




*weed control on any scale.*

all season long no matter how much ground you have to cover. And the new water soluble packaging means that you can now tank mix CHIPCO® RONSTAR® with Roundup® for use as a directed spray on landscape beds and other non-turf areas. Of course, you'll still get all of the other CHIPCO® RONSTAR® advantages, like no root pruning, no leaching, and season-long protection from just one spring application. This year, keep your customers satisfied with CHIPCO® RONSTAR® herbicide in two easy-to-handle sizes.

**chipco**  
**RONSTAR®**

trademark of Monsanto. As with any crop protection chemical, always read and follow instructions on the label. ©1997 Rhône-Poulenc Ag Company.  RHÔNE-POULENC

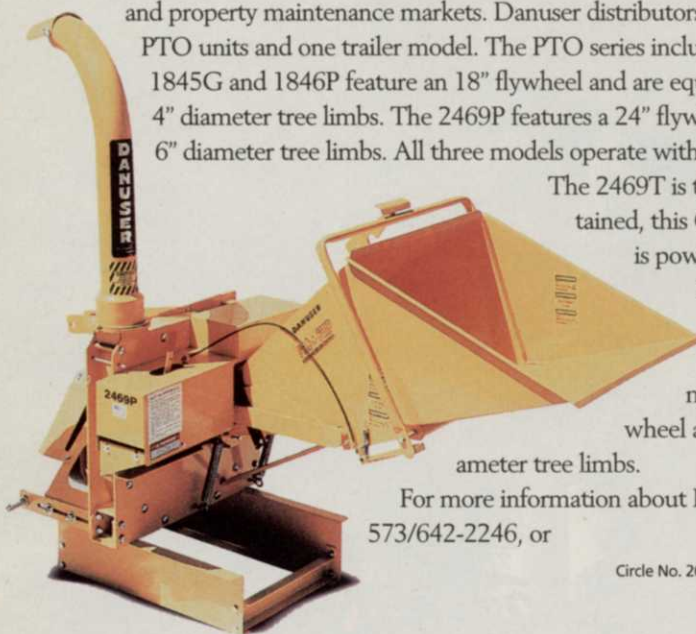
### Danuser enters chipper market

Danuser offers a new line of Chipper/Mulch Systems for the landscape, agricultural and property maintenance markets. Danuser distributors will offer three new PTO units and one trailer model. The PTO series includes three models: the 1845G and 1846P feature an 18" flywheel and are equipped to handle up to 4" diameter tree limbs. The 2469P features a 24" flywheel and can take up to 6" diameter tree limbs. All three models operate with a minimum 18 hp.

The 2469T is the trailer unit. Self-contained, this Chipper/Mulch System is powered with a 25 hp Kohler engine and hitches onto the owner's vehicle. The model features a 24" flywheel and handles up to 6" diameter tree limbs.

For more information about Danuser products, call 573/642-2246, or

Circle No. 262



### Fine Lawn offers improved ryegrass

Fine Lawn Research, Inc., introduces Stallion Supreme, an improved version of the widely used Stallion Select perennial ryegrass. Some of the improvements include better turf performance over a wide geographical region, darker turf color, finer, narrower leaf blade, improved cold weather performance and winter survival, improved summer performance due to better disease resistance and improved quality after mowing.

Circle No. 263

### Talstar container makes measuring easy

Talstar Lawn and Tree FLOWable Insecticide/Miticicide, FMC's long residual broad-spectrum product, is now available in a convenient pint-size squeeze and measure container.

Talstar controls chinch bugs, cutworms, fire ants, ticks, sod webworms, mole crickets, mites and over 53 other insect species on lawns, perimeters and ornamentals. Talstar Lawn & Tree Flowable is a water-based formulation which leaves no odor when applied at label rates. It is rainfast and will not cause phytotoxicity.

Circle No. 264



### Find those buried pipes and cables

Verifying the location of utility services is essential prior to the start of any trenchless construction project. The Verifier Digital Locator from McLaughlin Mfg. Co., Greenville, SC, offers a reliable yet affordable means of detecting and tracking underground utilities.

