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Maintaining a maintenance edge

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A field fit for a World Series

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Can you aerify too much?

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Techniques for beautiful ponds

The Professional Lawn Care Association of America (PLCAA) is a stable, well-run organization, but it has some tough decisions to make.

Tops on the list is finding a new fulltime leader. Then there's the need to begin growing again. Also, is it in PLCAA's best interest, or of the green industry itself, for PLCAA to continue to manage the Green Industry Expo?

The GIE is a partnership among PLCAA, the Associated Landscape Contractors of America (ALCA), and the Professional Grounds Management Society (PGMS).

PLCAA has managed it since its inception about seven years ago. GIE has, with a few glitches, worked very well. It's been a good deal for just about everybody in the industry. Suppliers show their wares to a wider audience. Show attendees get to pick and choose among the three group's educational offerings.

In conjunction with the show, each association conducts its own conference with its own annual meetings, award ceremonies and educational sessions. Each association retains a measure of autonomy which is the way it should be. This year's GIE is in Charlotte, NC, in November and cooperation among participating associations remains strong. Indications point to a strong 1997 GIE.

I'm glad. It's to the green industry's best interest that the three organizations continue to cooperate for the GIE; the only question is, who should manage it?

As for PLCAA's new leader, what seemed like a done deal, the hiring of Rex Boynton to manage the Professional Lawn Care Association of America (PLCAA), didn't happen.

The executive director of the Picture Framing Association for the past six years, really impressed the PLCAA Search Committee, but Boynton

took another job in Richmond, VA, where he and his family live. Because the Boyntons have school-age children, they apparently decided against packing up and moving. PLCAA is headquartered in Marietta, GA.

PLCAA has been without a fulltime executive director since Ann McClure left in mid spring. She departed leaving the Association in solid financial shape and with an able staff. Overall, she was an excellent manager and administrator.

But, neither she nor the PLCAA board members over the past decade have been able to grow the organization much beyond its 1000 or so members. Back in the mid 1980s it looked like the Association would reach 2,000 members. It didn't happen. PLCAA, although it's had some success in starting regional allied associations, seems to be on membership cruise control.

PLCAA will probably have to rethink its dues structure to put some zip back into its membership effort. It should more vigorously court the small mowing and maintenance firms too. I think it has a lot it could offer this segment of the industry.

One thing for sure, PLCAA's next executive director won't be able to just come in and keep the wheels turning. That person is going to have to have to make things happen. And soon too. **LM**

Next PLCAA leader will need to jump right in



Ron Hall
RON HALL
 Managing Editor

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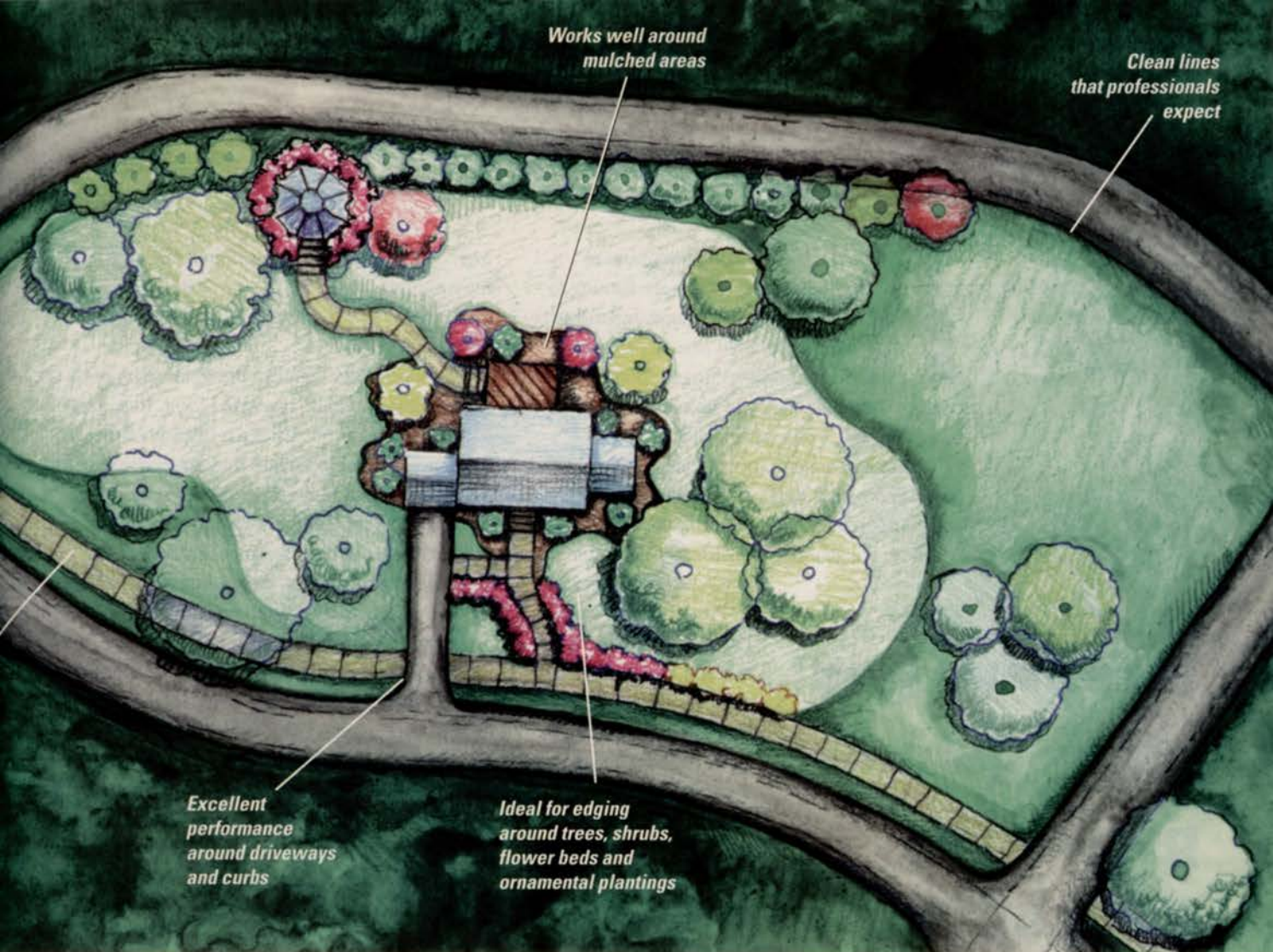
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Circle No. 139 on Reader Inquiry Card

Incentive pay plans gain in popularity with LCOs



BOB ANDREWS
Contributing Editor

As the labor market continues to tighten, many LCOs are turning to incentive pay programs. Instead of relying on straight hourly pay, overtime, and discretionary bonuses these operators are linking pay to objective measures of individual and group performance.

Of course, the employer's goal is to retain and reward his or her staff while also tying employees' compensation more directly to performance.

There are generally six different ways that LCOs pay employees:

Production bonus.

These firms recognize, first and foremost, that the work must get done. Therefore, those with production responsibility are rewarded for it. Production standards are set and usually a percentage of individual billing is paid. Some firms pay the percentage weekly, some pay it monthly so that this portion of the incentive program is done shortly after the work it rewards. Some firms limit the amount of personal production to better control service quality.

Individual sales. Whether it is done during the course of production or as an off-season activity, separate incentives are paid for individual sales. This allows as many people as possible to be engaged in marketing. Front-line employees are closest to the customer, so why not pay them for expanding the customer base? Usually this is done by paying the employee a flat fee for a new customer, or a percentage of first-season sales.

Referral bonus. The best source of new business is an existing customer, most LCOs feel. A customer's satisfaction with your service and their confidence in your company often leads that customer to refer new customers to you.

It follows that the service provider that generates new customers this way must be providing a

high quality of service. This is great for customer retention, so rewarding the employee responsible for a referral is actually rewarding the employee for retention too.

Responsibility. People with supervisory responsibility should be rewarded for it. In some cases, the level of reward is a reflection of the performance of the employees they supervise.

In this scenario, the supervisor isn't simply being paid a high salary for "being responsible." Indeed, the supervisor's compensation can rise and fall, to some extent, depending on his or her group's productivity. While such an incentive program may not have a major effect on the manager's overall pay, it does get his or her attention.

Length of service. Many firms build in some extra compensation based on length of continuous service. This recognizes the value of a long-term employee, and the employer's desire to keep turnover at a minimum. Usually, businesses offering a length-of-term incentive do so in the form of a flat increase in base pay on the anniversary date of the employee's hire.

Cost of living. Some operators include an annual cost of living increase in their compensation program, particularly for salaried employees. Usually this is based on the average increase in the Consumer Price Index. In recent years this has averaged about 2 percent annually. These companies find a cost-of-living adjustment to be a fair way to increase the pay of employees that aren't eligible for incentive programs.

