

# SHOWCASE PRODUCT REVIEW

## Push reel mower is perfect for bentgrass

American Lawn Mower Co. has a seven-blade push reel mower that is designed for trimming bentgrass on either golf course greens or on home lawns, the company says.

Its new Model 1704-16 features a tempered alloy steel reel and bed-knife blade, unbreakable steel side plate and one-inch welded torsion bar frame assembly, 10-inch diamond-tread tires with cast iron wheels and pinions and adjustable cutting heights from 1/2 inch to 2 1/4 inches.

The Model 1704-16, which has a cut-



ting width of 16 inches, also comes with an adjustable seven-section roller.

**Circle No. 192 on Reader Inquiry Card**

## Product made to control algae, fungi, bacteria

Parkway Research Corp. of Houston has introduced the Consan product line to the green industry.

Consan Triple Action 20 is a triple quaternary amine formula, EPA-approved as a greenhouse disinfectant and for direct application to ornamental plants, grasses and trees.

Based on a hospital disinfectant, Consan Triple Action 20 is a broad spectrum bactericide, fungicide and algicide, labeled for bacterial fire blight on pear trees and crepe myrtles.

According to Parkway, Consan Triple Action 20 is also EPA-approved for fungi such as brown patch, pythium blight and

helminthosporium leaf spot, in both residential and commercial applications.

CTA 20 is completely water soluble, highly effective and economical, according to Parkway Research Corp. One gallon makes 256 to 384 gallons of treatment solution.

**Circle No. 193 on Reader Inquiry Card**

## Ag sprayer maker now in specialty market

Ritchie Bestway has formed the Ritchie Bestway Commercial Spray Equipment Division. Sprayers are built to customer specifications.

The company says its engineers will help determine proper tank size, pump option, boom length, and other specifics.

Sprayers will be available by direct order only from the company's Conrad, Iowa manufacturing facility.

**Circle No. 194 on Reader Inquiry Card**

## POLLUTION CLEAN-UP INSURANCE FOR COMMERCIAL LAWN CARE FLEETS AND EQUIPMENT

*Through the National Lawn Care Risk Purchasing Group, Inc., Lawn Care firms can now purchase pollution clean-up insurance for spills which are the result of an automobile accident.*

*Reasonably priced clean-up insurance is available for all sizes of trucks and production equipment providing up to \$100,000. in annual clean-up costs.*

*Coverage is provided by Lloyd's of London and is subject to a \$2,500. deductible per accident. This program will not replace your automobile insurance—it will fill a void in your current policy. Consult your Agent or Broker to verify that your current policy does not provide pollution clean-up protection.*

*For further details contact:*

**Richard P. Bersnak, Jeanne Bartkus, or Dan Remley  
at:**

**M.F.P. Insurance Agency, Inc.  
50 W. Broad St., Suite 3200  
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Circle No. 107 on Reader Inquiry Card

# PRODUCT REVIEW

## Hydrogel injector gets polymers to root zone

The Polymer Opener and Metering Injector is an all-new system designed to



place water-absorbing polymers or hydrogels in the root zone of existing plants, bushes, shrubs and trees.

Designed and manufactured by Cutler Engineering, Inc., Baldwin City, Kan., these water-absorbing polymers are materials that absorb 300 to 400 times their own weight in water.

The Polymer Opener and Metering Injector place these materials in the root area of existing plants, where the roots can draw on the water stored in the polymer during dry periods or between watering.

The Polymer Opener uses a standard electric drill to make an opening in the rootzone of an existing planting.

The Metering Injector then places a measured amount of dry polymer or hydrogel in the opening.

**Circle No. 195 on Reader Inquiry Card**

## Landscape finisher for near-perfect seed bed

The Shaver Power Landscape Finisher mounts on three-point hitch tractors and most skid steer loaders.



A hydraulic motor driven "pulvi-roller" teams with a top-mounted idler-roller.

The Finisher clears rocks and debris to help prepare seed beds for planting; thatches and renovates worn turf for reseeding; rakes landscape to grade, fill and level.

Reverse the rollers to clear brush and vines, distribute and level topsoil, backfill, ditch, shape and mound.

The Power Landscape Finisher is available in 6- and 8-foot models, with 0 to 30° left/right hydraulic angling standard.

Depth is controlled by a rear gauge wheel. Hydraulic control is a standard feature on tractor models, optional on skid-steer units.

**Circle No. 196 on Reader Inquiry Card**

## Protectors increase tree growth, survival

Tree protectors have been used successfully for years. They all offer the same basic benefits, which include improved tree protection, increased growth and lower maintenance costs.