The Verifier is adaptable to most any pipe and cable locate by offering five accurate methods of locating buried metallic services. The Verifier can also work in conjunction with a remote probe transmitter to locate non-metallic pipe and conduit. Able to locate to a depth of 16 feet, the system operates on two active frequencies of 9.5 or 38 kHz. Inductive and direct connection methods can be achieved with an adjustable 2-watt transmitter inducing a magnetic field to the service. Electric and telecommunication cables can be spotted using the passive 50/60 Hz or radio frequencies.

Each Verifier unit features a high gain filter and current strength index to distinguish between multiple lines in the locating area. Exact location and depth of the underground service is measured by multiple coils located inside the Verifier Receiver. This information, along with a current measurement, is translated and then displayed on an easy-to-read LCD digital display.

For more information about the Verifier, contact McLaughlin at (800)435-9340, or visit the web page, [www.mightymole.com](http://www.mightymole.com), or

Circle No. 265



**LANDSCAPE**  
*management*

'97 **C O R P O R A T E**  
*capabilities*



# American Cyanamid Company

The plant's integrated environmental systems provide management control levels that are designed to meet or exceed industry standards for air, water, solid and hazardous wastes. Pollution prevention and waste reduction efforts are an important part of ongoing programs in all production areas. Cyanamid manufacturing plants also participate in the Chemical Manufacturers Association's Responsible Care Program.

## **Product Focus:**

The Specialty Products Department of American Cyanamid Company's Agricultural Products Division researches and develops special-use chemical products, and markets them throughout the United States.

The department's herbicides, plant growth regulators and insecticides are used in forestry, professional turf management, consumer lawn and garden, industrial vegetation management, horticultural and greenhouse industries, professional pest control and public health markets.

American Cyanamid is committed to the development of products that are effective, convenient and respectful of the environment. Along with others in the turfgrass and golf course industries, the company believes it has a responsibility to protect the environment, to improve the aesthetics of America's communities and provide enhanced recreational opportunities for all. The company is committed to helping secure a superior habitat for people and wildlife through the manufacture and marketing of environmentally-sensitive products.

## **Manufacturing Facilities:**

American Cyanamid has a number of manufacturing facilities worldwide. Many of the company's products are manufactured at a 2,000-acre complex in Hannibal, Missouri. In addition to using state-of-the-art technology, this plant is a model for safety and environmental responsibility, emphasizing strong programs in recycling and reuse in all production areas to minimize waste.

## **Tech Support / Training:**

The Specialty Products Department is fully-supported by a dedicated staff of research, sales, marketing, technical, service, logistic telemarketing and support professionals. The sales force is among the best-trained in the industry. Cyanamid's Technical Service Group in Princeton, New Jersey, supports sales representatives in their effort to keep lawn care operators, golf course superintendents and custom applicators informed about the performance and environmental aspects of Cyanamid's products.

## **Major Product Lines:**

American Cyanamid produces and markets leadership products such as pendimethalin technical, the most widely used preemergent herbicide for turfgrass weed control in the United States. Pendulum herbicide, for preemergent control of annual grasses and many broadleaf weeds in turfgrass and for over-the-top control in more than 260 labeled ornamental plants, available in 60 WDG and 3.3 EC formulations; Image herbicide, available to professional applicators for postemergent use on hard-to-control weeds like nutsedge in warm-season turf. Cycocel plant growth regulant, used by greenhouse horticulturists, primarily on poinsettias, azaleas and geraniums; and Amdro fire ant insecticide, America's leading fire ant bait.

## **American Cyanamid Company**

Specialty Products  
Department  
One Campus Dr.  
Parsippany, NJ 07054  
(800) 545-9525

# DowElanco



## **Product Focus:**

DowElanco discovers, researches, manufactures and markets products to manage pests that destroy personal, public and corporate properties; food, timber resources and clothing fibers. DowElanco is committed to continuous improvement, cost consciousness and total waste elimination in all phases of production. Its scientists are dedicated to discovering and developing new technologies that can be integrated with conventional technologies to provide the greatest benefits to customers.