What is interesting about these options is that four of the six are related to the employee performance, and its impact on the business. □



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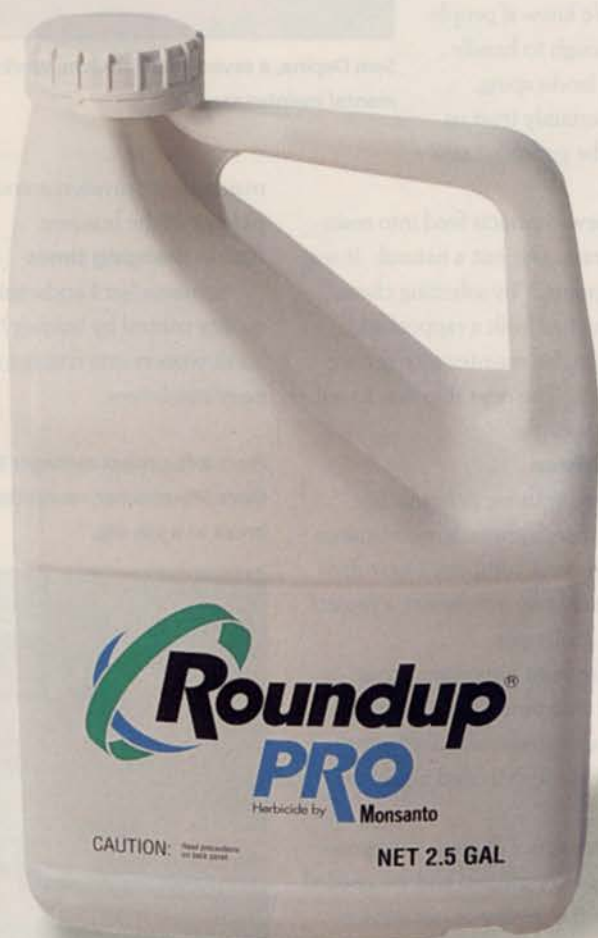
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'MAINTAINING' an edge

When the real estate market started falling, Boston's John Schumacher looked for an opportunity beyond landscape construction, and found it in maintenance.

A company will often find a profitable market niche by being in the right place at the right time or by simply reacting to a group of particular circumstances.

This was the case when John Schumacher, founder of Schumacher Landscaping in Boston, entered the maintenance market in response to New England's worst real estate recession a decade ago.

"When I founded Schumacher Landscaping 30 years ago, my vision was to provide landscape construction to new facilities and residences throughout the region," says Schumacher. "This plan was a success throughout the first twenty years of the

business. However, as the late eighties approached, all signs pointed to a recession and I knew I needed to do something to prepare for my company's financial survival." Schumacher's goal was to discover a way to bring in a new source of revenue before the real estate market collapsed.



John Schumacher: customer trust helped win maintenance accounts.

Since most of his business was based on new landscape construction, his solution was to open a division that would offer maintenance programs to his current and former clients. After all, he knew that even if all new construction stopped, the grass would still grow and need to be maintained.

Fast action

Schumacher didn't lose time implementing his plan. By 1987 he was soliciting former clients to sign on for maintenance programs. He also designed maintenance packages for new construction contracts. "We knew if people trusted us enough to handle their original landscaping, they would certainly trust us to maintain the grounds," says Schumacher.

"Having new contracts feed into maintenance contracts was just a natural. It was one-stop shopping." By soliciting clients with whom he had built a rapport and solid reputation, his maintenance service was an easy sell. The next step was to sell the service in volume.

Forming a division

To increase volume, Schumacher hired Gary Chase, a grounds maintenance specialist, to run the company's new division. Chase hired two estimators, a project manager and a salesman.

"One of the most important accomplishments at that time was to develop a system for management and marketing that operated like a well oiled machine," says Chase.

"The maintenance division was growing faster than we expected and we needed to ensure that the quality of our service wasn't being compromised as is often the case with growth," says Chase. By bringing four additional staff members into the division, Chase was able to increase sales and ensure a smooth operation. By 1992 the



Sam Depina, a seven-year foreman, works here in ornamental maintenance.

maintenance division accounted for 10 percent of the business.

'QC' in changing times

Schumacher Landscaping managed quality control by turning New England's harsh winters into training season for company employees.

From left, project manager Rich Wyman and Dave Schumacher, marketing director take a break at a job site.



Today, Schumacher's employees account for six percent of all Massachusetts Certified Landscape Professionals (MCLPs), a designation set up by the Associated Landscape Contractors of Massachusetts (ALCM). The organization holds rigorous training programs for plant identification, insects & diseases of ornamental plants, plant health care, soils, turfgrass management, safe use of pesticides, safety and first aid, design and more.

To improve employee retention, Schumacher not only provided competitive benefits packages and opportunities for employees to grow within the company, he provided those benefits year round to his seasonal employees.

"It was a risk that continues to pay off every year," says Schumacher. "Because I believe in my staff and respect their needs, quality has been controlled and improved each year due to low turnover and our highly experienced field. Today most of my employees have been with the company for an average of 10 years."

Still growing

By 1996 Schumacher and the rest of the region were well out of the recession, yet as the market for new landscape construction increased, Schumacher continued aggressively pursuing the maintenance market. Why? Because when Schumacher formalized his department with job costing and estimates, he discovered

that the profitability in maintenance was just as good if not better than new landscape construction. Today, Schumacher's maintenance division consists of 45 staff members and accounts for 20 percent of revenues. John's son, David Schumacher, manages sales for the maintenance division, and says that he and his father were even thinking about growing maintenance into a

separate company. However, the Schumachers decided that their success in maintenance was based on their solid reputation in new construction. The company plans to grow the maintenance division wherever possible, to 30 percent of company revenues by the year 2000. □



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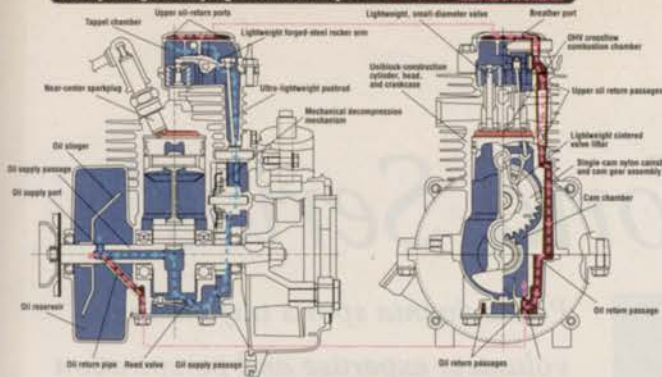
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mechanical noise even more. These various features all work in unison to help eliminate annoying noise and smoke and help reduce user fatigue.

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FIT *for a 'World Series'*



L. to R.: Paddy Drimmie, Kirk Felix, Joe Lutz, Mark Carbaugh, Jim Rooker (ABC commentator), Jimmy Scott (coordinator for Little League fields), Don Fowler, David Fowler.

Below, KAFMO volunteer Tim Foreman helped build the pitchers mound. Right, bottom, Alpine Services graded the field.



Pennsylvania sports turf managers volunteer expertise and perspiration to make Little League field a showcase for August's International World Series.

By RON HALL / Managing Editor

For a few days each summer baseball's attention turns to Williamsport in the wooded mountains of north central Pennsylvania. Williamsport is international headquarters of Little League Baseball. Each August, the Little League World Series is played near here. That's when Little League, after 12 games in seven days, crowns a new world champion.

Unlike Major League Baseball, this event truly is

global. Teams from about 90 nations compete for the right to play here each August.

Members of the Keystone Athletic Field Managers Organization (KAFMO) help make the Little League World Series special. Members donate hard-earned expertise and hundreds of man hours to help improve the playing field at Little League's Lamade Stadium.

What KAFMO is accomplishing at Lamade Stadium—and how they're doing it—highlights the specialized

knowledge that turf managers bring to the America's growing love of sport.

"Little League wanted these young baseball players, coming from around the world, to play on the best Little League field in the world," says Don Fowler, one of the KAFMO volunteers.

Companies quick to help

On September 21, 1995, Little League officials and Tom Murphy from the Lycoming County Extension Office met with KAFMO members to discuss renovating the stadium playing field. Little League had already stripped the field and it asked for help. KAFMO volunteers agreed to help, and immediately went to work.

In fact, as they drove from Williamsport that very day, Kurt Nilsson, with Blue Mount Quarry (a regional supplier of diamond mix, mound clay and infield conditioner) enlisted, via car phone, preliminary agreements with sod supplier Hummer Sports Turf, and with Alpine Services, a company spe-



Grove Teates of Alpine Services used a laser to make sure Little League's World Series field drained to the warning track, foul lines.

cializing in grading and field renovations. Four days later both companies signed contracts with Little League Baseball, Inc.

"Other than Beaver Stadium at Penn State, this Little League field is probably the most high profile field in all of the state," says Dan Douglas, KAFMO president and stadium grounds superintendent of the Reading Phillies. "The whole world's attention is on Williamsport, so we committed ourselves to helping it to become the best Little League field in the world."

Time was short. KAFMO and the two contractors had committed themselves to renovating the field yet that fall.

Precise installation

On October 9 Alpine Services began preliminary grading. The field, built on heavy clay, required three inches of good, dry compost, rototilled to a depth of five inches. Alpine precision-graded the field again, using a laser, and sculpted the outfield with a 12-inch crown from second base to centerfield,

so that excess rains drained to the foul lines and to the outfield warning track.

The skin infield required an equally fine touch. Alpine graded to a depth of four inches allowing KAFMO volunteers to put in the infield mix, and to build the pitchers mound and the batters box.

By Oct. 25, Alpine had reconstructed the field, but cold rains stopped work. It wasn't until November 8 that Hummer Turf could cut and deliver about 32,500 square feet of Kentucky bluegrass sod.

On November 9, at 7 a.m., employees of Little League, KAFMO volunteers, and employees from Hummer began laying sod. It snowed lightly. Work continued through lunch and the group finished in one day instead of two it had originally planned. On November 11 four inches of snow fell on Williamsport.

It wasn't until May 7 of 1996 that work resumed on the field. Twenty KAFMO volunteers edged the field, topped



Lycoming County (PA) Extension Agent Tom Murphy, standing, with volunteer Kevin Yeiser, center, and KAFMO President Dan Douglas.

the infield with 0.75 inch of Home Run ball diamond mix, and finished the mound and home plate circle. While volunteers visited the field several times during that summer, it wasn't until August 7 that the finishing touches to the field for the 50th anniversary of the Little League World Series began taking shape.

