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101	118	135	152	169	186	203	220	237	254	271	288	305	322
102	119	136	153	170	187	204	221	238	255	272	289	306	323
103	120	137	154	171	188	205	222	239	256	273	290	307	324
104	121	138	155	172	189	206	223	240	257	274	291	308	325
105	122	139	156	173	190	207	224	241	258	275	292	309	326
106	123	140	157	174	191	208	225	242	259	276	293	310	327
107	124	141	158	175	192	209	226	243	260	277	294	311	328
108	125	142	159	176	193	210	227	244	261	278	295	312	329
109	126	143	160	177	194	211	228	245	262	279	296	313	330
110	127	144	161	178	195	212	229	246	263	280	297	314	331
111	128	145	162	179	196	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
113	130	147	164	181	198	215	232	249	266	283	300	317	334
114	131	148	165	182	199	216	233	250	267	284	301	318	335
115	132	149	166	183	200	217	234	251	268	285	302	319	336
116	133	150	167	184	201	218	235	252	269	286	303	320	337
117	134	151	168	185	202	219	236	253	270	287	304	321	338

1. BUSINESS & INDUSTRY

MY PRIMARY BUSINESS AT THIS LOCATION IS:
 (PLEASE MARK ONLY ONE IN EITHER A, B OR C)

**A. Landscaping/Ground Care at one of the following
types of facilities:**

- 01 0005 Golf courses
 02 0010 Sports Complexes
 03 0015 Parks
 04 0025 Schools, colleges, & universities
 05 Other type of facility (please specify) _____

B. Contractors/Service Companies/Consultants:

- 06 0105 Landscape contractors (installation & maintenance)
 07 0110 Lawn care service companies
 08 0112 Custom chemical applicators
 09 0135 Extension agents/consultants for horticulture
 10 Other contractor or service (please specify) _____

C. Suppliers:

- 11 0205 Sod growers
 12 Other supplier (specify) _____

**Which of the following best describes your title:
(mark only one)**

- 13 10 EXECUTIVE/ADMINISTRATOR
 14 20 MANAGER/SUPERINTENDENT
 15 30 GOVERNMENT OFFICIAL
 16 40 SPECIALIST
 17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

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SEPTEMBER 1993
 This card valid
 after November 15, 1993

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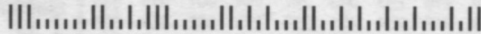
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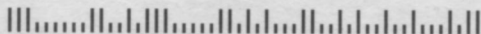
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GREEN INDUSTRY SHOWCASE

Makin' mulch easy with these chippers

The Chippewa chipper/shredder from W-W Grinder produces wood chips in seconds. Three-inch thick hardwood limbs are soon mulching customer gardens, thanks to the power of the 8-hp Renegade and the 10-hp towable Renegade units.

An extra-wide hopper allows the operator to dump overflowing containers of twigs and leaves into the shredder section of the unit without spilling most of it on the ground.

Reversible and staggered hardened steel flails ensure efficient shredding.

Circle No. 191 on
Reader Inquiry Card



18-hp chipper/shredder is mobile and rugged

Goosen Industries and Construction has a new, 18-hp chipper/shredder with electric start and recoil backup.

Powered by a Honda engine, the model CS 6000 comes with a heavier trailer that features a durable, 1500 lb. torsion axle.

Goosen says the CS 6000 is suited for highway towing and can take hard use.

A detachable gas tank makes for convenient refueling without towing the unit from the work site. Blower and vacuum attachments are available.

Circle No. 192 on Reader Inquiry Card



Smaller chips ideal due to diversity of landscape uses

Bandit Industries disc chippers produce chips one-third the size of chips normally produced with a standard 12-inch diame-

ter capacity, hydraulic-feed, disc-style chipper. Mulch and potting material have been the major market for chips from wood waste disposal chippers. Chips from some chippers are often reground to produce a finer product. The finer chips break down quicker and hold moisture better.

Mighty Bandit II has more cutting knives to make a smaller chip. Landscapers may leave chips on site as mulch, to eliminate carrying away tree and shrubby waste.

Circle No. 193 on
Reader Inquiry Card



Hydraulic brush chipper now available as mid-size unit

PeCo, Inc. now manufactures a mid-size, hydraulic brush chipper.

The PeCo Model 40/30-OH has variable hydraulic feed up to 170 feet per minute.



The 300 lb. flywheel with two 10-inch cutting blades is powered by a dependable 40-hp Lister diesel engine.

Cutting capacity is nine inches.

The 40/30 has a 360-degree rotating base and discharge chute, two pivoting jack stands, easy-to-adjust heavy duty chip deflector, reversible blades and a hinged flywheel cover for easy maintenance.

Electric brakes or surge brakes are optional.

Weight is distributed evenly, so it's maneuverable and easy to tow.