## **Manufacturing Facilities:**

Corporate headquarters is located on a 325-acre site in Indianapolis, Indiana. The Research and Development Building contains more than 612,000 square feet and 15 individual greenhouses which contain more than 62,000 square feet. Together, they comprise the worlds largest single plant-breeding and agricultural research center under one roof. Approximately 400 scientists and other employees work in the Research and Development Building and approximately 1,000 employees work at the corporate headquarters, with 3,000 people working for DowElanco worldwide.

## **Tech Support / Training:**

DowElanco is committed to global leadership in consistently satisfying customer needs by providing improved solutions in specialty products and crop production. In addition, DowElanco is dedicated to being a long-term business partner and has more than 20 sales and technical service professionals devoted solely to servicing the turf and ornamental business.

## **Major Product Lines:**

DowElanco manufactures a variety of products for insect, weed and disease pests for lawn care operators, pest management companies, nurseries, golf course superintendents, consumers, rights-of-way, utilities and agriculture. Major products include: Dursban\* insecticide; Team\*, Gallery\*, Surflan\*, Confront\* and Snapshot\* herbicides; Rubigan\* fungicide, and new Conserve\* turf and ornamental insect control product.

## **DowElanco**

9330 Zionsville Road  
Indianapolis, IN 46268-1054  
(800) 255-3726

## **Fax number:**

(800) 905-7326

## **Website:**

[www.dowelanco.com](http://www.dowelanco.com)

## **Date founded:**

1989 (A wholly-owned subsidiary of the Dow Chemical Company.)

## **Staff:**

John L. Hagaman,  
President/CEO

\*Trademark of DowElanco



# The Grasshopper Company

## **Product Focus:**

Grasshopper products are designed for easy operation, maximum comfort, durability, productivity and versatility. A Quik-D-Tatch Mounting System (patent pending) lets you change deck sizes or add attachments in minutes without tools. Combo Mulching Deck converts to mulch, bag or discharge with the same deck.

## **Manufacturing Facilities:**

The family-owned manufacturing facility was founded in 1958. Grasshopper employs skilled workers and high-tech equipment including computer-aided design system, CNC fabrication and machining; soon to exceed 200,000 sq. ft. of manufacturing, testing and warehouse space in Moundridge, Kansas.

## **Technical Support / Training:**

Grasshopper products are retailed and serviced by an extensive dealer network throughout the world. Sales personnel with in-depth product knowledge and factory-trained service technicians receive ongoing technical support in sales and service from the factory.

## **Major Product Lines:**

Grasshopper zero-radius outfront riding rotary mowers with engine choices from 14 to 28-hp, liquid-cooled or air-cooled, gas or diesel. Year-round attachments include high-efficiency Quik-D-Tatch Vac collection systems; heavy-duty, solid-tine AERA-vator; dozer blades, rotary brooms; snowthrowers and tine-rake dethatchers. Options available include ROPS, sunshade canopy and winter enclosure.

### **One Grasshopper Trail**

P.O. Box 637  
Moundridge, KS 67107  
(316) 345-8621

### **Fax number:**

(316) 345-2301

### **Web address:**

<http://www.grasshopper-mower.com>

### **E-mail address:**

[grasshp2midusa.net](mailto:grasshp2midusa.net)

# International Seeds, Inc.

## Product Focus:

International Seeds, Inc. is a leading wholesale breeder, producer and marketer of improved cool and warm season turfgrass varieties. Our staff works exclusively with selected seed growers and a worldwide distributor network to provide value added products and service of the highest quality.

Available today to golf course professionals, architects and contractors are varieties that require less fertilizers, provide natural insect resistance and supply superior quality turf. In addition, our staff can provide valuable species information to augment the signature look or design of your choice. International Seeds turf products are recognized around the world for their quality and have been used at many of the world's most prestigious golf and sporting events.

## Manufacturing Facilities:

International Seeds maintains a fully equipped, 57-acre research and breeding station from which has come some of today's best known and most widely used grass seed varieties.

By owning our own facility, International Seeds is better able to respond to the needs of our customers. Our staff researchers are able to take immediate advantage of advances in breeding technology.

The International Seeds research facility is also the location of various turf trials, including the National Turfgrass Evaluations Program.