Five KAFMO members helped remove the top half inch of the infield due to gravel contamination. Five tons of Diamond Pro went down. On August 18, the day before the first four World Series games, the Little League grounds crew of Jimmy Scott, Joe Lutz and Kirk Felix, which had worked hand in hand with KAFMO volunteers, put the final touches on the field, including painting logos.

Four KAFMO volunteers worked with the LL grounds

crew throughout the Series, until the final pitch was thrown. It was hectic, says KAFMO's Don Fowler.

"Sometimes we had 20 minutes between games to prepare the field for the next game but it turned out pretty good.

There weren't any extra-inning games because then they might have had as little as seven minutes to prepare for the next game," he adds.

"The games are televised and the cameras are going to be running, and there's a lot to do, including preparing the mound and putting down the lines for the next game."

Although KAFMO volunteers contributed 792 man hours to making the Lamade Stadium field the "best Little League field in the world," KAFMO volunteers continue to work to make it even better. □

Frequent aeration good for fields

Chances are you can't aerify your athletic field too much, particularly a field with clay.

By DR. BILL KNOOP/ Technical Editor

Soil compaction will kill the turfgrass on a busy athletic field. Grass plant roots require oxygen and give off carbon dioxide. This exchange of gases must take place for the plant to live. There are several reasons why a soil surface becomes sealed, but the most common is soil compaction. The degree of compaction is determined by traffic, percentage of clay in the soil and, indirectly, by the amount of moisture in the clay.

When a soil containing any significant amount of clay receives traffic, the clay particles, which are very fine, become pressed together. This is especially true if the field is used when the soil is wet. It's the presence of clay in a soil that can really give us trouble.

Another problem occurs when an athletic field is covered with water for an extended length of time. The wetter the soil, the easier it is to compact it, particularly if the soil contains clay, and it's probably the clay that's causing the water-logged condition in the first place. There should be no traffic on a water-logged field.

There is hope

Does this mean we can't have good athletic fields on clay soils? Not at all. But we must understand soil texture and how to manage a turfgrass growing on particular soils.

That's where core aeration comes in. It relieves compaction, the field's greatest enemy. A core aerifier penetrates the soil and removes a core of soil. The remaining soil has room to expand into the resulting opening. Most soils contain a clay that expands when it is wet and shrinks when it is dry.

The hole left by the core aerifier also allows water to move deeper into the compacted soil. The wetting/drying action of the clay in the soil will slowly open spaces that allow the exchange of the gases necessary for root growth. The more root growth, the more traffic a field can tolerate. Also, the faster the field recovers.

Weekly aeration?

How often should an athletic field be aerified? The answer rests with how much the field is used. The amount of clay in the field is another consideration. Once or twice a month certainly isn't too much.

Heavily used fields can be aerified once a week.

It's a sure bet that when you see a great athletic field, the grounds manager understands and uses core aeration. It's aeration—and not just once or twice a season—that makes a big difference in the playing condition of a sports field. Or, perhaps, the field might be a high-sand content field. A sand-based athletic field doesn't need a crown for lateral drainage. High-sand fields provide excellent internal

to construct football fields is to use native soil and create an 18- to 24-inch crown in the field's center so that water will run off the field.

A good management program using soil aeration can dramatically increase the amount of traffic these fields can sustain.

It's sometimes hard to sell aeration, since the results aren't visible right away. It takes time for an aerifier to produce measurable or visual results. Changes in the soil result-



drainage. Not all sands are the same though. Generally, it's suggested that most of the sand be between 0.25-0.50 mm.

The real world

In the real world, athletic fields usually don't have perfect drainage. They can only support a limited amount of traffic without turf loss. That's because the more traditional way

ing from aerifications can't be seen.

Actually, it would be hard to aerify an athletic field too much. Once a month? Once a week? It's hard to say. However, a well-used core aerifier is just as necessary for turf athletic field maintenance as a mower or a spreader. □



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Positive exposure



Participation in events that benefit your community can provide your landscape company with immeasurable benefits.

By JOHN B. CALSIN, JR.

The second annual Chester County Flower Show this past spring gave Philadelphia-area landscapers an opportunity to showcase their talents while helping community charities.

"It was great creative outlet," said Robert Schrack about the Chester County event. Schrack is owner of Decked Out Exterior Design of West Chester, Pa. "I wanted to jump on board immediately. It was community oriented. I felt I could help a great organization raise some money, and I would get my creative ideas out to the public."

Schrack learned of the show from a client who is also a board member of Family Service of Chester County (FSCC).

Schrack's company is a full-service landscape company, specializing in custom design and installation of creative gardens. He collaborated on his show exhibit with Chris Zobel of Chester County Oak Works, a post-and-beam structure company.

FSCC is a private, non-profit social service agency. It offers eight specialized supportive and strengthening programs for individuals and families in the county, such as the Retired and Senior Volunteer Program and Project One: HIV/AIDS Case Management and Counseling.

Jan Hatchard, FSCC's director of development, said the first year, 1996, was a year of "selling her vision" to get the show started. She said the FSCC board "invested in the show" to get it off the ground. This year, now that the show is established, she hoped to raise at least \$25,000.

Trading experiences

John Keating, Jr., owner of Artscape-Sophisticated Landscapes in Downingtown, Pa., and another major exhibitor said the show is the only advertising his company does. He is not even listed in the telephone directory because his customers come from referrals.

Keating got involved for several reasons, not the least of which was to give something back to his community. Of course, the exposure at the show was welcome. It provided a great opportunity to showcase new work to established clients. And, he said, he got a chance to trade ideas with other people in the green industry.

In the 1996 Show, Keating did not get any new work, so he wasn't expecting much from this year's show. However, it turned out he was wrong.

On the Saturday afternoon of the show, event sponsors scheduled a "Designer

Showcase," complete with a buffet for clients of the major exhibitors. Landscapers and florists took their clients through the show, and then talked business over a light lunch and drinks.

One of the landscapers discovered that if clients were hedging on larger projects, they were more inclined to decide to go with the larger project after seeing an exhibit.

Participants found it was also an excellent way to network and get some new ideas from the educational opportunities provided by groups such as Longwood Gardens, Penn State University's professional gardening program, and the Rodale Institute's Experimental Farm.

The show is a giant, volunteer cooperative effort. It is a partnership between corporate sponsors, major and feature exhibitors, East High School, and hundreds of community volunteers. More than 250 volunteers contributed over 8,000 hours service.


Cooperation, not competition

Scott Whitfield, president of Whitfield Landscapes, Ltd., Downingtown, specializes in landscape construction, particularly interlocking paver work. He participated in the Show also.

"The reason I did it was because it was an excellent benefit for a local charity. I strongly believe in this," said Whitfield. Of course, he admitted, he also wanted to attract potential customers and meet with peers.

"It brought a lot of the contractors closer together," said Whitfield. The show is not judged, so cooperation rather than competition is stressed.

"It was a good marketing tool for us," said Whitfield, adding that participation puts a company "on a different level" than non-exhibiting companies. □



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Slope, sunlight

MAIN POND SUCCESS FACTORS

by JOHN C. FECH and
DENNIS FERRARO

A well-kept pond adds beauty to parks, golf courses, gardens and other green spaces. However, concern grows about potential runoff of nitrates and pesticides to surface waters such as ponds and streams.

Good construction techniques and pond best management practices (BMPs) keep landscape ponds attractive and clean.

Construction & management

Three factors influence pond site selection—slope, nearby plant materials and sunlight. Avoid shady sites. They limit plant species. They also tend to attract leaf litter, tree roots and other landscape debris. Generally, it's easiest to build a pond on a level, lower location. However, with some extra effort, a pond can be built into a hillside. When a considerable amount of soil must be moved, consider letting it settle over a winter before beginning construction.

Once the site has been selected, outline

the desired size and shape on the ground. You can use spray paint. Be aware of how much sunlight the site will receive, and consider potential encroachment from nearby trees and shrubs over the next five-10 years.

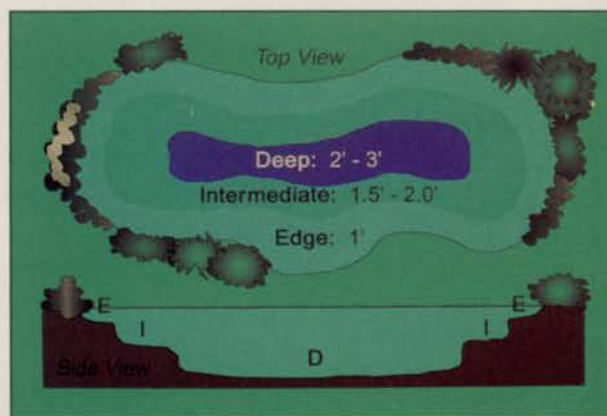
A pond should be as large as the landscape will allow. Most grounds managers indicate that users of a site prefer larger ponds. Larger ponds are easier to maintain, especially if they are to contain fish. Ponds 36 inches or deeper will usually support native plants and fish through winter. Ponds in northern states may require 48 inches or more, while those in southern states can be 24 to 36 inches deep.

Depth and liners

Landscape ponds generally have areas of several depths. Ledge areas of up to one foot outline the pond and account for the

smallest square footage. Adjacent to this is an intermediate area of 1½ to 2 feet in depth. It can be two to three times wider than the first ledge. Most of the pond should be the deepest area, three feet deep. Shelves in the pond separate the levels, prevent plants from sliding down.

