



Walker Manufacturing

Product Focus:

Walker Manufacturing designs, develops and manufactures a line of compact, mid-size commercial riding mowers and attachments. The mowers are targeted for use in landscaped areas with combinations of trimming and open space where quick maneuverability and fitting in tight spots increase productivity.

Description of Manufacturing Facility/Facilities:

The company's factory is at Fort Collins, Colo., situated on 25 acres. It has 100,000 sq. ft. of manufacturing area and 16,000 sq. ft. of offices and research and development. The manufacturing operation includes parts fabrication, welding, painting and assembly. Fifteen acres of irrigated turf-grass around the facility provides on-site test mowing area. The current facility will allow growth to produce up to 25 units per day.

Description of Technical Support, Sales, Training and/or Customer Service:

The factory customer service staff is available for technical support to dealers and end-customers. A dealer program is administered by 33 independent territorial distributors across the U.S.

Major Product Lines:

Walker makes mid-size commercial riding mowers and attachments. Five tractor models have gasoline or diesel engines from 11 to 25 hp. Nine interchangeable mower decks with cutting widths from 36 to 62 inches are offered, each with grass collection, side discharge or mulching available. Six front-mounted implements are also marketed: two snowblowers, a rotary boom, a dozer blade, a dethatcher and an edger.

Walker Manufacturing

5925 E. Harmony Rd.
Fort Collins, CO 80525
(970) 221-5614

Fax number:
(970) 221-5619

Date founded:
1957

Staff:

Bob Walker, president
(marketing/finance)
Dean Walker, vice president
(engineering/manufacturing)
Max Walker, vice president
(chairman)
Bob Tomasek, customer
service/warranty



Landscape Management

ested parties the opportunity to purchase classified advertising, back issues of magazines, LM's qualified mailing list and rights to reproduce articles.

Free subscriptions for qualified individuals or companies can be obtained through the magazine's circulation department located in Duluth, Minn.

Product Focus:

Landscape Management is the second-oldest national monthly trade magazine serving "green industry" professionals.

More than 51,000 qualified subscribers include landscape contractors, golf course superintendents, athletic field/grounds managers and lawn care companies, all of whom are involved in maintaining landscapes and grounds. The magazine is also mailed to selected tree service companies, landscape architects, extension agents, horticultural consultants, irrigation contractors, sod growers, turfseed growers, dealers, distributors and manufacturers.

Major Product Lines:

Landscape Management, which will celebrate its 35th anniversary in 1997, publishes 12 regular monthly issues each year. Besides the full-run section, the magazine publishes two special demographic sections that are mailed only to a selected portion of its total audience: "Golf and Grounds" (which goes to golf course superintendents, athletic field and grounds managers) and "Lawn and Landscape" (which mails to lawn care companies and landscape contractors).

Description of Facility:

Landscape Management is one of 55 trade magazines published by Advanstar Communications, whose home office is located on a 22-acre parcel of wooded land in Middleburg Heights, Ohio. The building, which is fitted into the side of a gently-sloping hill, is of a distinctly environmentally-friendly design.

During the spring of each year, LM includes, within its regular monthly issues, the highly popular "guides" to fertilization, weed control, insect control and disease control—developed and written by the nation's finest turf and ornamental experts. These comprehensive articles are divided into cool-season and warm-season sections to recognize differences in climates and adapted species affected.

LM production offices are located in Duluth, Minn. Additional sales offices are located in Kenosha, Wisc., and Eugene, Ore.

In July, LM publishes a digest-sized reference book called the "Seed Pocket Guide" which contains regional and national results of the annual National Turfgrass Evaluation Program.

Advanstar also has major publishing and expositions offices in Duluth, Minn.; Eugene, Ore.; Santa Ana, Calif.; New York City; Chester, England; and Chicago.

In December, the regular monthly issue is called the "Green Book and Directory," a listing of important suppliers (by product category), dealers/distributors, other contacts within the green industry, and a wealth of other year-long reference material.

Description of Technical Support, Sales, Training and/or Customer Service:

Advanstar Marketing Services in the Cleveland headquarters office offers inter-

Landscape Management

7500 Old Oak Blvd.
Cleveland, OH 44130
(216) 243-8100

fax number:
(216) 891-2675

E-mail address:
75553.502@compuserve.com

Web address:
<http://www.advanstar.com>

Staff:

John D. Payne, publisher
Tom Galligan, national sales manager
Kerry Jacobson, southeastern sales manager
John Kiesewetter, western sales manager
Jerry Roche, editor-in-chief
Ron Hall, senior editor
Terry McIver, managing editor

LM REPORTS *cont. from page 34*

engine). All have 1½-inch grate. Options: blower attachment package, vacuum attachment package, leaf grate, ½-inch grate, ¾-inch grate.