Staff researchers also work closely with research scientists from major land grant universities and at trial sites throughout North America, South America, Asia, Europe, Africa and Oceania.

## Technical Support / Training:

International Seeds' sales and marketing staff, as well as our distributor network, is comprised of highly experienced professionals prepared to assist customers as needed either by telephone, in person or through a

variety of written literature. These resources are in place to assist customers in the proper selection of cool and warm season turfgrasses throughout the world for turf area construction, renovation and restoration.

The International Seeds team knows that assisting customers in the proper selection of a turfgrass can have a major impact on the ultimate turf performance and maintenance expense profile. In the era of environmental stewardship, assisting our customer with proper turfgrass selections contributes positively to habitat enhancement, wildlife and water conservation, waste management and energy efficiency.

## Major Product Lines:

### Cool-Season Turf Grasses

Perennial Ryegrass: Top Hat, R.2, Essence, Gator, Gator II, Derby Supreme, Regal and Ph.D.

Creeping Bentgrass: Viper, Cobra and CEO

Colonial Bentgrass: Tiger

Poa Trivialis: Sabre II and Sabre

Chewings Fescue: Longfellow and Enjoy

Strong Creeping Red Fescue: Cindy

Hard Fescue: Eureka

Turf-Type Tall Fescue: Houndog 5, Pride, Era and Houndog

Kentucky Bluegrass: Fortuna, Cardiff and Merit

Slender fescue: Marker

Cool-Season Turfgrass Mixtures permanent turf and overseeding: Ph.D. with Sabre, Dixie Green Overseeding Blend, Showboat Custom Ryegrass Blend, Anvil Fine Fescue Mixture, Major League Turfgrass Mixture (sun, sun & shade, shade or utility)

### Warm-Season Grasses

Bermudagrass: Mirage, Pyramid

Zoysiagrass: Sunrise



## International Seeds, Inc.

P.O. Box 168  
Halsey, Oregon 97348  
(541) 369-2251  
(800) 445-2251

## Fax number:

(541) 369-2640

## E-Mail address:

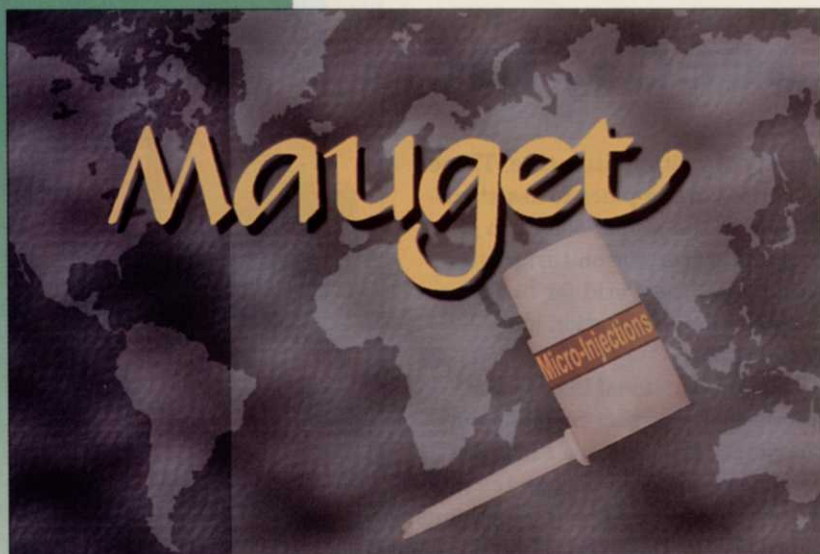
intlseed@intlseed.com

## Date Founded:

1972

## Staff:

Rich Underwood, President  
Brad Dozler, Vice President  
Sales  
Craig Edminster, Director of  
Research



## J.J. Mauget Company

### **Product Focus:**

Mauget, the company which pioneered micro-injection for trees, is also the company that was chosen by Shell Chemical in 1965 to introduce its new insecticide to prevent Dutch Elm disease, called Bidrin. Today, Inject-A-Cide B (Bidrin) is labeled for systemic treatment for aphids and many borers, caterpillars, psyllids, scale insects, gall causing larvae, spider mites and spittlebug nymphs. Micro-injection, performed in just minutes, eliminates concern over drift, groundwater contamination, or applicator and customer exposure.

