERVISOR: For multi-million dollar Florida landscape company. To handle field supervision for up to 5 crews. Knowledge of southern horticulture preferred. Salary + benefits. Send resume to: Mr. S. Khalsa, 1174 Florida Central Parkway, Longwood, FL 32750. 11/91

FOR SALE

Jacobsen HF5, Lightweight Fairway Mower, diesel, sharpened, \$7,900. Toro Greensmower, sharpened, \$3,000. '86 Ransomes 213-D, Kubota Diesel, sharpened, \$7,500. '85 Jacobsen 5 gang Hydraulic Fairway Mower with Power Pac, sharpened, \$5,250. Jacobsen Blitzers 7 gang, sharpened, \$5,250. Photos available. Call for information 313-653-5695. 11/91

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BOOKSTORE



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220 - CONTROLLING TURFGRASS PESTS
 by Shurtleff, Feranian, Randell
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235 - LAWN CARE: A HANDBOOK FOR PROFESSIONALS
 by H. Decker, J. Decker
 Written by turfgrass professionals, this handy guide will be invaluable for playing field managers, golf course managers, or any lawn care practitioner. Covers all aspects of turfgrass management. **\$48.95**



640 - TURF IRRIGATION MANUAL
 by James Watkins
 A guidebook for engineers, architects, designers and contractors. Keeps pace with the latest developments in turf and landscape irrigation. Specific chapters devoted to rotary sprinkler design systems, golf course design systems and expanded engineering and reference material. **\$29.90**



615 - TURF MANAGEMENT FOR GOLF COURSES
 by James Beard
 Written by an eminent turfgrass researcher, this USGA sponsored text is an ideal reference and "how to" guide. Details all phases of golf course design and construction, turf management, course administration, irrigation, equipment and disease and pest control. Fully illustrated. **\$74.00**



760 - TREE MAINTENANCE
 by Pascal Pirone
 The sixth edition of this guide for anyone involved in the care and treatment of trees. Special sections on tree abnormalities, diagnosing tree troubles, non-parasitic injuries and assessing the suitability of different trees. **\$49.95**



620 - TURF MANAGEMENT HANDBOOK
 by Howard Sprague
 Practical guide to turf care under both healthy and poor turf conditions. Chapters cover turf in cooler and warmer regions, fertilizer use, regular turf care, weed and disease control and special turf problems. Useful seasonal schedules for management of turf areas. **\$26.60**



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 Covers the latest developments in turfgrass science and technology. Heavily illustrated with dozens of new drawings. Provides specific recommendations for applying the newest pesticides, fertilizers and other materials to combat turfgrass problems. **\$54.95**



630 - TURFGRASS: SCIENCE AND CULTURE
 by James Beard
 Comprehensive basic text and reference source used in many leading university turf programs. Includes findings of current research compiled from more than 12,000 sources. **\$54.95**



110 - TURF MANAGERS' HANDBOOK - Second Edition
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 ENTIRELY UPDATED. A practical guide for the turf practitioner. Chapters on grasses, growth regulators and diseases have had extensive modification. Innovations resulting from research and practice have been added to reflect the current techniques available for turf managers. **\$32.95**

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Date _____

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FOR SALE: Finn T-120 Hydroseeder. Kabota diesel engine, 200 ft. hose with electric reel mounted on 1981 Mack diesel truck. Mint condition. Price \$26,000. Phone 616-924-5106. 11/91

NEW AND USED BROUWER EQUIPMENT: Mowers - VACS - Fork Lifts - Harvesters - and full line of replacement parts. Contact Ed or Glenn Markham at 1-800-458-3644. TF

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LAWN SEED: Wholesale. Full line of top quality grasses. Improved bluegrass varieties, tall fescues and fine bladed ryegrasses. We specialize in custom mixing. Olinger Seed Company, 89 Hanna Parkway, Akron, OH 44319. Call collect (216)724-1266. TF

REINCO HYDROGRASSERS and power mulchers in stock. Opdyke Inc. (Philadelphia Area) 215-721-4444. TF

PAUL FLORENCE Turfgrass: Quality seed for the Turf Professional. Elite Bluegrasses, Fine-Leaf Ryegrasses, and Turf-Type Tall Fescues. Custom mixing our specialty. Silva-Fiber mulch and supplies for hydro-seeders. Quality Elite Bluegrass Sod. Call us! (513)642-7487. 13600 Watkins Rd., Marysville, OH 43040. TF