ECHO

Circle No. 265
(847) 540-8400

The EchoSystem 2 vacuums leaves and reduces them to ½th of their original volume. Available in three walk-behind and self-propelled models, EchoSystem2 reduces sticks and branches up to 3 inches in diameter. Converts to shredder and can transform into walk-behind blower or broadcaster with optional kit. Hopper can be rotated 360 degrees.



Ingersoll

of small tractors.

LABARGE

Circle No. 269
(800) 511-2022

PTO-driven chipper/blower/vacuum can: chip limbs and brush up to 6-inch diameter, vacuum leaves and debris, discharge or bag processed material, blow air at high velocity.

LITTLE WONDER

Circle No. 270
(215) 357-8045

ReVac model can chip, shred, reduce and vacuum leaves, branches and other organic material up to 3½ inches in diameter. Shredder hopper can be rotated to the ground to rake leaves into its opening. Optional 10- to 20-foot intake hose/snout. Engine is 16 hp Briggs Vanguard with Oil Alert. Kill switches on all intake and discharge chutes.

MACKISSIC

Circle No. xxx
(610) 495-7181

SC260-16 Chip N Shred has 4-inch rapid feed chipping. Powered by 16 hp twin-cylinder Vanguard engine with manual or electric start. Load-free starting with overload protection. Highway towable.

PARKER SWEEPER

Circle No. 272
(708) 627-6900

Vac-CS reduces debris 11-to-1. Chipper chute draws twigs, branches and other debris. Vacuum has 30-inch width. Optional hose kit allows



Parker

GRAVELY

Circle No. 266
(910) 777-1122

Pro Chip 210 powered by 18 hp Kohler engine with 6-inch intermittent cutting capacity. Pro Chip 210 PTO fits any category 1, 3-pt. hitch with 6-inch limb-chopping capacity. Pro Chip 310 has 360-degree rotating hopper, powered by 23 hp Kohler engine. Pro Chip 350 is deluxe 310 with wider axle, larger tires, etc. Pro Chip 395 has 40.5 hp Yanmar diesel engine; takes limbs up to 9½ inches in diameter.

GOOSSEN

Circle No. 267
(800) 228-6542

Will chew up limbs up to 5-inch diameter. Three models: CS1000 (540 PTO), CS5100 (13 hp Honda engine), CS6000 (18 hp Honda engine). Hinged housing for easy access to cutting drum. Shredder cover. Folding safety door on chipper chute. Optional blower attachment has 360-degree directional spout. Optional vacuum attachment has 6-inch by 15-foot hose.

INGERSOLL

Circle No. 268
(414) 582-5000

All-hydraulic HS24W can chip logs up to 3 inches in diameter at minimum rate of 10 feet per minute. Extra-large top-feed hopper is 18x17 inches. Adjustable discharge baffle with four positions. Optional screens: ¼-, ½- and ¾-inch. Can be pulled on back

easy access in hard-to-reach areas.

SALSCO

Circle No. 273
(800) 872-5726

Chipper/shredder/vacs available from 8 hp Honda (3½-inch capacity) to 25 hp Kohler (6-inch capacity); also capable of shredding material up to ½ inch in diameter. Chippers are 6x12-inch with 25 hp Kohler or 30 hp Wisconsin engine, up to 13-inch material. Engines of 37-115 hp, diesel or gas, are options.

SNAPPER

Circle No. 274
(770) 954-2598

SG8000 has 8 hp Briggs & Stratton engine, 18x15½-inch hopper opening with movable blowback shield, chipping capacity up to 3 inches, tow bar. SG5000 has 5 hp Briggs engine, 18x14-inch opening, chipping capacity up to 2 inches. LS5000 has 5 hp Briggs engine, chute that lays flat on the ground, capacity up to 3 inches.

S&R

Circle No. 275
(541) 523-5952

18- or 24-inch self-powered trailer unit that uses 25 hp Kohler engine. Power feed safety clutch release, 360-degree rotation on exhaust chute. Larger 2469T has 6-inch capacity; smaller 1846T has 4-inch capacity. Discharge height 6-foot-4 and 6-foot, respectively. Synchro-Feed has safety hand clutch.

TROY-BILT

Circle No. 276
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Tomahawk Pro Chipper line processes brush, branches, limbs, small trees up to 4-inch diameter. Advanced drum design, 4x8-inch chipping opening. Options: tow hitch, electric start, collection bag, bumper, storage cover. Troy-Bilt 8 hp, 10 hp engine or 12 hp overhead valve engine.