### **Manufacturing Facilities:**

In 1997, Mauget doubled the size of its manufacturing and headquarters facility by moving from Los Angeles to Arcadia, Calif. The new facility enables the company to continue to meet the growing demand for highly-targeted systemic, closed-system, micro-injected products. An aggressive research effort recently resulted in the introduction of two new insecticides, a fungicide and an antibiotic.

### **Technical Support / Training:**

Mauget maintains a technical support staff to answer its toll-free telephone support line—800/TREES RX. This service is available to all professional applicators and nearly 35 distributors across the nation.

Additional support is available through its website—[www.mauget.com](http://www.mauget.com).

For more than 20 years, Mauget has provided winter training workshops throughout the country through its distributors. Its comprehensive Micro-Injection Field Manual is available from distributors for training and reference.

### **Major Product Lines:**

Since 1965, Mauget has developed 15 systemic products to serve the ornamental tree care market. Combinations of these products are available in capsule form for micro-injection.

Antibiotics: Mycoject

Fertilizers: Stemix, Stemix Iron/Zinc, Stemix Zinc, Stemix Hi-Volume

Micro-Nutrients: Inject-A-Min (Iron, Zinc and Manganese)

Fungicides: Fungisol and Carboject

Insecticides: Imicide, Inject-A-Cide;

Inject-A-Cide B and Abacide

Combination: Abasol

(Fungicide/Insecticide)

*In Tree Health Care, Tomorrow is Today at Mauget*

### **J.J. Mauget Company**

5435 Peck Rd.  
Arcadia, CA 91006-5847  
(800) 873-3779,  
(818) 444-1057

### **Fax number:**

(818) 444-7414

### **E-mail address:**

[mauget@mauget.com](mailto:mauget@mauget.com)

### **Website:**

[www.mauget.com](http://www.mauget.com)  
Incorporated 1958

### **Staff**

Dale I. Dodds, president/CEO

Nathan E. Dodds,  
vice president, marketing

Charles A. Dodds,  
vice president, operations



# Kubota

## Product Focus:

Incorporated in California in 1972, Kubota Tractor Corporation (KTC) has since become a leading U.S. marketer and distributor of under-40 hp compact tractors by consistently marketing high-quality products that meet the needs of today's customers.

Kubota Tractor Corporation markets a complete line of tractors from 12.5 to 91 PTO horsepower, along with a complete line of performance-matched implements, compact construction equipment, pumps and generators, consumer lawn and garden equipment and commercial turf products.

## Manufacturing Facilities:

KTC is affiliated with the Kubota Corporation of Osaka, Japan, which introduced the first Kubota tractor to the United States in 1968. Kubota Corporation has affiliates and subsidiaries that manufacture and/or market in 11 countries around the world, and Kubota Corporation products are sold in more than 130 countries. In the United States, Kubota Tractor Corporation, Kubota Credit Corporation (KCC) and Kubota Manufacturing of America support authorized Kubota dealers and customers. Kubota Manufacturing of America is located in Gainesville, Ga. Production started in 1989, making loaders for Kubota B and L-Series tractors. Backhoe production began in 1990. And, in 1995, the first Kubota tractor manufactured in the United States started rolling off the assembly line.

Based in Torrance, Calif., KTC has facilities throughout the United States. Division offices are located in Columbus, Ohio; Atlanta, Ga.; Dallas, Texas; and Stockton, Calif. The Engine Division is located in Schaumburg, Ill. Nearly 1200 dealers comprise Kubota Tractor Corporation's coast-to-coast network.

## Technical Support / Training:

Kubota Tractor Corporation supplements its high-quality, dependable products with the service, parts, training and financing necessary to ensure customer satisfaction. Service personnel in the dealerships are



provided with annual training on new products, and additional in-shop service training is available through printed materials and video-based programs. Kubota also provides dealers with a computerized parts ordering system which links dealerships to an inventory of more than 60,000 part numbers strategically located in four warehouses across the country. Kubota Credit Corporation offers flexible programs such as low P.P.R. financing, equity financing, tailored customer repayment plans, rental purchase plans and leasing options.