Landscape ponds generally have areas of several depths. Ledge areas of up to one foot outline the pond and account for the smallest square footage.



There are several types of liners for ponds. Ponds larger than $\frac{1}{4}$ acre are best sealed with bentonite. Smaller ponds can be quickly and easily made with pond liners. PVC liners are inexpensive, yet will rip easily and can be short lived. Hypalon liners are extremely strong, but difficult to handle and stretch. A liner made of an EPDM/Butyl blend that is 45 to 64 mil thick is best for intermediate-size pond construction.

Plants provide oxygen, filter

Plants can help keep a pond healthy. Submerged oxygen-generating plants are commonly overlooked, yet shade the bottom, harbor organisms, provide spawning habitat for fish, help filter the water, and decrease algal growth in addition to adding oxygen to the water. Submerged oxygenators include Vallisneria, Myriophyllum, Hornwort, and Potamogeton.

Marginal or edge plants beautify shallow areas. These add to the surroundings of the pond. Place tall edge plants such as cattails, palms, rushes, or sweet flag on the far sides opposite the viewing area. Use short, marginal plantings such as water iris, arrowheads, arum or swordplants along the near sides. Cattails and rushes are invasive. Confine the roots of these plants in containers or with rock borders. Hardy lilies, native to the area, can be very pleasing. These should be placed in the 3-foot depth areas.

Pond BMPs

Pond BMPs protect the surface water from potential pollution from fertilizer or pesticides. The threat is greatest during and following heavy rains. Too much nutrients in the pond will cause algal and other weed problems.

That's why ponds need buffer strips to trap potential pollutants. Obviously, the wider and denser the strip, the better it will keep pollutants from a pond. But, buffer strips have to be maintained too.

Research by Dr. James Baird, Oklahoma State University, indicates that mowing height affects the buffering capacity of a strip. Comparing $\frac{1}{2}$ -inch, one-inch and three-inch heights of cut, Baird found that only the three-inch height effectively

reduced runoff and trapped nutrients and pesticides.

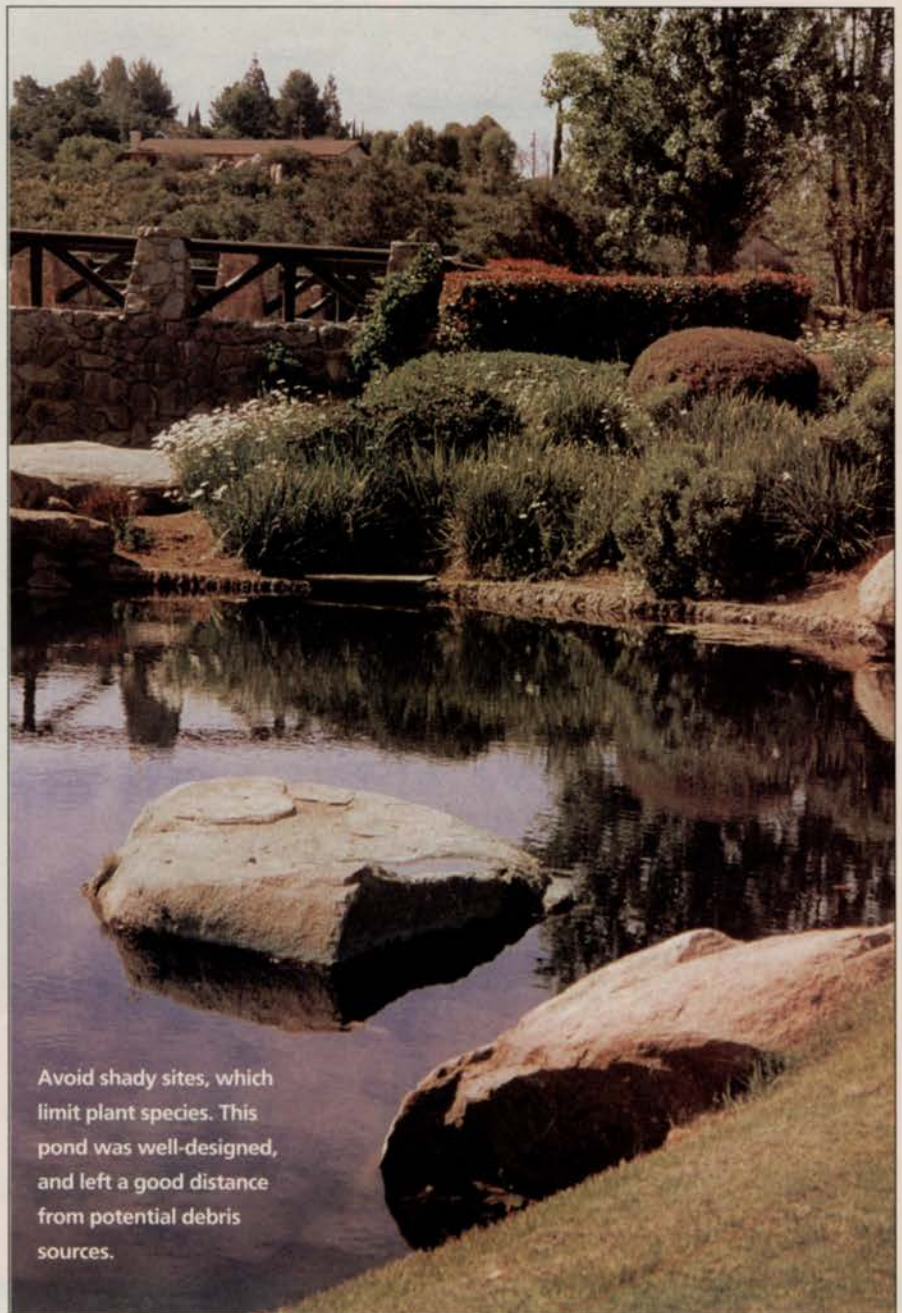
Also, stoloniferous and rhizomatous grasses prevent runoff better than bunch grasses. These grasses produce a thicker thatch and mat layer than bunch grasses.

Be aware that saturated soils have poor absorption characteristics. Applying fertilizers and pest control products under these conditions increases the potential for runoff.

Finally, the physical and chemical properties of the applied materials must be

evaluated. Consider the water solubility of a given pesticide. Formulations can vary widely in solubility, and can be chosen on this basis, especially near ponds. Consult fertilizer and pesticide manufacturers for solubility information. **LM**

John C. Fech and Dennis Ferraro are extension educators at the University of Nebraska



Avoid shady sites, which limit plant species. This pond was well-designed, and left a good distance from potential debris sources.

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The new City Slicker... Only from Dixie Chopper. At 9500 dollars, this machine is without a doubt the best buy in the 72" category. Any operator can hop on this machine and casually mow 4 acres per hour. Give them 60 minutes in the seat and they'll be mowing 5 acres casually. This machine takes little more trailer space than a 50" walk behind and will outperform 4 of them. You can take four 50" walk behinds and four operators and mow four acres per hour total, or you can take one City Slicker and one operator and mow a minimum of four acres per hour. Which would you rather do? Your bottom line is what's at stake here. If you can take three less machines and three less operators and do at a minimum, the same amount of work, it's a no-brainer. Now, with no payments for 6 months, the City Slicker will have plenty of time to pay for itself. Do the math yourself, use your own numbers; the solution is the same... You can't afford *not* to own one.

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GIE features expanded program

The 1997 Green Industry Expo (GIE) in Charlotte, NC, Nov. 15-18, will feature an expanded program, including:

- ▶ A weekend start to the conference events. This saves time and money on travel rates.
- ▶ A bonus GIE General Session on the final day.
- ▶ Additional conference sessions delivering quality educational presentations all the way to the finish.
- ▶ An early start to the Outdoor Equipment Demo, now preceding the trade show opening. The Outdoor Demon includes a Carolina Barbecue Lunch.
- ▶ \$500 Grand Prize Drawing on the final day of the show.

GIE is free to conference attendees or \$15 per day for on-site GIE-only events on Nov. 16, 17 or 18. For details on conferences, contact ALCA (800/395-ALCA); PLCAA (800/458-3466); or PGMS (410/584-9754). □

ALCA award deadlines approach

Deadlines for ALCA's annual Environmental Improvement Award program are: for exterior projects Aug. 15; for interior projects Sept. 19. The program is available to ALCA members.

Also, the ALCA Executive Committee says the ALCA Long-Range Plan, "Achieving Excellence Through Planning," is ready. The 1996 report focuses on:

- ▶ History of ALCA's long-range planning efforts.
- ▶ ALCA's mission statement.
- ▶ Core capabilities.
- ▶ Core members.
- ▶ Long-range goals and strategies.

To learn more about the Environmental Improvement Award program, or the Long-Range Plan, contact ALCA at (800) 395-2522. □

New address for FNGA

The Florida Nurserymen & Growers Association has moved to new headquarters: 1533 Park Center Dr. Orlando, FL 32835-5705. (800) 375-3642; (407) 295-7994 for local calls; fax: (407) 295-1619; E-mail: fnga@aol.com □

Irrigation Expo set for Opryland

If you're planning to attend the 1997 International Irrigation Exposition in Nashville in November you might want to register with the IA and book your hotel room soon. Denise Stone, IA Expo Manager, reports all booth space for the Expo at the Opryland Hotel is reserved and hotels are filling up quickly.

Also, Tim Wilson, IA education director, says the Expos is featuring more educational courses this year. "We can add more courses if we see from registration that you want them," says Wilson. "That's why we encourage everyone to register early."

