

# A UNIFIED INDUSTRY WORKING TOWARD A COMMON GOAL

Nearly every key issue affecting one part of the Specialty Pesticide Industry affects the entire industry.



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Missoula, Montana, which demonstrates the industry is able to work constructively with local government bodies.

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# GREEN INDUSTRY SHOWCASE

## New compost bin designed to make backyard recycling easy, affordable

A compost bin that you recycle.

That's what Jay and Terrell Menefee have in "The Groundskeeper."

The father and son team also believe the bin will make composting easier for homeowners, municipalities and professional landscapers, the three main players in the composting/landfill scenario.

Yard waste is already banned from landfills in some states, with others soon to be passing similar legislation. At Ohio landfills, for example, yard waste bans go into effect in December of 1993. California's recent AB939 legislation required each city and county to divert 25 percent of all landfill material by 1995, and 50 percent by 2000.

Landscape management professionals are therefore concerned, and want to find ways to deal with the problem in such a way that they keep their customers happy, yet are not themselves totally responsible for disposing of customer yard waste. Because no matter how much the industry explains the nutritional benefits of leaving the clipping, there's always going to be certain customers who want the clippings removed.

The Menefee's are marketing "The Groundskeeper" through their company, Delvin & Taylor of Novelty, Ohio. They now offer the bin at a volume discount to municipalities and professional landscapers across the country.

Early on, the Menefees believed their approach to composting should have low impact on the environments, be affordable, require little homeowner effort and not detract for the appearance of the customer's yard. After three years of laboratory and field testing, they believed they met, and, in some ways, exceeded their objectives.

"The Groundskeeper" is a biodegradable bin made of recycled paperboard, containing 15 percent post-consumer fiber. A water-soluble, biodegradable ink is used to dye the bin, which measures 34.5 inches across and 32 inches high.

The company says the bin has a 150-gallon capacity, and will hold about five commercial lawn refuse bags of material.

Homeowner instruction in establishing backyard composting is virtually unnecessary, considering how easy the procedure is. Grass clippings, leaves and other yard waste is layered into the bin. Occasional stirring assists in the breakdown, but is not required.

Delvin & Taylor says the composting process takes about six months.

The company is now supplying bins in bulk quantities at a cost of about \$5.50 per bin.

During their early research, beginning in 1989, the Menefees tried several approaches, using a variety of biodegradable refuse bags, tested with and without inoculators and accelerators, added to aid the composting process.

Their research revealed that the best composting bin prototypes were those made with a paperboard containing the right combination of compressive stress resistance and water vapor transmission rate characteristics.

A compressive stress resistance was found that kept the bin rigid as the materials inside were being compressed and composted, as opposed to those the two-ply paper lawn refuse bags which form multiple accordion folds and collapse along with the materials.

As a solution, a water vapor transmission rate was found that tended to keep the materials inside the bin above the 50 percent moisture level required for composting, but also allowed the bin to rapidly dry out after soaking to below the 20 percent moisture content.

According to the company, paper kept at or below 20 percent moisture content



'The Groundskeeper' compost bin is biodegradable.

decays very slowly, and as a result, the bin maintains its structural integrity over the year or two during which a homeowner would be using it.

The Menefees suggest that one bin be used in the fall to collect and store leaves, and a fresh bin be set up in spring for grass clippings. The partially composted leaves would then provide a source of carbon to layer into the grass clippings over the growing season.

An introductory package sells for \$395, and includes:

- 70 compost bins
- 70 instruction books
- 70 promotional brochures
- 5 study packages.

The composting "Pilot Program" package sells for \$765, and includes 140 bins, books and brochures, and 10 study packages.

One case of bins sells for \$195.

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# SHOWCASE PRODUCT REVIEW

## Landscaping software for small, medium size company

Eagle Software announces the release of The Landscaper software for IBM and compatible computers, designed especially for small and medium-sized companies.



Version 1.1 features Customer and Equipment Tracking, Proposal Writing, Invoicing, Accounts Payable and receivable and Memowriter.

The Landscaper also handles snowplowing, dump runs and more. The Landscaper requires a hard drive and EGA or VGA monitor, and a 286, 386 or 486 computer.

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## Water management system can handle up to 16 stations

Solatrol, Inc. has introduced its LEIT 8000 Series II Water Management Computer.



The LEIT 8000 can accommodate twice the number of valve stations of its previous model without reliance on AC power, batteries or bulky, awkward solar panels.

Solatrol says the LEIT 8000 is compatible with most brands, sizes and styles of valves.

The controller can accommodate either eight or 16 stations. The capacity of the basic eight-station unit is doubled simply by attaching Solatrol's Expander Module Kit (XKIT 8830), similar in nature to a signal splitter used to multiply the number of cable TV outlets in a home.

"In this way, we can more efficiently and economically tailor the LEIT 8000 system to suit the specific needs of the end-user," says Wyn Nielsen, president and CEO of Solatrol, Inc.

According to Solatrol, the LEIT 8000 is completely independent of AC power, batteries or vulnerable solar panels.

The exclusive microelectronics system collects ambient light energy and stores it directly within its circuitry, assuring operation day and night.

Nielsen says the design makes the system virtually immune to lightning.

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## New riding unit saves time and labor on sand, light jobs

Cushman, Inc.'s Groom Master is a ride-on unit for sand trap maintenance and other light earth-moving projects. The Groom Master can be equipped with a rear



rake for smoothing, a mid-mount cultivator to lift and loosen, and a front blade to push sand or other soil types. Accessories are operated from driver's seat.

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*Continued on page 110*

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Landscape Management, September 1992 103



# MARKET SHOWCASE

RATES: \$105 per column inch for 1x insertion; \$100 for 3x insertion; \$95 for 6x insertion; \$90 for 9x insertion; \$85 for 12x insertion (one inch minimum). Frequency based on calendar year. For ads using a Reader Inquiry Number, add \$30 to the total cost of the ad per issue. For ads using a second color standard red, blue, green or yellow only, add \$65 to the total cost of the ad per issue.

Send ad copy with payment to: Susan Ramseth, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4569 ext. 742 outside Ohio; (216) 891-2742 inside Ohio; FAX (216) 826-2685.

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