Tree Pro incorporates all the best features of leading protectors and adds a few they don't have. Overlapping stake support gives a tighter seal. Flared top protects the tree.

A unique lock-tie not only performs its normal function of securing the shelter to the stake, it also virtually seals together

**Circle No. 197 on Reader Inquiry Card**

## Soil additive lowers pH, neutralizes salt content

Ironite Superferrite Pro-Formula is a new soil additive which acts as a fertilizer and soil conditioner.

The Ironite Products Co. of Scottsdale, Ariz., says the Pro-Formula activity is very beneficial in any soils that "lock up" or hamper the release of essential plant nutrients and minerals due to alkalinity, excessive salinity, high pH or excessive leaching caused by high humidity or rainfall.

The product's combined nutrients in sulfate and polysulfide form allow for the immediate release of approximately 40% of the product to dissolve with water. The remaining 60% slowly oxidizes in the soil through moisture and bacterial action.

Ironite contains 6% nitrogen; 13% total sulfur; 3.9% immediately soluble iron. Calcium, magnesium, manganese, cobalt, molybdenum and zinc are also present.

**Circle No. 198 on Reader Inquiry Card**

## Multi-purpose dump trucks work on campus

The Stahl Landmaster is a multi-purpose truck body combining an eight-foot dump body with 35 cubic feet of storage space for tools, supplies, and materials, comparable to a traditional utility body.

The five Landmaster models sold recently to Ohio State University were bought from Buckeye Truck Equipment, Stahl's Columbus distributor. The



Landmaster was developed as a result of consultations with landscaping and construction professionals. Stahl says it offers features unique to the market.

**Circle No. 199 on Reader Inquiry Card**

## High output blower fits existing sand trap rakes

The ProBlow is an 18 hp high velocity/high output blower, with an adjustable chute and radially adjustable housing for directional air flow.

The ProBlow attaches easily to existing sandtrap rakes without requiring modifications, according to Selbro, Inc. of Avon Lake, Ohio.

According to Selbro Inc., the self-contained unit saves companies both time and labor costs, eliminates operator fatigue and is safer to operate than push blowers.

**Circle No. 200 on Reader Inquiry Card**

# SHOWCASE PRODUCT REVIEW

## Company beefs up specialty products

Uniroyal Chemical company has organized a specialties products sales force to service its expanding turf and ornamentals product line.

John Kitsmiller, marketing manager for specialty products, said the company considers turf and ornamentals a growth market, and that it plans to establish a major position in plant growth regulators, fungicides and other products as they develop.

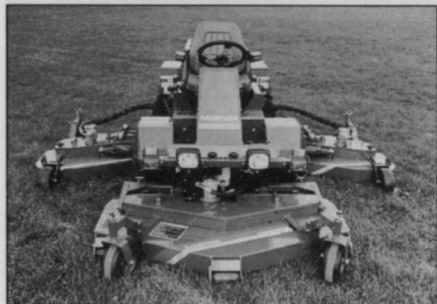
Uniroyal's current product line includes B-Nine and Bonzi plant growth regulators, and Turfcide, Terraclor and Terrazole fungicides. Terraguard is its newly-registered fungicide.

**Circle No. 201 on Reader Inquiry Card**

## Newest mower features folding wing decks

Ransomes' new wide-area commercial mower, the XT6150, features two wing decks that fold to within the tractor width for transport or trimming.

By simply operating a hydraulic lever, the operator can raise both wing decks to



switch from a 117-inch cutting width to a 61-inch overall width. The wing decks can be rotated to a vertical position for cleaning or service.

The XT6150 is powered by a 51-hp Kubota diesel engine, and features 4-wheel cross-flow parallel hydrostatic drive with infinite speed ranges in forward and reverse. Forward speed can be adjusted from 0 to 7 mph for mowing, and from 0 to 14 mph for transport.

The rugged, 10-gauge steel mower decks are individually powered by separate hydraulic motors with single belt drives. The 61-inch front deck has three 21-inch blades and each 35-inch wing deck has two

18-inch blades.

Blade operation is stopped automatically when the decks are raised to transport position. Cutting height adjusts from one inch to 4 3/4 inches.

**Circle No. 202 on Reader Inquiry Card**

## Brochure contains latest in material containment

A new, six-page, full color brochure from Justrite Manufacturing features technical data and end-user benefits on the company's line of containment products for hazardous materials.

The free brochure provides size and capacity specifications for Justrite's full line of hazardous waste accumulation and disposal products: outdoor storage cabinets, spill control pallets, single-drum and double-drum collection centers, and much more.