VERMEER

Circle No. 277
(515) 621-7826

Model BC 1800 can pull in and

chip material up to 18 inches on an intermittent basis. 68-inch feed table to the rollers puts distance between operator and feed roller system. Curb-side controllers. Live hydraulics allow operator to reverse feed rollers even if the cutting disc stops. Three engine options: 81 hp Perkins 4.41 diesel, 113 hp Perkins T4.40 diesel, 116 hp 4BTA 3.9 Cummins. Exclusive Auto Feed II system.

WOODS

Circle No. 278
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Model 5000 is PTO-driven with chipping capacity to 5 inches, shredding capacity to 1 inch; Model 5020 powered by 20 hp Kohler engine. Models 8000 and 8100 chip up to 8 inches with integrated blower (8000 is PTO-driven, 8100 is hydraulic feed). Models 9128 and 9142 are engine-driven, trailer-mounted, towable, with 9-inch chipping capacity; engines are 28 hp Kubota, 42 hp Ford.

WOOD PRO

Circle No. 279
(201) 992-8514

Two models: AVP, a one-hopper all vegetation processor, and 24D418E chipper for commercial market. AVP handles up to 6 inches



Wood Pro

diameter, available in 3-pt. hitch PTO model, engine-powered towable model. Model 24D418E chips up to 5-inch branches; four knives on 24-inch disc; 4-gallon fuel tank; large tires now standard equipment.

LM

LANDSCAPE
management

Every month the Market Showcase offers the readers of *Landscape Management* a complete and up-to-date section of the products and services you're looking for. Check it out every month, or you might miss out.

For all ads under \$250, payment must be received by the classified closing date. VISA, MASTERCARD, & AMERICAN EXPRESS accepted. Send to: Advanstar Marketing Services, 7500 Old Oak Blvd., Cleveland, OH 44130

BOX NUMBER REPLIES: *Landscape Management*, LM Box #, 131 W. First St., Duluth, MN 55802

FOR ADVERTISING INFORMATION AND AD PLACEMENT, CONTACT: DAN HOKE, 216-891-2762, 1-800-225-4569, (ext. 762), Fax 216-826-2865

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Richard P. Bersnak, President

Jill A. Leonard, V.P.

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LANDSCAPE
management

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(Please call Sales Rep to confirm dates.)

SEND AD COPY WITH PREPAYMENT TO:

Dan Hoke
LANDSCAPE MANAGEMENT

7500 Old Oak Blvd.
Cleveland, OH 44310.

For more information call:
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LANDSCAPE management

For all ads under \$250, payment must be received by the classified closing date. We accept VISA, Mastercard, & American Express. Credit card orders are accepted by phone. Send Ad copy with payment to: Dan Hoke, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2762. Fax Number 216-826-2865.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, LM Box #, 131 W. First St., Duluth, MN 55802. Please include box number in address.

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Send Resumé With Cover Letter to: Mr. Thomas Klus, Nanak's Landscaping Grounds Maintenance, Inc., 1174 Florida Central Parkway, Longwood, Florida 32750, Or FAX to 407-830-8883

SALES & MARKETING REP

Successful candidates will be involved in new business development and promotion of landscape management and related site services. Directly responsible for estimating, bidding, and sales. Some travel required. Excellent growth potential and benefits are available for qualified applicants.

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HELP WANTED

Help Wanted

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DuBrow's Nurseries, Inc., a full service Horticultural corporation, with locations in Northern/Central NJ and Eastern PA, is looking for all levels of management; managers, foremen/women, assistant foremen/women for our growing Grounds Management, Design/Build and Nursery/Growing divisions. Must possess a related college degree, bilingual is a plus. Competitive salary and full company benefits. Please fax resumes to: DuBrow's, attn. Michael Branch, fax: 201-992-6050. EOE M/F.

LANDSCAPE DESIGNER/SALESPERSON

Large design/build firm in Louisville, KY, is seeking landscape designer/salesperson. Experience preferred but not required.

Please send resume to
P.O. Box 43713, Louisville, KY 40253.

PROFESSIONAL GROUNDS, INC.

Established company in Washington, D.C. area has career positions in our landscape division for supervisor and foremen.

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Call Bill Moss at
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E.O.E.

