

Introducing The LESCO 42" Zero Turning Radius Riding Mower



Maneuverability and Productivity...the keys to profitability for the commercial lawn cutter.

Now you can have both with the new **LESCO 42"** zero turning radius riding mower. The 42" joins our tried and proven 52" as the standard for maneuverability and productivity.

The new 42" has the features you want. Its compact design makes it ideal for smaller properties and hard-to-get-to places. It has a dual articulating, side-discharge deck, the same proven hydraulic system used in the **LESCO 52"** riding mower, and is powered by an 18 horsepower, twin-cylinder engine.

The LESCO 42" makes the best use of operator time through faster mowing speeds and modular design for efficient servicing. A large grass-catching system will be available in the Spring.

The LESCO family of mowers has the right unit for your needs — 32", 36" and 48" walk-behind mowers, and the 42" and 52" zero turning radius riding mowers...all with the options you want.

For more information about the **LESCO** family of mowers, contact your **LESCO Sales Representative**, visit one of the more than **60 LESCO Service Centers** or call toll-free **800/321-5325**. In Cleveland, 333-9250.

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800/321-5325

LESCO

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INFO CENTER

Useful literature and videos offered to LM readers

REFERENCE GUIDE—Compiled by the American Horticultural Society, the completely revised and expanded "North American Horticulture: A Reference Guide" is available for \$75. The 368-page book is divided into sections that include national grower trade associations, zoological parks, horticultural periodicals, etc. To order, call (800) 257-5755 or write Order Dept., MacMillan Publishing, Front and Brown Streets, Riverside, NJ 08075-1197.

ON OPERATING COSTS—The Associated Landscape Contractors of America has published an 80-page "ALCA Operating Cost Study" that provides the most current and detailed

descriptions of an "average" company's assets and liabilities, sales, direct job costs and indirect and administrative overhead. It is \$25 to members, \$45 to non-ALCA members, plus \$2 shipping and handling. To order, contact ALCA at 405 N. Washington St., Suite 104, Falls Church, VA 22046; (800) 395-2522. (In Virginia, dial (703) 241-4004.)

DEER TICK CONTROL—"The Comprehensive Deer Tick Control Manual" is available from EcoHealth in Boston, Mass. Included in the publication are landscape techniques for reducing tick habitat and reducing the attractiveness of the property to deer. For more

information, write EcoHealth, 104 Broad St., Boston, MA 02110 or phone (800) 234-8425.

SAFETY POSTER—A new free illustrated Personal Protection safety poster has been created by Precision Laboratories. The poster provides vital facts and information regarding chemical absorption, prevention and protection. It offers dos and don'ts on worker chemical safety, and can be conveniently hung in the workplace. For your poster, write Precision Laboratories, P.O. Box 127, Northbrook, IL 60065; or call (708) 498-0800.

SUPERVISORY TRAINING—The Professional Grounds Management Society is offering its "Landscape Management Supervisory Training Manual" for \$69.95. There is a 15% discount for non-members becoming new members, and a 50% discount for PGMS members. A \$5 postage and handling fee applies to all purchases. Chapters include all types of tools, mechanical equipment, pesticides, material safety, turf information, tree-shrub-annual information, biology of plants and customer service. To order, send check to: PGMS, 10402 Ridgland Rd., Suite 4, Hunt Valley, MD 21030.

GARDEN CENTER CATALOG—The "Stocks Catalog" will be sent to more than 12,000 garden centers nationwide this year. It features product information from manufacturers, growers and suppliers, plus 48 pages of the latest in marketing trends and merchandising information. For more information: Stocks International, P.O. Box 9379, Washington, DC 20005; (800) 325-6228.

ON ESTIMATING—Means' "Landscape Estimating" second

edition and "Site Work & Landscape Cost Data" 11th edition are now available. "Landscape Estimating" by Sylvia Hollman Fee is a chart-filled 265-page hardback. It retails for \$57.95. "Site Work..." is soft-bound, 483 pages, and retails for \$74.95. You can purchase both for \$109.95, a savings of \$27, by contacting: R.S. Means, P.O. Box 800, Kingston, MA 02364; (617) 585-7880.

MARKETING TOOL—"Landscape: It Works for Everyone" is a four-color brochure from the Associated Landscape Contractors of America. It is for use in promotional mailings or with their sales materials. Prices range from \$2.75 for non-member orders of fewer than 50 to \$0.80 for member orders of 500 or more. For more details, call ALCA at (703) 241-4004.