**Circle No. 203 on Reader Inquiry Card**

## Landscape rakes go well with skid-steer loaders

York Rakes, a division of York Modern Corp., announces that it has landscape rakes specifically designed for use with most makes of skid steer loaders.

While York Rakes builds models specifically for use with Bobcat and Case skid steer loaders, the SSF can now also be used with most other makes.

York Rakes supplies the rake and skid steer frame, and the buyer obtains the proper mounting plate from the skid steer manufacturer.

The rakes may be set at angles to discharge material either left to right, and with a six-foot rake section and five working positions, handle almost any landscaping or maintenance job.

**Circle No. 204 on Reader Inquiry Card**

## Pumping stations just for irrigation systems

SincroFlo's Eagle VFD (variable frequency drive) series of pumping stations are designed specifically for the irrigation system.

Pump station operation is automatically optimized for peak load requirements with a built-in PC logic controller, which saves energy and operator training.

The new Eagle models also feature soft start operation and require no routine maintenance. Task are ASME Code-NB stamped. Panels are UL labeled.

A data access panel gives a continuous update on system pressures, flow rates and set points. Two-year total system guarantee; five-year PC guarantee; 48-hour system service.

**Circle No. 205 on Reader Inquiry Card**

## Trimmer/brushcutters feature latest designs

An innovative straight-shaft string trimmer/brushcutter from Solo is one of a new family of company trimmers and brushcutters designed for commercial use.

The Model 124 incorporates the latest in German design, material technology and performance characteristics, combined with operator comfort and safety.

**Circle No. 206 on Reader Inquiry Card**

## Mower features one pump, two motors, one mod valve

The new hydrosense mower from Encore Manufacturing features a totally new design.



According to Encore, this is the only hydro walk-behind mower on the market with one gear pump, two motors and one modulation valve.

The Hydrosense is built to let the oil do the work. It uses a two-gallon oil reservoir with high capacity oil filtration and an open loop hydraulic system that maximizes oil flow through the filter.

A heavy-duty oil cooler ensures safe operating temperatures, yet does not obstruct the view of the front deck.

A heavy-duty oil cooler is standard.

**Circle No. 207 on Reader Inquiry Card**

# SHOWCASE PRODUCT REVIEW

## Seven-speed tractor ideal for home lawns

Yard-Man's 11-hp 7-speed lawn tractor is ideal for smaller lawns or wooded areas.

The 36-inch, floating, High-Vac deep deck maneuvers easily between trees and shrubs, and adjusts to lawn contours to

prevent scalping and uneven cuts.

No stopping or clutching is required to adjust cutting height or to change speeds. Durable steel "box frame" increases service life and reduces vibration.

Other comfort features include a cushioned seat, foam grip and automotive-type steering wheel.



Yard-Man says the mower is engineered to start quickly, even in cold weather.

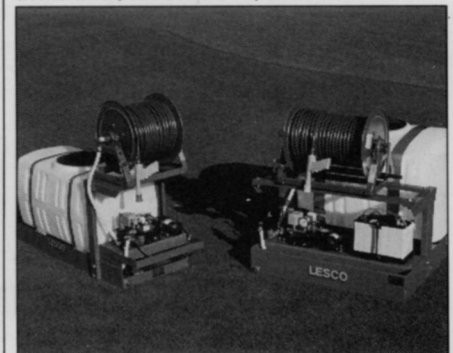
A balanced spring attachment lift system accommodates optional accessories, such as angle dozer blades and snow throwers.

Compatible twin-bag grass collector, gang reels, lawn sweepers and tow-behind carts are also available.

**Circle No. 208 on Reader Inquiry Card**

## Low-volume sprayer is 'noiseless, fume-free'

Lesco's new Silent Spray System offers noiseless, fume-free applications for lawn care operators, golf course superintendents and pest control operators.



The system consists of a low-volume, low-pressure, noiseless electric sprayer available in 50, 100 or 200-gallon capacities. The sprayer features the same high quality frames and tanks on other Lesco gasoline-operated models.

The system's Quad-4 Series, 12-volt electric pump is rated at 4.8 gallons per minute.

The Silent Spray System is excellent for low-pressure, low-rate applications, and is ideal for operators who work in environments where noise levels must be kept to a minimum.

**Circle No. 209 on Reader Inquiry Card**

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- **Easy to use.** Just pour.

## Clean-up from page 13

engineering firm that specializes in environmental loss prevention.

As far as Bersnak can say, many of the available products deal mainly with premises exposures which would emanate from the operator's place of business.