Contact the IA at 8260 Willow Oaks Corp. Div., #120, Fairfax, VA 22031. (703) 573-3551, or visit its web site at www.irrigation.org. □

CLCA honors two landscape firms

The California Landscape Contractors Association (CLCA) honored Jensen Landscape Services, Cupertino, CA, and Mission Landscape Services, Santa Ana, as winners of the 1997 Excellence in Water Management Award.

Mission Landscape Services was honored for its work at The Spectrum, an industrial region in Irvine, CA, comprised of 40 acres of turf. The company kept the landscape there within its water budget and saved the client more than \$41,000 on water bills from the previous year.

Jensen Landscape Services has long been in the forefront of landscape water budgeting, and CLCA described Jensen principal, Scott McGilvray, as "a pioneer" in promoting and developing the concept of water budgeting for landscapes. □

SuperShow is Sept. 17

The Landscape Contractors Association MD•DC•VA will hold its annual SuperShow on Wednesday, September 17, from 8:30 a.m. to 4:30 p.m. at the Howard County Fairgrounds in West Friendship, Maryland. The show was previously called LCA's Landscape Expo.

The SuperShow is free to employees of LCA member companies and is \$5 per person for non-members. To sign up, contact the LCA office at 15245 Shady Grove Road, Suite 130, Rockville, MD 20850. (301) 948-0810.

The SuperShow is open to individuals in the landscape industry only. □

BUNTON COMPANY AND THE NEW "TWISTER"

Jacobsen Textron's

"IN" INTO THE COMMERCIAL
TURF MARKETPLACE



IT TURNS ON A DIME. EASILY NEGOTIATES AROUND LANDSCAPE

OBSTACLES. AND HAS THE WHOLE INDUSTRY WATCHING. BUNTON'S NEW "TWISTER" ZERO-TURNING-RADIUS MOWER HAS PEOPLE TALKING, AND NOT JUST ABOUT ITS CONTROL ARMS OR HYDROSTATIC DRIVE. THE TWISTER REPRESENTS THE QUALITY AND FORWARD THINKING THAT JACOBSEN TEXTRON WAS LOOKING FOR WHEN IT DECIDED TO PURCHASE A COMMERCIAL EQUIPMENT MANUFACTURER. JACOBSEN TEXTRON IS THE WORLD'S PREMIER GOLF COURSE EQUIPMENT MANUFACTURER AND HAS ALWAYS HAD AN INTEREST IN EXPANDING INTO THE COMMERCIAL TURF EQUIPMENT MARKET. JACOBSEN REALIZED THE BEST OPPORTUNITY FOR ENTRY INTO THE MARKET WAS TO PURCHASE A SMALLER, YET WELL-KNOWN COMPANY AND HELP IT GROW.



Innovative product offerings, similar histories and corporate philosophies convinced Jacobsen Textron that Bunton Company was the right partner for its entrance into the commercial turf market.

According to Herb Henkel, president of Textron's Industrial Products, Jacobsen's acquisition of Bunton will "position both companies for growth.



It will enable us to build upon Bunton's established products and

distribution channels in the commercial arena. While at the same time, capitalizing on Jacobsen's leadership position in the golf market."

COMMITMENT TO CUSTOMERS

Customers have relied on Bunton for high-quality, reliable products since its very first mid-size walk-behind mower was introduced in 1948. Now, as part of the Jacobsen Textron team, Bunton's reputation for

BUNTON'S

NEW "TWISTER"

THE NEW "TWISTER" ZERO-TURNING-RADIUS MOWER, DESIGNED FOR SUPERIOR PERFORMANCE, OPERATOR COMFORT AND EASE OF MAINTENANCE, IS

BUNTON'S FIRST STEP TOWARD A

RENEWED COMMITMENT TO NEW PRODUCT

DEVELOPMENT, CUSTOMER SATISFACTION AND

COMPANY GROWTH. IT POSSESSES ALL OF THE

INNOVATIVE TECHNOLOGY, QUALITY AND RELIABILITY THAT

HAS SET BUNTON APART FROM ITS COMPETITION. AT THE SAME

TIME, IT REPRESENTS THE STRENGTH OF THE NEW BUNTON

DIVISION OF JACOBSEN TEXTRON.

THE TWISTER'S DRIVE SYSTEM IS EQUIPPED WITH TWO, INDEPENDENT HYDROSTATIC PUMPS WHICH ALLOW FOR ZERO-TURN OPERATION, WHILE ITS STEERING CONTROL ARMS ENABLE THE OPERATOR TO EASILY NEGOTIATE AROUND TREES AND SHRUBS. THE UNIT'S FINGERTIP-CONTROLLED ELECTRIC DECK HEIGHT ADJUSTMENT VIRTUALLY ELIMINATES SCALPING AND GOUGING BY LETTING THE OPERATOR EASILY ADJUST THE DECK HEIGHT TO VARYING TURF CONDITIONS, INCLUDING CURBS, SPRINKLERS AND ROOTS.

COMFORT FEATURES ON THE NEW TWISTER INCLUDE AN ADJUSTABLE, CUSTOM-CONTOURED SEAT WITH FOLD-UP PADDED ARMRESTS AND ERGONOMICALLY DESIGNED CONTROLS. THE STEERING, PARKING BRAKE, THROTTLE, CHOKE AND IGNITION ARE ALL WITHIN EASY REACH. OTHER FEATURES, LIKE A LARGE 12-GALLON FUEL TANK, ALLOW FOR ALL-DAY MOWING WITHOUT REFUELING.

IN ORDER TO MATCH SPECIFIC SIZE AND POWER NEEDS, THE "TWISTER" IS AVAILABLE IN A CHOICE OF NINE ENGINE AND CUTTING DECK COMBINATIONS. THE TWISTER IS AVAILABLE WITH A 20-, 22-, OR 25-HP KOHLER GAS ENGINE AND A CHOICE OF 48-, 52- OR 61-INCH CUTTING DECKS.

FOR FASTER AND EASIER MAINTENANCE, THE TWISTER HAS BEEN DESIGNED WITH MODULAR "POWER PACK" ACCESS TO ALL COMPONENTS. FEWER PARTS AND MORE COMMON COMPONENTS MEAN MORE SERVICE CONVENIENCE, LESS DOWNTIME AND GREATER SAVINGS FOR THE CUSTOMER.

The logo for the Twister mower, featuring the word "TWISTER" in a stylized, italicized font with a yellow and orange swirl above it.

quality will not change. Bunton will continue to provide customers the highest levels of quality, performance and service, but with the support, financial backing and development resources of one of the largest turf equipment manufacturers in the world.

"People thought Jacobsen was going to come in, change the name, and paint everything orange," said Joe Santangelo, regional sales manager for Bunton.

"That just hasn't happened.

"They're the experts in golf. We're the experts in professional lawn care. Jacobsen wanted a company that knew the industry—we do."

**"PEOPLE THOUGHT
JACOBSEN WAS GOING
TO COME IN, CHANGE
THE NAME, AND PAINT
EVERYTHING ORANGE."**

INNOVATIVE PRODUCT OFFERING

As part of Jacobsen Textron, Bunton will be able to provide its customers with products and technology never before possible. Bunton's access to a number of resources will dramatically enhance product offerings.

For example, Bunton will be able to draw upon the resources of Jacobsen's design and engineering staff.

"We do our own thing," said Santangelo. "But we definitely take advantage of the many resources made available by Jacobsen, such as the state-of-the-art 'shakedown rooms' used for product testing, research and development."

Customers can expect higher levels of quality and performance from



the new Bunton. As proof of its commitment to quality and to Bunton's success, Jacobsen has already invested extensive time and finances into the manufacturing process at Bunton's Louisville, Kentucky, facility. New painting processes, material handling operations and additional staff are just a few of the enhancements.

COMPANY STABILITY

In addition to the improvements in manufacturing and new product offerings, Bunton now has a solid position in the industry. The support of Jacobsen Textron means Bunton will be able to expand its product line and service support. Dealers can be assured Bunton is once again a major player in the professional lawn care industry. Customers can expect total service and support from Bunton. From manufacturer to distributor, distributor to dealer, and dealer to end-user, customers can have the confidence in the products they purchase, as well as in the representatives who sell them.

DISTRIBUTION NETWORK

While there will be no radical changes made, one of the most visible results of the acquisition will be an expanded distribution network for Bunton. Bunton has a very strong reputation

**DEALERS CAN BE ASSURED
BUNTON IS ONCE AGAIN
A MAJOR PLAYER IN
THE PROFESSIONAL LAWN
CARE INDUSTRY.**

in the eastern half of the United States. The acquisition will not change any of those relationships. Bunton will support its original dealers,



capitalizing on Jacobsen's international network for overseas distribution. The company will continue to manufacture and distribute its line of commercial lawn care equipment, while growing its rotary product offering both domestically and internationally.

SUPPORT FROM TEXTRON

One of the greatest benefits of the acquisition is the support Bunton will receive by becoming part of a Textron Division. As a \$9.3 billion company, with divisions that include Cessna and Bell Helicopter, Textron has tremendous technology resources and purchasing power.

The alliance among each of Textron's divisions puts the resources of a company like Textron within reach of a smaller organization like Bunton. For example, a product or technology developed by Textron Automotive Company may have a manufacturing method applicable to Bunton. The shared resources will result in higher quality and more technologically advanced product offerings.

In addition to the technical support, Bunton, via its relationship with Jacobsen, will feel the strength of Textron's financial alliances. The purchasing power wielded by Textron and its subsidiaries is substantial.