## Major Product Lines:

Kubota's residential and commercial mowing equipment consists of the F-60 Series front mower, T-Series lawn tractors, G-Series garden tractors and GF-Series front mowers, along with a variety of implements. Designed to deliver top performance, Kubota's tractor and implement line-up features the B-Series tractors, Grand L Series and L Series products, M-Series tractors and the M-Series Turf Special. Kubota's compact construction equipment line boasts the powerful new generation KX-2 Series excavators, R-20 Series wheel loaders, L-35 and B21 tractor-loader-backhoes and an impressive array of related implements and attachments. Ideal for a range of indoor and outdoor construction and emergency-power applications, Kubota offers customers and extensive line of gas and diesel generators and pumps.

## Kubota Tractor Corp.

3401 Del Amo Blvd.  
Torrance, CA 90503  
(310) 370-3370

## Staff:

Mr. S. Majima, president  
Mr. Robin Killian, senior vice president of sales  
Mr. Michael Heitman, director of marketing



**Product Focus:**

Novartis Turf and Ornamental Products was founded in December, 1996 with the FTC approval of the merger of Ciba and Sandoz Agro, Inc. With this major merger, combined with the recent acquisition of Merck & Co. Inc.'s global crop protection unit, Novartis has made the commitment to become the worldwide leader in providing innovative products and services, and developing superior technology to protect the production and care of turfgrass and ornamental plants.

**Manufacturing Facilities:**

Novartis' U.S. Crop Protection, Inc. headquarters is located in Greensboro, North Carolina. Its headquarters houses approximately 1500 employees including the Turf and Ornamental Products Group, as well as the Crop Protection, Inc. Agricultural Division.

**Technical support / Training:**

Novartis is committed to discovering and marketing a broad range of leading-edge products for the Turf and Ornamental industry. With that in mind, Novartis has six highly dedicated Turf and Ornamental field scientists who are setting the pace by researching products that are both highly effective and environmentally compatible. To reach their goal of listening to the needs of

# Novartis Crop Protection, Inc.

their customers, Novartis Turf and Ornamental Products has a field sales force which includes 19 dedicated turf product sales representatives and three ornamental product sales representatives. In addition, Novartis also offers an on-site customer service staff to provide information and literature on Novartis Turf and Ornamental products and services. For more information, please call 1-800-395-TURF.

**Major Product Lines:**

**Turf Product Line:**

**Primo®:** Plant Growth Regulator;  
**Barricade®** Preemergence Herbicide: Poa annua, Crabgrass, Goosegrass and 28 other weeds; **Banner® MAXX®** Fungicide: dollar spot, summer patch; **Subdue® MAXX®** new formulation Fungicide: Pythium and Phytophthora; **Sentinel®** Fungicide: brown patch, dollar spot; and **Award®** Insect Growth Regulator: fire ants.

**Ornamentals Product Line:**

**Subdue® MAXX®** new formulation Fungicide (features zero hour reentry interval): Pythium and Phytophthora;  
**Medallion™** new Contact Fungicide: Rhizoctonia, Botrytis and Alternaria;  
**Factor®** Herbicide: problem grass and annual broadleaf weed control all season;  
**Avid®** Insecticide: spider mites and leafminers; **Banner® MAXX®** Fungicide: Broad spectrum tree and shrub disease control including powdery mildew, rusts, leafspot, blights, scab and anthracnose;  
**Precision®** Insect Growth Regulator: whiteflies, soft scales, fungus gnats and shore flies; **Citation®** Insect Growth Regulator: dipterous leafminer larvae developing in the foliage of chrysanthemus.

**Novartis Crop Protection, Inc.**

410 Swing Road  
P.O. Box 18300  
Greensboro, NC 27419-8300  
(800) 334-9481  
(910) 632-6278

**Staff:**

Leo Bontempo,  
President/CEO  
  
Tom McGowan, Vice  
President of Specialty  
Products Business Unit  
  
Gene Hintze, Director, Turf  
and Ornamental Product  
  
Michael Joyce, Director,  
Marketing Services  
  
Joe Yoder, Director, Research  
and Development