MEDIA CLIPPING SERVICE—Green Clip is now available for marketing, public relations and advertising managers in the green industry. It tracks references to company names, personnel, competitive products, etc. in more than 400 publications nationwide. For more info, call (619) 723-0255.

STRATEGIC PLANNING—James R. Houston's "Strategic Planning for Landscape & Irrigation Contractors" is now available through the National Landscape Association. Besides information about strategic plans, it contains sample reports, forms, statements and worksheets. The publication is available for \$45 to NLA members and \$54 for non-members. Send checks payable to NLA to: 1250 I St. NW, Suite 500, Washington, DC 20005.

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JOB TALK

Unused space beautified in 14 days

Creative landscaping can transform any space—even an abandoned loading dock—into a pleasing environment.

■ Tandem Landscape Company of West Chicago, Illinois, was recently given an Associated Landscape Contractors of America (ALCA) distinction award for its renovation project at Narco Elmhurst Centre in Elmhurst, Ill. But considering the project, the award could be renamed, 'Working miracles on short notice.'

The project developer, Nardi Group, Ltd., had awarded Tandem the design/build contract. Shortly thereafter, Tandem had to respond to an emergency renovation request to meet the needs of a prospective corporate tenant.

Nardi asked Tandem to transform the building's sterile,

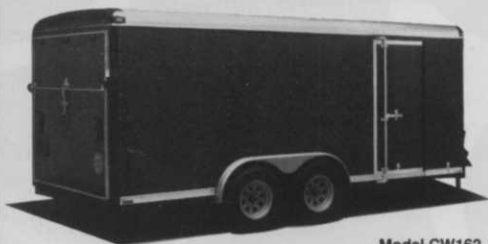
asphalt loading dock area between two, U-shaped buildings into a lush, landscaped courtyard and patio, which would be an acceptable amenity for the tenant. The renovation was part of a total project by the developer to connect the two buildings before the new tenant's move-in date. To meet that schedule, the construction pace was brisk and the landscaping had to be completed in only two weeks.

The renovated



The transformed loading dock includes four individual seating areas. Each seating area is separated by greenery and planter sections.

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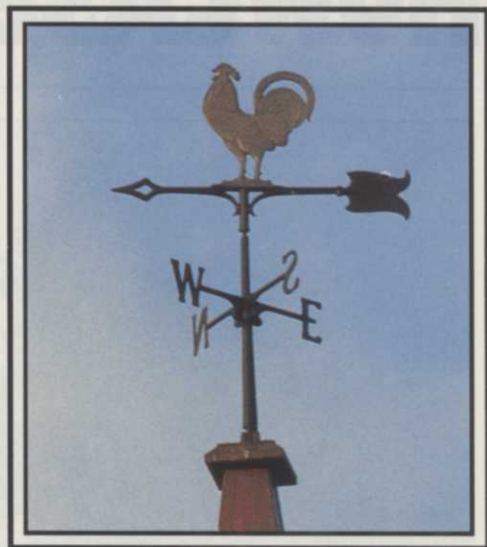
Tandem's design incorporated abundant greenery and bright clusters of seasonal flowers, combining both summer and winter colors.

courtyard landscaping included four individual patio areas, stone walkways, trees and shrubs, annual flower beds and a complete irrigation system. The 22,000 square-foot courtyard acquired the ambiance of a small park.

"We are quite proud of this project," says Mark Sorrentino, Tandem president.

"With the timing complications aside," says Sorrentino, "the new courtyard became a beautiful and unique focal point for the office building. Combine that with the short two-week construction time, and we felt confident this project was of award-winning quality. Of course, the highest honor for us was being awarded the long-term maintenance contract for the tenant..."

N



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To control crabgrass and feed in one step, nothing works harder than Lebanon fertilizers with Team.* These time-saving granular formulations make application easier and more precise. Herbicide distribution more thorough. All without drifting or leaching through.

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For more information, contact your Lebanon sales representative or local Lebanon Turf Products distributor. Or simply call 1-800-233-0628.



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S

GREEN INDUSTRY SHOWCASE

Tree spades dig deep for multi-service nursery

For more than 27 years, Greentree Nurseries in Allentown, Pa. has been carefully nurturing 250,000 trees as they mature on its six tree farms.

Tree farming is just one of Greentree's businesses. It offers to service wholesale and retail customers. It also provides industrial and commercial landscaping, seeding and sodding, irrigation systems design and installation, site grading and snow plowing.

Alex Tamerler, owner of Greentree, oversees this large and diversified company, which employs up to 80 people during the spring and fall seasons, and utilizes 40 pieces of large equipment.