BUNTON DIVISION OF JACOBSEN MASTER DEALERS & DISTRIBUTORS

Anmar Corporation
Elmhurst, IL
Phone: 630-530-2266
Contact: Mike Spagnoli

Central Equipment
Lexington, KY
Phone: 606-253-2611
Contact: Joe Huber

Colorado Golf & Turf, Inc.
Englewood, CO
Phone: 303-461-3332
Contact: Tom Bauerie

Commercial Lawnmower, Inc.
Livonia, MI
Phone: 313-525-0980
Contact: John Murphy

Crandall-Hicks Company, Inc.
Westboro, MA
Phone: 508-898-3500
Contact: Peter Dobbins

E-Z-GO Jacobsen Textron
Oklahoma City, OK
Phone: 405-947-8873
Contact: Mark West

FH & H Limited, Inc. (Pro-Star)
Coatesville, IN
Phone: 317-386-7231
Contact: David Hayes

Great American Outdoors
Des Moines, IA
Phone: 515-253-9005
Contact: Don Van Houweling

Garco Industrial Equipment Co.
Indianapolis, IN
Phone: 317-788-4624
Contact: Dan Gardiner

Hunt Tractor
Louisville, KY
Phone: 502-566-6313
Contact: Scott Hunt

Jacobsen Textron-Dallas
Carrollton, TX
Phone: 972-242-0263
Contact: Tracy Scheibel

Jacobsen E-Z-GO Textron-Corona
Corona, CA
Phone: 909-371-1888
Contact: Gary Allenbrand

Jacobsen Textron-Palm Desert
Palm Desert, CA
Phone: 760-776-8873
Contact: Bob Pederson

Jacobsen Textron-San Diego
Escondido, CA
Phone: 619-737-9807
Contact: Gus Guevara

Marshall Equipment Co., Inc.
Lyndhurst, OH
Phone: 216-442-7583
Contact: George Clayman

Mid South Sweeper Supply
Memphis, TN
Phone: 901-744-1555
Contact: Ron McCarty

North Star Turf, Inc.
St. Paul, MN
Phone: 612-484-8411
Contact: Dan Miller

Outdoor Equipment Company
Chesterfield, MO
Phone: 314-532-6622
Contact: Tom Walker

**Outdoor Equipment Company-
Kansas City**
Grandview, MO
Phone: 816-765-3333
Contact: Joe Tegethoff

Stanley Equipment Co.
Stanley, KS
Phone: 913-681-2306
Contact: Larry Palmquist

Stull Enterprises, Inc.
Beltsville, MD
Phone: 800-229-7885
Contact: Tom Yingling

Thigpen Distributing, Inc.
Tifton, GA
Phone: 912-382-1396
Contact: Jill Guess

Totem Equipment & Supply, Inc.
Anchorage, AK
Phone: 907-272-9573
Contact: Allie Houston

Valley Turf, Inc.
Grandville, MI
Phone: 616-532-2885
Contact: Paul Johnson



In addition, Textron's financial services component will be available to support Bunton distribution. In the past, Bunton dealers relied on unrelated financing companies for assistance with purchases and overhead. The relationship with Textron Financial Corporation provides a familiar and secure source for financing.

THE FUTURE OF BUNTON DIVISION OF JACOBSEN TEXTRON

New products are on the horizon. As time goes on, and as the relationship with Jacobsen Textron grows, so will the awareness of the new Bunton Division of Jacobsen Textron.

"People should pay attention and keep in touch with where Bunton's going," said Santangelo. "The market is ready for a company like us. There will be some very exciting growth."

**"THE MARKET
IS READY FOR
A COMPANY
LIKE US."**

**JACOBSEN
BUNTON**

TEXTRON

4601 E. Indian Trail, Louisville, KY 40213-2929
Phone: (502) 966-0550, Fax: (502) 966-0564

See us at EXPO 97. Booth #4435 inside and booth #7060 outside.

For product and service information, contact Bunton Division of Jacobsen toll-free at 1-888-423-7897 or www.jacobsen.textron.com

LANDSCAPE
management

July 1997

This card is void after September 15, 1997

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY* _____ STATE _____ ZIP _____
 PHONE (_____) _____ FAX (_____) _____
 INTERNET/E-MAIL ADDRESS _____

I would like to receive (continue receiving) **LANDSCAPE MANAGEMENT** free each month: Yes No

Signature: _____ Date: _____

1. My primary business at this location is: (check ONE only)

- 01 250 GOLF COURSES
- CONTRACTORS/SERVICE COMPANIES**
- 02 255 Landscape Contractors (installation and maintenance)
 03 260 Lawn Care Service Companies
 04 265 Custom Chemical Applicators (ground and air)
 05 270 Tree Service Companies/Arborists
- 06 275 Landscape Architects
 07 280 Land Reclamation and Erosion Control
 08 285 Irrigation Contractors
 Other (please specify) _____
- INSTITUTIONAL FACILITIES**
- 09 290 Sports Complexes
 10 295 Parks
 11 300 Right-of-Way Maintenance for Highways, Railroads or Utilities
 12 305 Schools, Colleges, Universities
 13 310 Industrial or Office Parks/Plants
 14 315 Shopping Centers, Plazas or Malls
 15 320 Private/Public Estates or Museums
- 16 325 Condos/Apartments/Housing Developments/Hotels/Resorts
 17 330 Cemeteries/Memorial Gardens
 18 335 Hospitals/Health Care Institutions
 19 340 Military Installations or Prisons
 20 345 Airports
 21 350 Multiple Government Municipal Facilities
 Other (please specify) _____

- SUPPLIERS & CONSULTANTS**
- 22 355 Extension Agents/Consultants for Horticulture
 23 360 Sod Growers/Turf Seed Growers/Nurseries
 24 365 Dealers/Distributors/Formulators/Brokers
- 25 370 Manufacturers
 26 Other (please specify) _____

2. Which of the following best describes your title? (check ONE only)

- 27 10 **Executive/Administrator**- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 28 20 **Manager/Superintendent**- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 29 30 **Government Official**- Government Commissioner, Agent, Other Government Official
- 30 40 **Specialist**- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 31 Other Titled and Non-Titled personnel (please specify) _____

3. SERVICES PERFORMED (Check ALL that apply)

- 31 A Mowing
 32 B Turf Insect Control
 33 C Tree Care
 34 D Turf Aeration
 35 E Irrigation Services
- 36 F Turf Fertilization
 37 G Turf Disease Control
 38 H Ornamental Care
 39 I Landscape/Golf Design
 40 J Turf Weed Control
- 41 K Paving, Deck & Patio Installation
 42 L Pond/Lake Care
 43 M Landscape Installation
 44 N Snow Removal
 45 O Other (please specify) _____

4a. Do you specify, purchase or influence the selection of landscape products? Yes No

4b. If yes, check which products you buy or specify: (check ALL that apply)

- 46 1 Aerators
 47 2 Blowers
 48 3 Chain Saws
 49 4 Chipper-Shredders
 50 5 De-icers
 51 6 Fertilizers
 52 7 Fungicides
 53 8 Herbicides
 54 9 Insecticides
 55 10 Line Trimmers
- 56 11 Mowers (reel/rotary)
 57 12 Snow Removal Equipment
 58 13 Sprayers
 59 14 Spreaders
 60 15 Sweepers
 61 16 Tractors
 62 17 Truck Trailers/Attachments
 63 18 Trucks
 64 19 Turfseed
 65 20 Utility Vehicles

5. Do you have a modem? Yes No

6. Do you subscribe to an on-line service? Yes No

7. Is CD-ROM available in your workplace? Yes No

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



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LANDSCAPE
management

July 1997

This card is void after September 15, 1997

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE (____) _____ FAX (____) _____
 INTERNET/E-MAIL ADDRESS _____

I would like to receive (continue receiving) **LANDSCAPE MANAGEMENT** free each month: Yes No

Signature: _____ Date: _____

1. My primary business at this location is: (check ONE only)

- 01 250 GOLF COURSES
- CONTRACTORS/SERVICE COMPANIES**
- 02 255 Landscape Contractors (installation and maintenance) 06 275 Landscape Architects
 03 260 Lawn Care Service Companies 07 280 Land Reclamation and Erosion Control
 04 265 Custom Chemical Applicators (ground and air) 08 285 Irrigation Contractors
 05 270 Tree Service Companies/Arborists Other (please specify) _____
- INSTITUTIONAL FACILITIES**
- 09 290 Sports Complexes 16 325 Condos/Apartments/Housing
 10 295 Parks Developments/Hotels/Resorts
 11 300 Right-of-Way Maintenance for Highways, 17 330 Cemeteries/Memorial Gardens
 Railroads or Utilities
 12 305 Schools, Colleges, Universities 18 335 Hospitals/Health Care Institutions
 13 310 Industrial or Office Parks/Plants 19 340 Military Installations or Prisons
 14 315 Shopping Centers, Plazas or Malls 20 345 Airports
 15 320 Private/Public Estates or Museums 21 350 Multiple Government Municipal Facilities
 Other (please specify) _____
- SUPPLIERS & CONSULTANTS**
- 22 355 Extension Agents/Consultants for Horticulture 25 370 Manufacturers
 23 360 Sod Growers/Turf Seed Growers/Nurseries 26 Other (please specify) _____
 24 365 Dealers/Distributors/Formulators/Brokers

2. Which of the following best describes your title? (check ONE only)

- 27 10 **Executive/Administrator**- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
 28 20 **Manager/Superintendent**- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
 29 30 **Government Official**- Government Commissioner, Agent, Other Government Official
 30 40 **Specialist**- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
 31 Other Titled and Non-Titled personnel (please specify) _____