Circle No. 194 on Reader Inquiry Card

Reduce larger limbs to chips with three-in-one unit

Salsco, Inc. introduces two units capable of shredding and vacuuming leaves, and chipping brush and limbs up to five inches in diameter.

The 13-hp Honda model will handle limbs, branches and prunings up to three inches in diameter, vacuum and shred leaves and small twigs.

The commercial unit comes standard with an 18-hp Vanguard Engine and will accept odd shapes and sizes of logs and limbs up to five inches in diameter.

A road-ready trailer is offered, as an option, providing easy transport.

Both units are built with thick steel impellers and continuous welds.

Circle No. 195 on Reader Inquiry Card

PRODUCT REVIEW

Durable tool chests lightweight, easy to carry

Rubbermaid Commercial Products, Inc. now offers a series of professional-grade, heavy-duty, all-plastic tool boxes.

Available in three sizes, the line consists of a 26-, 35-, and 36-inch chest style, which can be fitted with an optional caster kit.

In usual Rubbermaid fashion, the boxes are easy to clean and rust and dent resistant.

The 26-inch and 35-inch versions accommodate most standard padlocks. The chest model has a built-in key lock.



Circle No. 196 on Reader Inquiry Card

Personnel forms, office organizers listed in catalog

A catalog from V.W. Eimicke Associates, Inc. contains a comprehensive listing of human resource forms and office products.

Products for training, motivation and recognition have been selected to raise an organization's productivity by helping to improve employee attitude.

The catalog includes training books, award certificates, daily planners, inventory and bookkeeping controls and health/environment signs.

The catalog also includes general office forms and products, and forms in compliance with the Americans with Disabilities act. The catalog is free from V.W. Eimicke of Bronxville, New York.

Circle No. 197 on Reader Inquiry Card

New fertilizer line lets you choose preferred N source

Lebanon Turf Products has a new line of two-step granular fertilizers for golf course maintenance, made to offer a choice in nitrogen sources combined with a premium quality homogeneous fertilizer base.

The initial NX-Pro line includes three fairway and two greens grade fertilizers, along with pre-emergence herbicide combinations. Additional products are being developed, and will be added to the line to meet market demand, says Lebanon.

Circle No. 199 on Reader Inquiry Card

Sod cutter designed for golf course, landscape jobs

Classen's new SC-18 is a self-propelled, 18-inch sod cutter.

Powered by a 5.5-hp Honda engine, the SC-18 cuts sod at depths as low as 2½ inches.



Circle No. 198 on Reader Inquiry Card

New riding mower design, not yet available, will eliminate 150 components

John Deere's Stealth mower is a product of joint research between Deere and Dow Plastics, meant to improve riding mower design.



The mower is in the design stage, and release date is unknown.

Three sections, using Dow's in-mold colored Sabre thermoplastic allow for the two upper body halves and Isoplast long-glass thermoplastic polyurethane composite for the lower body, are bonded together to create a single, monocoque frame and body unit.

According to Deere, the design eliminates more than 150 individual parts from a traditional riding mower.

According to Deere, other design features will eliminate flat tires and make steering easier.

Circle No. 200 on Reader Inquiry Card

New aerator gentle on turf, has easy-to-remove spoons

Millcreek Manufacturing Company of Bird-In-Hand, Pa., has introduced a new, 84-inch, 3-pt. hitch coring aerator.

The Model 840 is built for use by schools, universities, golf courses, and landscape professionals.

Millcreek says its aerators are reliable and economical, and incorporate important features, including:

- individually rotating spoon wheels;

continued on page 88

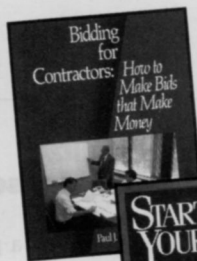
LANDSCAPE MANAGEMENT

INCORPORATING LAWN CARE INDUSTRY

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BIDDING FOR CONTRACTORS: HOW TO MAKE BIDS THAT MAKE MONEY

by Paul J. Cook
A clearly defined working guide for producing winning bids. Learn the benefits of the author's extensive experience in construction project management by providing contractors with the necessary tools to develop competitive bids from small jobs to multi-million dollar projects. 225pp. BK-348-\$35.95

START & RUN YOUR OWN PROFITABLE SERVICE BUSINESS

by Irving Burstiner
Step-by-step how to follow your dream of owning your own business into the reality of the service sector. Find out how to plan, launch and successfully run a service business; prepare a business plan; master the financials; buy an existing business or start a new one; choose a place of business; market your service; forms required for a proprietorship, partnership, corporation; model business plan; sample tax returns; and a list of selected franchise operations. 286pp. BK-349-\$18.95

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by John Tschohl with Steve Franzmeier
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WINNING STRATEGIES FOR LAWN & LANDSCAPE CONTRACTORS - A SYSTEM FOR SUCCESS

by Brent Demos
Discover proven techniques that will help you meet and beat the competition! Win more bids, increase jobs from current clients, hire productive employees, and learn successful management skills. This comprehensive manual also includes effective tips for marketing and advertising, equipment management, diversification, education and training. 136pp. LSM-BK-761-\$59.95

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An up-to-date report of lawn care business growth, average annual expenditures, and a look at the future of the industry. Ranks the largest lawn care businesses in North America. BK-230-\$10.00

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PRODUCT REVIEW



from page 86

- easy-to-remove spoon wheel sections;
- a convenient top weight rack;
- choice of 34- or 12-inch spoons.