1978 Chevy C-60 Tank Truck, 1,200 gallon Tuffex Tank, mechanical agitation, PTO, Wanner Pump, 300 ft. hose. Body in good condition. Runs fine. Ready to spray. For further information call (708)543-9777. 11/91

RETAIL GARDEN CENTER Located along the southern shores of Lake Superior in Michigan's Upper Peninsula. This well established garden center is being offered for sale due to the coming retirement of owners. Asking \$195,000 + inventory. Contact **TOM BULLOCK SELECT REALTY**, 2803 US 41 West, Marquette, MI 49855. (906)228-2772. 12/91

PENNSYLVANIA GROWN SOD: PENNCROSS Bentgrass-Fourway Blend of BLUEGRASS-BLUEGRASS/RYEGRASS Blend-Shipped via our trucks - forklift unloaded. **VICNOR FARMS, INC.**, Connoquenessing, PA 16027. 800-842-0461 11/91

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. **Wolbert & Master, Inc.**, P.O. Box 292, White Marsh, MD 21162, 301-335-9300, 1-800-234-7645. TF

300/700 fiberglass tank w/deck, \$1,100. 375/750 s/s tank w/deck, \$1,700. 575 s/s tank w/deck, \$1,500 (can be purchased w/84 F350 truck, w/pump, reel, \$6,900). 1750 gal. poly dike, \$650. 2500 gal. poly tank, \$400. **GREEN SIDE UP**, 612-972-3147. 11/91

TREE SPADE: 1980 Model 88 Spade on 1979 C70 Chevy Tandem Truck. Low miles. Spade used very little in last five years. To settle estate \$42,000. Contact Kirk Wainwright (309)523-3418 after 7 p.m. 11/91

For Sale: Used Brouwer Sod Harvesters and Hitch-Hiker Forklifts. Many lines of equipment for sod growers as well as full line of Ford, Brouwer, and Kubota parts in stock. Fall special on Roots Biostimulants. Huber Ranch Sod Nursery, Inc. Ph: 800-553-0552. 11/91

PUMPS: Reconditioned Wanner Hydra-Cell D-10, D-25 and John Bean Pumps. New and reconditioned parts and service for your pumps. Industrial Services Company, 2727 Rome Corners Road, Galena, Ohio 43021. Call Jim Hughes (614)965-4112. 2/92

BENT GRASS available for immediate pick-up or delivery. For information call Jade Run Turf and Sod Farm: 800-332-1220. 12/91

REPS WANTED

Prominent turf and forage grass company seeks sales representative. Pacific Northwest location. Competitive salary and full company benefits. Travel required. Turf or forage sales experience and agriculture degree. Send resume to P.O. Box 2021, Albany, Oregon 97321. Attention: General Manager. 11/91

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ATHLETIC FIELDS REBUILT: Baseball, Football, Soccer Fields rebuilt and sodded with **BLUEGRASS SOD**- A 160' X 360' Field \$20,000. Plus or minus 20% within 150 miles of Pittsburgh. **CONSULTING** on improving and maintaining existing fields. **VICNOR FARMS**, Connoquenessing, PA 16027. 800-842-0461. 11/91

SOFTWARE

BOTANICUS SOFTWARE programs for the landscaper requiring IBM or clone, hard disk & printer. **Botanicus-The Tropical Plant Encyclopedia Release 1.9.** Over 800 trees, shrubs, palms, grasses, weeds & wild flowers in easy to use format with custom report options. \$49.95 + \$2.50 S/H. Tank-mix-Pesticide Formula Calculator. Select formula, enter data for exact amount of formulation. Mix 1 pint or 1000 gallons. \$24.95 + \$2.50 S/H. P.O. Box 39619, Fort Lauderdale, FL 33339. 1/92

USED EQUIPMENT

BUCKET TRUCKS, Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Asplundh (Morbark Disc Type), New Asplundh Drum Type. Best prices anywhere. Used Chippers - Asplundh, Woodchuck, etc. 2 to 8 usually in stock. Sprayers, Dumps, Stakes, Log Loaders, Crew Cab Chip Box Dumps, Railroad Trucks, 50 in stock. Sold as is or reconditioned. Opdyke's, Hatfield (Philadelphia Area) 215-721-4444. TF

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 414-691-4306. TF

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MISCELLANEOUS

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