Landscape company seeks top notch manager to revitalize sales & production in Mid-Atlantic region. Searching for dynamic individual with personal fortitude, high career aspirations, plus the drive & desire to create & obtain goals. Excellent opportunity for the right person with proven track record. Salary & benefits commensurate with experience & ability. LM Box 520. 9/96

MAINTENANCE SUPERVISORS The Brickman Group, Ltd., one of the nation's largest and fastest growing full service landscape companies, has an immediate need in principal cities east of the Mississippi for maintenance supervisors with 2-5 years experience. Brickman seeks energetic, team oriented college graduates with proven leadership, communication and interpersonal skills. Brickman offers full-time positions, excellent advancement opportunities and exceptional compensation and benefits with an industry leader building on a 56-year tradition of uncompromising customer service. For immediate confidential consideration, please send or fax your resume with an indication of your geographic preferences and willingness to relocate to: **The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9630, EOE.** 9/96

FLORAPERSONNEL, INC. In our second decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 1740 Lake Markham Road, Sanford, FL 32771. PHONE (407)320-8177. FAX (407)320-8083. 11/96

KT Enterprises, Inc., one of the Metropolitan areas' largest quality oriented landscape companies is seeking applicants for the following positions in Maryland and Northern Virginia: Area Managers to manage satellite offices. Supervisors to manage 3 to 6 landscape maintenance crews. Crew leaders to manage 6 to 24 personnel. KT offers excellent starting salaries, health insurance, dental insurance, 401K, paid holidays and paid vacations. Please call Will Cullen 703/222-0449 Ext. 306 or fax resume to 703/222-0578. EOE/AAP 9/96

OREGON'S LARGEST COMMERCIAL LANDSCAPE COMPANY located in the Portland Metro area is looking for experienced Maintenance Supervisors and Irrigation Technicians. Must be self-motivated, team-oriented, industry professionals with good communication & organizational skills. Training and advancement for those who want to be part of the Northwest's Best. EOE. Send resume to: NORTHWEST LANDSCAPE INDUSTRIES, 16075 SW Upper Boones Ferry Road, Tigard, OR 97224-Or FAX to (503)620-7592. 9/96

Fastest Growing Company in Southern Florida seeks Management and Supervisory Personnel for Pest Control, Lawn, and Termite Control. Excellent growth potential. Full benefits package. All replies strictly confidential. Send resume to: P.O. Box 7011, West Palm Beach, FL 33405-7011. 12/96

BRANCH SALES MANAGER National Lawn Equipment, Parts & Accessories Supplier expanding into the Northeast, Mid Atlantic and Southeast. Need articulate individual with retail management experience. Computer literate. Several markets available. Send resume with salary history & requirements to: **Landscapers Supply, P.O. Box 459, Spring Valley, NY 10977-0459.** 8/97

For Advertising Information
Contact Dan Hoke at
216-891-2762

CLASSIFIEDS

HELP WANTED

MANAGEMENT TRAINEES WANTED- Rapp's Green Lawn, an established, fast growing company, is seeking management & sales trainees for our Midwest locations (Indiana, Missouri, Ohio & Pennsylvania). Lawn care experience or college credits helpful. Must be able to relocate. Excellent benefits. Starting salary upper \$20's. Come work for a company that cares about it's employees! Send resume to **Michael Markovich, Rapp's Green Lawn, Inc., PO Box 9038, Ft. Wayne, IN 46899** or fax resume to **219/432-7892.** 11/96

LANDSCAPE MAINTENANCE SUPERVISORS Scott Byron & Co, a premier provider of residential maintenance services to Chicago-North Shore suburbs has openings due to expansion for experienced supervisors. These are full time, year round positions with excellent pay and benefits. For immediate and confidential consideration, fax or send your resume to: General Manager, 30088 N. Skokie Hwy, Lake Bluff, IL 60044, Fax-847-689-0277. e.o.e. 9/96

Production/Division Manager Well-established, full-service landscape design/build firm located in Northern NJ seeks qualified, self-motivated individual to grow with us. Diverse and challenging position requires professional with 3-5 years experience in the Green Industry. Strong communication, organizational and supervisory skills are essential. Sales and design experience and a degree in Horticulture or related field are strongly desired. Send resume with salary requirements to: Jacobsen Landscape Design and Construction, Inc., 41 Birch Street, Midland Park, NJ 07432, Attention: Personnel Department, or Fax (201)444-4334. 9/96

EDUCATIONAL OPPORTUNITIES

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Send Box Number Replies to:

Landscape Management
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Don't forget to include box
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EQUIPMENT FOR SALE

SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, and Kohler engines & parts. Nichols-Fairfield torque hubs. We repair and rebuild Spyder hydraulic pumps and motors. **FAST SERVICE.** Call or write: Mobile Lift Parts Inc., 5402 Edgewood, Crystal Lake, IL 60012. (800)397-7509, FAX (815)455-7366. 12/96