3. SERVICES PERFORMED (Check ALL that apply)

- 31 A Mowing 36 F Turf Fertilization 41 K Paving, Deck & Patio Installation
 32 B Turf Insect Control 37 G Turf Disease Control 42 L Pond/Lake Care
 33 C Tree Care 38 H Ornamental Care 43 M Landscape Installation
 34 D Turf Aeration 39 I Landscape/Golf Design 44 N Snow Removal
 35 E Irrigation Services 40 J Turf Weed Control 45 O Other (please specify) _____

4a. Do you specify, purchase or influence the selection of landscape products? Yes No

4b. If yes, check which products you buy or specify: (check ALL that apply)

- 46 1 Aerators 56 11 Mowers (reel/rotary)
 47 2 Blowers 57 12 Snow Removal Equipment
 48 3 Chain Saws 58 13 Sprayers
 49 4 Chipper-Shredders 59 14 Spreaders
 50 5 De-icers 60 15 Sweepers
 51 6 Fertilizers 61 16 Tractors
 52 7 Fungicides 62 17 Truck Trailers/Attachments
 53 8 Herbicides 63 18 Trucks
 54 9 Insecticides 64 19 Turfseed
 55 10 Line Trimmers 65 20 Utility Vehicles

5. Do you have a modem? Yes No

6. Do you subscribe to an on-line service? Yes No

7. Is CD-ROM available in your workplace? Yes No

101	119	137	155	173	191	209	227	245	263	281	299
102	120	138	156	174	192	210	228	246	264	282	300
103	121	139	157	175	193	211	229	247	265	283	301
104	122	140	158	176	194	212	230	248	266	284	302
105	123	141	159	177	195	213	231	249	267	285	303
106	124	142	160	178	196	214	232	250	268	286	304
107	125	143	161	179	197	215	233	251	269	287	305
108	126	144	162	180	198	216	234	252	270	288	306
109	127	145	163	181	199	217	235	253	271	289	307
110	128	146	164	182	200	218	236	254	272	290	308
111	129	147	165	183	201	219	237	255	273	291	309
112	130	148	166	184	202	220	238	256	274	292	310
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117	135	153	171	189	207	225	243	261	279	297	315
118	136	154	172	190	208	226	244	262	280	298	316

Here's an affordable aerator

Budget tight but you still need an aerator? The TM-42 may be just your answer. It is a 42-inch-wide coring aerator with 3/8-in. tines. It will rear mount on tractors with 3-pt. hitch and front mount on most out-front rotary mowers.

You can aerate right through tight turns with the tine wheels mounted separately in sets of two with greaseable oilite bearings. A heavy-gauge doubles as a weight tray to hold additional weight. Call Turfco Mfg. at (612) 785-1000, or

Circle No. 267



Aercore aerators increase productivity

John Deere's Aercore Model 1000 and Model 1500 aerators are tractor-mounted to deliver high productivity without sacrificing hole quality, durability or ease of service. With heavy-duty frames, tine rams and adjustable hole spacing, these durable aerators increase productivity while providing flexibility on the job.

Both models can pull as many as 30 cores per square foot, depending on the ground speed of the tractor. With high-speed tines and "flexi-link" supporting arms, Aercore aerators consistently produce round holes.

Both models share the same belt-driven design that provides quiet, smooth operation and doesn't require lubrication. The belts provide dependable operation with minimal adjustments. All components are easily accessed from the top of the machine, making daily checks and routine maintenance a breeze. The aerators are compatible with John Deere 55 and 70 series compact utility tractors.

Circle No. 269

Toro offers two new aerators

Toro unveils its 244 and 442 Aerators. The 244 Aerator has four rows of six tines (24 tines) and is powered by a 4-hp Briggs & Stratton IC engine. The fold-down handle provides easy transport and storage, and lift handles on both sides of the aerator make loading and unloading quick and easy. The larger 442 Aerator also uses a 4-hp B&S IC engine, and features seven rows of six tines (42 tines) and a unique free-wheeling outer tine design making it easier to turn and maneuver than competitive units.



One of the most innovative features of the 244 and 442 Aerators is the removable weights which provide more control and greater, more even tine penetration without adding to the weight of the unit. There are no water drums to fill and empty. The 244 has two 36-lb. weights and the 442 includes two 36-lb. and four 18-lb. weights which are easily added or removed.

Circle No. 268

Steiner's front-mounted aerator

The Steiner 4-wheel-drive tractor with rugged front-mounted core aerator provides fast effective turf penetration. Soil cores up to 3 1/2 inches are removed with minimum surface disturbance. Seven ground-driven rotors with greaseable bushings have six tines each (total 42 tines). Down pressure of the front lift uses the weight of the tractor to penetrate turf. The aerator has four weights and a weight box to carry additional weight if extra penetration is required. Contact Steiner at (330) 828-0200 and mention LM, or

Circle No. 270

Bear Cat is big enough to get job done

The Bear Cat Van-N-Chip Pro cleans a 29-inch wide swath with its exclusive agitator bar and 27 mounted beater blades to pick up leaves and small twigs. It features single-handle adjustable height control with infinite settings for optimum performance from agitator bar. The vacuum opening is also adjustable for variable condi-



tions and quantity of leaves. It reduces leaves up to 10-to-1 for fewer stops to unload. It also chips branches up to 3 inches in diameter with its built-in chipper for ultimate cleanup.

The unit is self-propelled with five forward speeds and one reverse. The single front wheel pivots for easy turning and maneuverability in rough terrain. The large,

knobby drive tires provide excellent traction and powerful climbing ability.

Call Bear Cat at (800) 247-733 and mention LM, or

Circle No. 271

IsoTek 14-14-14 spreads uniformly

Lebanon Turf Products' IsoTek 14-14-14 fertilizer is designed for use on turf, annual and perennial flowers, shrubs and trees. It combines isobutylidene diurea and methylene ureas in a clean, homogeneous granule that is consistently sized for dust-free application.

Formulated with 5.0 units of WIN and micro nutrients, IsoTek 14-14-14 delivers its slow-release nitrogen through hydrolysis and microbial degradation. A full 57 percent of its nitrogen is controlled-release.

The product can be applied anytime during the growing season. It spreads easily and uniformly, even at lower application rates. At suggested rates, a 50 lb. bag will cover up to 7,000 sq. ft. For more information on IsoTek 14-14-14 contact Lebanon Turf Products (800) 233-0628, or

Circle No. 273

Water-soluble packs make mixing easy

Terra Industries Inc. introduces BioEdge WSP and BioEdge WSP (Fe) biostimulants for use on turf. BioEdge WSP (Fe) contains fully-chelated iron, a secondary turf nutrient, in addition to the same nutrients in BioEdge WSP. Both come in convenient, water-soluble packs. Both products have proven efficacy, says Terra Industries, with a near-neutral pH for increased tank mix flexibility, and no need for heated storage. You can learn more about the products by calling Terra Industries at (712) 277-1340, or

Circle No. 272

Shred-Vac good choice for on-street use

The Shred-Vac 2000 is a portable commercial shredder that efficiently and economically converts green waste to mulch at source. It processes soft, green waste such as leaves, pine needles, cones, bark, wood chips, vines, brush, shrub prunings and bulky waste material from gardens, parks and nurseries.



The mulch created by the shredder is fine enough for instant use on the ground around all manner of plants, controlling weed growth, and protecting the soil from erosion and temperature extremes.

The Shred-Vac 2000 cuts collection, hauling and disposal costs by reducing waste by a ratio of 10-to-1 in volume at rates of up to 30 cubic yards per hour. Its 65-hp, V6 propane engine powers the hammermill and suction fan. The 48 heavy, free-swinging hammers shred material up to 1 1/2 inches in diameter.

Because of its dust control features, fully enclosed materials flow and low decibel noise rating of 68, it's ideally suited for use on streets or private property, says Shred-Vac Systems which can be reached at (916) 477-7240, or

Circle No. 274



Echo's new Shred 'N' Vac

Echo's new Model ES-2100 Shred 'N' Vac is designed for easy and effective handling of yard debris. It boasts an all-around ergonomic design with a 35-inch intake tube and a 17-ounce, see-through fuel tank. Debris is shredded and blown in a large-capacity, two-bushel bag that features a rear-discharge design for easy dumping.

The ES-2100 also features a new, fully adjustable throttle for operation at variable speeds and cruise control for even easier operation for extended time periods. A handle-mounted stop switch gives the operator fingertip control. Like its predecessors, the ES-2100 can be easily converted to a hand-held blower.

For more information, contact Echo Inc. at (847) 540-8400, and don't forget to tell them

that you read about their ES-2100 in **LANDSCAPE MANAGEMENT**, or

Circle No. 275

Little Wonder redesigns blower line

Little Wonder's new line of redesigned commercial blowers make quick work of any cleanup. The new blowers feature an exclusive centrifugal blower design that works together with a backward-inclined blade impeller. The result is a greater volume of air moving at increased velocity versus traditional flat-blade designs.

The curved, aerodynamic inlet draws air in smoothly around the entire inlet area, ensuring adequate air intake even if part of the intake is blocked by debris. The new blowers also feature a patent-pending deflector which splits the air streams to make use of the fastest moving air. To find out more about Little Wonder products or the nearest dealer for its blowers, call (215) 357-5110, or



Circle No. 276

Coremaster is rugged, versatile

GreenCare's Coremaster ECO walk behind turf aerator can aerify up to 18,200 sq. ft. per hour. Variable hole spacings include 1 by 1-in., 1 by 2-in., 2 by 2-in., and 3 by 2-in.. A full range of tine sizes include 1/4-in., 3/8-in., 1/2-in., 5/8-in. and 3/4-in., hollow and solid, quadra tines and spikes.