Circle No. 201 on Reader Inquiry Card

Mowing, backing, hill-cutting made easier

Exmark's Viking 45-speed and Hydro walk-behind mowers provide exceptional control in mowing.

Positive reverse makes backing easy, and downhill runaway is eliminated by an exclusive drive system.

The Exmark Viking 5-speed has five forward speeds, true reverse, and provides positive traction in wet conditions.

Zero-turn maneuverability is a benefit, as well as instant forward or reverse and infinite speed control.

The Vikings mulch, bag or discharge thanks to the Micro-Mulch accessory.



Circle No. 202 on Reader Inquiry Card

Large ATV-compatible sprayer booms reach to 28 ft.

Dethmer Manufacturing Co. of Boyden, Iowa has a new Demco ATV sprayer.

The sprayer is available in 110 and 150 gallon sizes. Tandem axles have row width adjustment. Booms are available in 21 ft. to 28 ft. lengths. The 19.5 x 9.50 pneumatic tires result in better flotation, and the unit can be equipped with a PTO roller pump or engine driven pump.

Circle No. 203 on Reader Inquiry



Polymer coated fertilizer offers controlled N release

Lesco has introduced Poly Plus, a premium sulfur-coated fertilizer with advanced polymer coating technology.

The polymer-based coating of Poly Plus means slower, more controlled nitrogen release into turfgrass.

According to the company, Poly Plus offers turfgrass managers optimum release characteristics with 12 to 16 weeks of feeding.

The uniform nutrient characteristics of Poly Plus help maximize turf's efficient nutrient uptake without generating excessive clippings. Lesco also reports that the slower nitrogen release helps control potential groundwater contamination.

Poly Plus is available in Lesco fertilizer blends and combination products, and on sulfur-coated urea, coated potassium sulfate or sulfur-coated ammonium phosphate.

There are three particle sizes: standard, mini and elite.

Circle No. 204 on Reader Inquiry Card

Wetting agent improves pesticide leaf coverage

A new wetting agent from Terra is reported to provide excellent coverage of herbicide sprays on weed leaf surfaces.

Riverside Silkin is a non-ionic, low-foam surfactant that expands pesticide activity by creating more spray droplets for better coverage. Silkin also causes the pesticide to penetrate the canopy quickly and enter into the cuticle of the plants.

Terra says the product has a higher contact angle, so pesticide sprays don't run off the leaves as quickly.

Silkin can be used with most pesticides and fertilizer products on turfgrass, greens, tees and deep-feeding trees.

The product is sold in one gallon containers.

Circle No. 205 on Reader Inquiry Card

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**LM Reports
on large equipment:
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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: Brian Karaba, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4569 ext. 155 outside Ohio, (216) 891-2665 inside Ohio; FAX (216) 826-2865.

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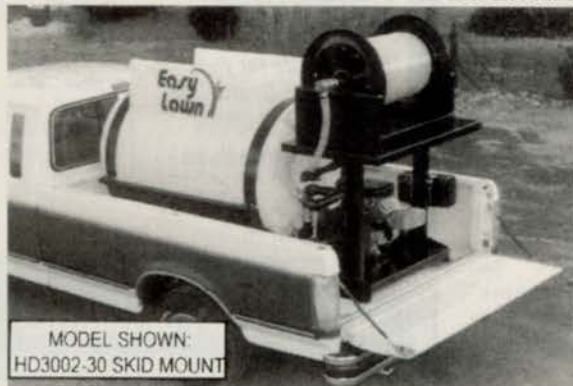
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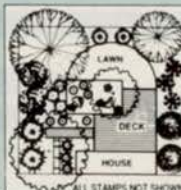
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Thinking about selling your Lawncare Business? We'd like to talk about the possibilities. If you are doing business in: Cincinnati, Indianapolis, Columbus, Dayton, Chicago, St. Louis, Atlanta, Cleveland, Detroit or Ft. Wayne, we are interested. All communication is confidential. Reply to LM Box 500, c/o LANDSCAPE MANAGEMENT, 131 W. 1st St., Duluth, MN 55802-2065.

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POSITIONS WANTED FREE CLASSIFIED AD

To all "POSITION WANTED" Classified Advertisers!

- Maximum 40 words
- Maximum 2 issues

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LANDSCAPE MANAGEMENT
7500 Old Oak Blvd., Cleveland, OH 44130
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POSITIONS WANTED

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