FOR SALE

COMPLETE NURSERY, RETAIL SALES and MAINTENANCE BUSINESS in PIEDMONT, NORTH CAROLINA... HIGH GROWTH RETIREMENT and RESORT AREA. On busy highway. Thriving and growing. Owner will stay for transition. Call John McKeithen, Gouger, O'Neal & Saunders, Inc., 800-672-2228 or 910-692-2696. 9/96

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. 800-597-8283. 12/96

GROUND MAINTENANCE FIRM Upper Midwest based year around ground maintenance firm specializing in large contracted property maintenance, mowing, pruning, weed and feed, and snow removal. Revenues exceed \$2MM. Experienced staff in place. Outstanding reputation, offers turnkey opportunity with established client base. Reply to LM Box 519. 9/96

Landscape/Maintenance Old established Northern Colorado landscaping, maintenance & snow removal business. Grossing over \$1,000,000. Owner anxious to retire. Terms. **VR Business Brokers 970-407-1000.** 9/96

FRANCHISE OPPORTUNITIES

FRANCHISE OPPORTUNITY HELP!! WE HAVE MORE CUSTOMERS THAN LOCATIONS TO SERVE THEM. **NaturaLawn of America**, the leader in organic-based lawn care, has franchises available nationwide. Positioned to take advantage to the increasing demand for environmentally friendly lawn care, NaturaLawn of America offers proven, innovative advertising and marketing strategies, very competitive pricing on our exclusive products, on-going training and operational support, protected territories and more. Call **800-989-5444.** 9/96

LEASE FINANCING

LEASE any type equipment for your business. Call AmeriNet Financial (216)543-3800. 12/96

WHOLESALE DISTRIBUTORS

Needed to market environmentally friendly, liquid, slow-release fertilizer products direct from manufacturer. Ken Franke, P.O. Box 123, Plato, MN 55370; 800-832-9635. 10/96

The next ad closing for
LANDSCAPE MANAGEMENT
is **October 8, 1996**
for the November 1996 issue.
Call Dan Hoke at 216-891-2762

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Grab Bag

Is poor seed the real problem?

There are more than a dozen reasons for a new stand of turfgrass seed to not establish properly, according to Jim Freilich of the Scotts Co., Gervais, Ore.:

- ▶ poor soil preparation;
- ▶ inadequate renovation procedures;
- ▶ weed seed sources nearby;
- ▶ native plant population;
- ▶ mulch contaminants;
- ▶ topsoil contaminants;
- ▶ herbicide residual;
- ▶ no fertilizer applications;
- ▶ insufficient moisture/irrigation;
- ▶ old seed or improperly-stored seed;
- ▶ wrong planting time;
- ▶ improper selection of seed mix;
- ▶ disease and insect damage; and
- ▶ shade too dense.

Postage-stamp park

Once upon a time, tiny Waldo Park in Salem, Ore., could stake a claim as being the world's smallest city park, per *Ripley's Believe It or Not*. That and the title of "Littlest Redwood Park in the World" are now history, but the 2400-sq. ft. plot of land is still notable for the history that remains: a 124-year-old redwood tree, planted by William Waldo four generations ago. Salem Parks field supervisor Darrell Belcher claims the corner on which the park sits "is kind of a sacred place." Low-maintenance ivy is used as a groundcover, but "the tree controls the street there," says Belcher. Thanks to park maintenance operator Gary Robb for the information.



'Houston, we have dirt!'

Dr. Douglas W. Ming of the National Aeronautics and Space Administration leads the work on development of synthetic soil using zeolites, a common group of minerals found across the western U.S. According to a NASA report, the soil could provide a precise timed release of plant nutrients to provide years-long fertility with low run-off potential. Ivy planted in the soil has lived for more than two years on a diet of nothing but deionized water.

Plain talk from the doctor:



"People call it 'summer bentgrass decline' because they're afraid to say summer bentgrass d-d-death!"

—DR. JOE VARGAS
MICHIGAN STATE UNIVERSITY

Gaining on Jack Benny

Median age of superintendents who are members of the Golf Course Superintendents Association of America is somewhere between 35 and 39 years, according to the association.

Breakdown of ages:	40-44 years = 2169 members
20-24 years = 261 members	45-49 years = 1271 members
25-29 years = 1340 members	50-54 years = 712 members
30-34 years = 2071 members	54-59 years = 520 members
35-39 years = 2314 members	60-64 years = 403 members
	65-69 years = 275 members
	70-74 years = 175 members
	75-79 years = 146 members
	80-84 years = 81 members
	85-89 years = 38 members
	90+ years = 14 members

Grab Bag is a new LM department that features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you'd like to share with us, please send it in...

TCI EXPO '96

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