One of the services the company offers as part of its landscaping business is transplanting large caliper shade trees to residential and commercial locations.

Customers select a tree, or trees, from any of the six tree farms. After the selection has been made, one of the company's four Vermeer truck-mounted tree spades is used to dig the tree.

The operator stands to the rear of the truck and operates the hydraulic controls, activating the spades and causing them to encase the tree, digging down below the roots and removing the entire root ball. The tree is then lifted hydraulically, with the root ball attached, over the truck and secured for transit.

Greentree owns a Vermeer 9400, three Vermeer TS 84s, 2 TS 60s and 18 other Vermeer tree-related products.

The 9400 can transport a tree with up to a 12-inch trunk diameter, and up to seven tons, including the dirt needed for the root system. It features spades made of alloy steel. There is a 450-gallon water tank attached to keep the spades wet while digging.

"Vermeer equipment is an integral part of our business," says Tamerler. "We rely heavily on the dependability of our tree equipment and the swift availability of Vermeer parts and service. Tree moving has become a large part of our business."

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Vermeer TS 84T tree spade removes a tree from the Greentree farm.



Vermeer TS 84T prepares to place the tree in freshly-dug hole at office complex.

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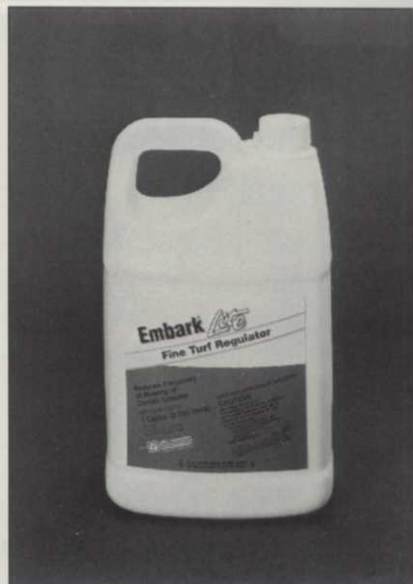
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Turf regulator for easy clippings management

Embark Lite Fine Turf Regulator gives turf professionals a mefluidide formulation and product use directions for reducing clippings and/or mowings in highly visible, ornamental lawns.

Mefluidide is the active ingredient in Embark 2-S, a more concentrated product originally developed by the 3M Co. Embark 2-S will continue to be used to control turf-grass growth in roadsides and other rights-of-ways, airports, industrial sites, etc., whereas Embark Lite will be targeted to fine turf applications.



According to BASF, Embark Lite can make mowings more manageable for approximately four weeks during the peak growth season. More than one application may be made per season if spaced at least six weeks apart.

The length of control can be increased to about six weeks by increasing the rate and tank-mixing with an amine compatible liquid iron such as Ferromec AC.

Longer activity may also be achieved with maximum turf safety by tank-mixing Embark Lite with PBI's Limit Turf Regulator.

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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
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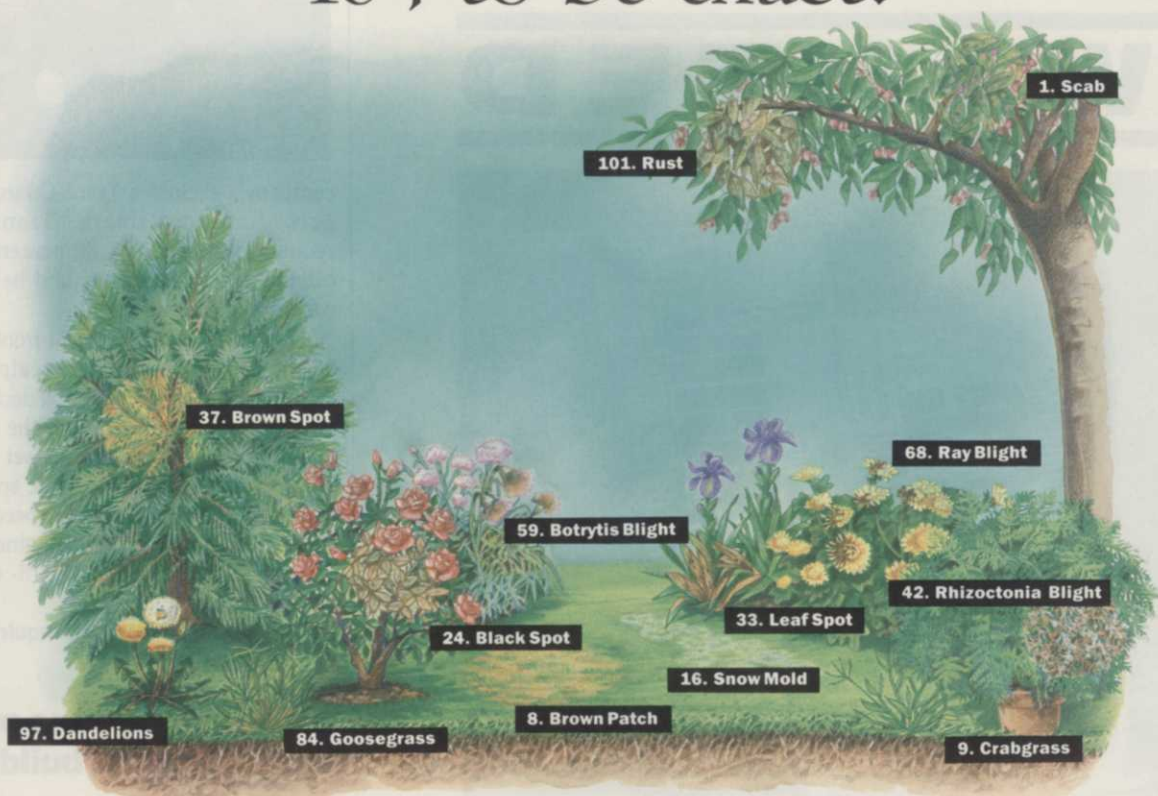
Keep cool on the course with cab air cooler