"The costs associated with purchasing an individual policy are simply too expensive when put in perspective with an operator's total insurance costs, which include liability for operations, commercial auto, workers compensation and employee benefits," Bersnak says. "Our concept relies on the participation of the average size LCO."

The plan will operate under a master policy concept using the Federal Risk Retention Act of 1986.

According to Bersnak, the law allows the group to purchase a master policy and add different yet homogeneous insured organizations to the policy for a premium charge based on the number of production vehicles or units they have in service at a time.

"Prior to the Risk Retention Act," says Bersnak, "most states had laws against 'master policy' concepts, which would not allow two or more unrelated organizations

with different ownership to be insured under the same policy.

"The key to our approach," says Bersnak, "is the homogeneous group of lawn care operators throughout the U.S. that we will make the insurance coverage available to."

—T.M.

**Clean-up costs for the smallest lawn care chemical spills can range from \$7500 to \$10,000.**



## About the National Lawn Care Risk Purchasing Group:

● Trustees are lawn care professionals and green industry consultants.

● An LCO may obtain coverage completing a detailed application which requests information on how the operator handles products, fleet maintenance, recruits drivers, and operator licensing.

● Premiums will be based on a rate

per production vehicle or trailer, ranging between \$75 and \$200 per unit, subject to a \$2500 deductible per accident, with a limit of clean-up costs per year of \$100,000.

● Each operator of his or her corporation will be a named insured.

● For more information, call M.F.P Insurance Co. at (614) 221-2398.

## Insurance from page 8

And instead of raises for returning assistants, recent incentive safety bonuses were based on good safety records.

Frank awards 10 cents per hour for crew leaders who have accident-free periods between April 1 and November 30.

Brian Janek, an agent with the Van Gelder Co. of Denver, Colo., knows what saves companies money:

● Find an agent and company with proven landscape industry experience. Otherwise, uncovered claims, pollution liability or worker comp problems will be overlooked.

● Initiate a loss control program.

● Initiate a safety program; use financial statements and driving records to prove insurability.

● If your state allows you to use deductibles for workmen's comp or general liability, do it. The less the prior record inhibits renewal, the better.

"It's gotten to the point where you're at the mercy of the insurance company," says Minor, and a company must "sell itself" to an insurer.

According to Minor, his company's stellar safety program earned a workmen's comp policy, when, as he says, no landscapers in Texas were getting them.

pers in Texas were getting them.

"Involve yourself in the insurance process," advises Minor. "If you let somebody else do it, you're doing yourself a disservice."

Don Brown, a loss-control specialist with the CNA Insurance Co., thinks company owners are doing very little to



**Janek: Choose an insurer and agent with landscape industry experience.**

address medical cost containment, reduce litigation or manage claims.

"Those are the two areas that make availability of coverage at affordable prices the critical problem today," says Brown.

"Once the claim is filed, business owners tend to leave it up to a third party to manage the claim. The bottom line is, these folks are managing your business. Take charge as the owner. Work out a relationship with insurance professionals and physicians.

"Basically, you've got to provide the finest medical attention to an injured worker as you can. If not, they will go to an attorney and you lose control of that claim and costs will multiply."

He suggests:

● Developing "modified work" to bring injured workers back as soon as possible, doing alternative part-time work until they are back in top form, and

● Filing accident reports within 24 hours, to keep costs down.

Minor's concern for the injured worker includes having a mid-level manager drive him to the hospital, the pharmacy and home if necessary.

"If they are standing, and can walk, we want them in the office the next day," insists Minor. "We don't want them home watching TV commercials from personal injury attorneys."

Brown thinks that concern must include genuine concern for the family.

—Terry McIver

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**FOR SALE:** Small landscape maintenance/construction service in Santa Rosa, California. Established 15 years. Commercial maintenance and residential/commercial installation. For more information write to P.O. Box 5085, Santa Rosa, CA 95402. TF

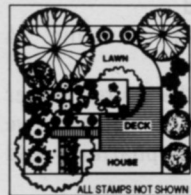
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**Agricultural Mechanic** - wanted to work in Central Park, N.Y.C., NY. Candidate must be familiar with 2 cycle engines of all types; tractors and lawn mowers of all sizes. Formal education or experience preferred. Must have valid driver's license. Good benefits offered. Interested candidates should send resume and covering letter to: Kathleen Dooley, Director of Human Resources, Central Park Conservancy, 830 5th Avenue, New York, NY 10021. E.O.E. 4/92

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Circle No. 140 on Reader Inquiry Card

# THROW A KILLER LAWN PARTY.



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