GreenCare says its Coremaster ECO operates with low noise levels, low fuel consumption, low emissions, and low maintenance and servicing. It features a powerful aeration head and wide flotation tires, says GreenCare which can be reached at (800) 635-8761. Or,

Circle No. 277

A lotion that protects like a glove

Gloves In A Bottle is a lotion that works like a pair of gloves. It is rapidly absorbed into the outer



layer of skin forming a matrix between dead skin cells. The result is a one-way barrier which helps prevent most irritants from penetrating the skin. The barrier will allow the skin to breathe and perspire naturally, while it increases the retention of the skin's natural moisturizers.

Gloves In A Bottle cannot be washed off. It comes off through the skin's natural exfoliation process. After about four hours enough skin cells have sloughed off to cause this barrier to break down, so Gloves In A Bottle needs to be reapplied every four hours for continued protection.

Gloves In A Bottle will protect against a wide range of irritants, including grease, solvents, thinners, paint, pesticides, poison ivy and oak, disinfectants, cement and lime, gasoline and diesel, and most other chemicals, not including hydrofluoric acid. Call (800) 600-1881 for the store nearest you, or

Circle No. 278



New Mighty Max blows away debris

MacKissic's new 11-hp walk behind leaf blower will be available for fall 1997 leaf and debris removal. The Model LB1172 will have an 11-hp B&S Industrial Plus engine that puts out 215 mph wind velocity and 2600 cubic feet per minute of air volume. Like all Mighty Mac blowers, this unit has a poly impeller that is lightweight and durable. Contact MacKissic, Inc., at (610) 495-7181, or

Circle No. 279

Moles? Not with new Mole-Med

Having problems with moles? Investigate Mole-Med the all-natural liquid product used to repel moles from turf and landscape areas. It's proprietary ingredients go deep into the soil where moles live and feed. For more information, call Soil Technologies Corp. at 800/221-7045, or

Circle No. 280

Organic biostimulant product aids turfgrass, stimulates roots

CytoGro Turf-Aid is a granular sea plant meal fortified with CytoGro biostimulant that can be incorporated into any aerifying or topdressing program. This blend of organic amendment and hormone biostimulant will stimulate root growth, improve water leaf status, and speed up the recovery of damaged turf, says manufacturer Terrabiotics. CytoGro Turf-Aid will not layer, maximizes fertilizer efficiency and improves the nutrient holding capacity of sandy soils.

CytoGro Turf-Aid is non-toxic and biodegradable. It is derived from several species of North Atlantic kelp that are harvested in carefully regulated cycles, processed by proprietary methods to maximize biological activity, and ground to a consistent, easy-to-spread particle size. Contact Terrabiotics at (800) 988-8257 and mention Landscape Management, or

Circle No. 281



Gator Ramps for all pickup makes, models. Installs inside of tailgate

Load everything from boxes to tractors with the Gator Ramp. Constructed of high-strength aircraft aluminum, it has a weight capacity of 1500 lbs., and features a powder-coated, anti-slip surface. It mounts to the inside of a pickup tailgate in minutes. When not in use, the Gator Ramp takes up only 4 inches inside the bed of the truck. Available for all pickups. Tell Gator Ramp where you read about its product (in *LANDSCAPE MANAGEMENT*, of course) by calling (888)-504-2867, or

Circle No. 282

"The Mouse" post-hole digger is designed for lawn/garden tractors

Shaver Manufacturing's new PTO-driven post-hole digger, Model 101, "The Mouse" is designed for lawn and garden tractors with category zero and 3-point hitches. It combines rugged power in a lightweight, compact design. Model 101 features:

- ▶ shield that protects PTO assembly from dirt and moisture,
- ▶ totally enclosed gearbox,
- ▶ straddle-mounted, tapered roller bearings for extra strength,
- ▶ replaceable cutting teeth and points,
- ▶ 3-year limited warranty.

Shaver offers semi-double flight augers of four, six and nine inches in diameter for Model 101. An optional Down Pressure Module can be used with Model 101. It adds 500 pounds of downward pressure for digging in hard, rocky or frozen ground.

Shaver offers a complete line of post-hole diggers, including three PTO-driven units and two hydraulic models.

Call Shaver Manufacturing Company at 515/266-7550, or

Circle No. 283

Rubigan A.S. available again

DowElanco has brought back Rubigan A.S. fungicide. Rubigan A.S. is a liquid which provides the mixing flexibility



and ease of handling that most golf course superintendents and other professionals require. It offers broad-spectrum control of turf diseases including dollar spot, brown patch, snow mold and necrotic ring spot.

The product is packaged in a 2½ gallon case. "We decided to bring back this formulation because our customers have requested it," says Dan Bouck, communications manager for DowElanco turf and ornamental products.

For more information about Rubigan or to receive a specimen label, call DowElanco Customer Information Center at (800) 255-3726, or

Circle No. 284

Irrigate, fertilize at the same time

InjectPRO, a product of Irrigation Injection Technologies (IIT), enables golf course superintendents and other turfgrass managers to apply fertilizer, herbicide, insecticide, fungicide and other chemicals through their watering systems with computer-like precision and control.

"The InjectPRO injects precise amounts of chemicals into the water passing through a watering system," says Erik Tribelhorn, IIT general manager. "That chemigation process makes fertilizer and other chemicals available to plants in a highly usable form, which means you need less chemical to achieve results."

The brain of the InjectPRO is the Electronic Proportional Injection Control (EPIC) system. The EPIC system can be programmed to provide non-supervised control of when and how much chemical will be applied with its easy-to-use keypad control center.

During the application process, the EPIC system monitors the stream flowing through the pipe and automatically adjusts the chemical injection rate if water flow changes. Call IIT at 800/4-INJECT, or

Circle No. 285

PLCAA— GROWING LEADERS FOR SUCCESS

The Professional Lawn Care Association of America is in the business of "Growing Leaders." Growing your career, your company and your industry. That's our mission. From all parts of the United States, Canada and around the world, PLCAA members are dedicated lawn and landscape professionals, grounds managers, industry suppliers, and students committed to professionalism and success.

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- > Discounts on Green Industry Expo Booth Space for Suppliers
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E-Mail: plcaa@atcom.net

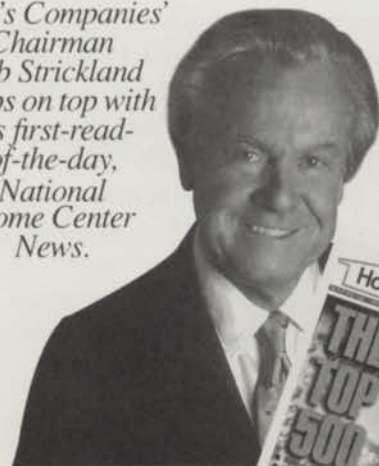


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Lowe's Companies' Chairman Bob Strickland keeps on top with his first-read-of-the-day, National Home Center News.



Dr. Rick Fulwiler, President, Technology Leadership Associates, blazes through his first-read-of-the-day, Occupational Hazards.



Superfan Randy Snyder, Senior VP of MC Sporting Goods, eyeballs the competition in his first-read-of-the-day, Sportstyle.



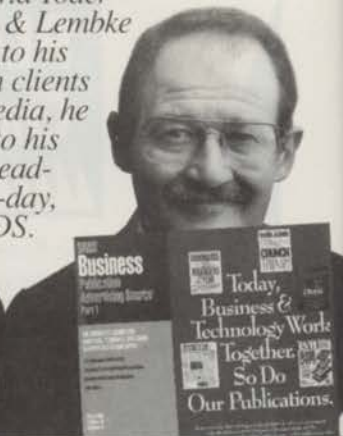
Director Irwin Winkler gets informed with his first-read-of-the-day, The Hollywood Reporter.



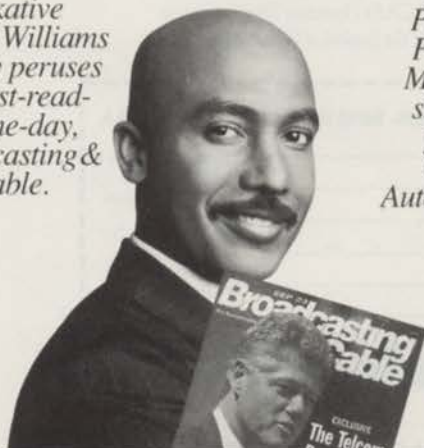
For well-groomed Judy Guido and Ed Laflamme, their first-read-of-the-day is Landscape Management.



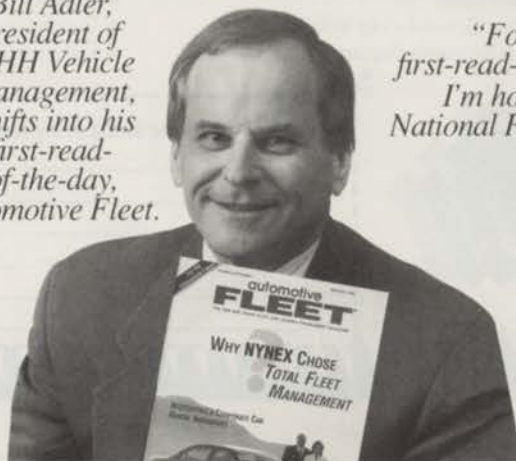
Before David Yoder of Anderson & Lembke speaks to his high tech clients about media, he turns to his first-read-of-the-day, SRDS.



Talkative Montel Williams silently peruses his first-read-of-the-day, Broadcasting & Cable.



Bill Adler, President of PHH Vehicle Management, shifts into his first-read-of-the-day, Automotive Fleet.



"For my first-read-of-the-day, I'm hooked on National Fisherman."