The Course-Air evaporative cooler lowers the interior temperature of golf carts



by as much as 25 degrees. A high-velocity blower with directional vents projects a

Use the Turf Care® Pros for any number of growing problems. 104 to be exact.



Professionals count on the Turf Care Pros. To treat diseases, Daconil 2787® is the cornerstone of your management program. The broadest-spectrum fungicide on the market, it controls 12 major turf and the major ornamental diseases. And there's never been a documented case of disease resistance to Daconil 2787.

For pre- and postemergent herbicide control of annual grasses and broadleaf weeds, it's Dacthal® and Daconate 6®. On pesky broadleaf weeds, use 2 Plus 2.

And round out your program using Frigate® with Roundup* to control perennial and annual weeds. Together with Daconil, they all create a complete professional management program.

When it comes to turf and ornamental care, count on the Turf Care Pros. And count out diseases and weeds—104 to be exact.



ISK Biotech Corporation, Turf & Specialty Products Division, 5966 Heisley Road, P.O. Box 8000, Mentor, OH 44061-8000.

Always follow label directions carefully when using turf chemicals.
*Roundup is a registered trademark of Monsanto Company.

PRODUCT REVIEW

cool stream of air on both passengers from an overhead panel.

Manufacturer Gem Top says the Course-Air is quiet and efficient, and runs off the golf car battery. Powered by a small, 12-volt motor, the unit is activated by a switch located in the ceiling of the

car; works on regular tap water.

The company says the Course-Air fits most any golf vehicle by use of a variety of roof frames available from Gem Top. It's made of weather-resistant polymers and can be painted to match the golf cart.

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Drive system reduces loads by 30 percent

The Exmark Turf Ranger combines high quality drive components with the



company's exclusive Trans-Guard system. According to Exmark, Trans-Guard reduces peak loads by 30 percent, which extends transmission life and helps avoid costly engine repairs.

Other features include out-front 60- and 52-inch full-floating, anti-scalp cutting decks. These extra-deep cutting decks deliver high-quality cuts even under the toughest mowing conditions, including wet grass. In addition, dampened hydrostatic speed control provides infinite, precise speed control and increases productivity. Engine options include the Kohler Magnum 18- or 20-hp twin-cylinder engines.

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Backhoe performs many landscape and build jobs

Kubota Tractor Corp. has added the BL4590 backhoe to its growing line of



implements designed for the versatile B- and L-Series tractors. It digs to a depth of 7.5 feet and has a force of 2950 pounds.

The unit is compatible with both front loaders and mid-mount mowers. A two-lever control provides smooth operation. Hydraulically actuated stabilizers help ensure top performance and operator safety.

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Natural organic **Terrene**, with its slow release, non-burning properties is showing up on turf professionals' "most wanted" lists everywhere.

The specialized Turf and Greens grades of new **Terrene** can be custom tailored to fit into any fertilizer program. Whether you're in lawn and turf care, golf course or landscape maintenance, nurseries, or any other related business, you'll profit from **Terrene's** growth potential.

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