

We'd like to show you the weeds PENDINGULUM® controls. But they never showed up.

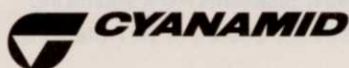
The reason they never showed up? Because PENDINGULUM® herbicide is a highly effective preemergent turf herbicide. Compared to the competition, PENDINGULUM demonstrates a higher level of control across a broader spectrum of weed species. With PENDINGULUM, weeds won't ever see the light of day. For the PENDINGULUM herbicide distributor nearest you, call: 1-800-545-9525, Ext. 1676.



PENDINGULUM offers unsurpassed weed control								
Herbicide	Crabgrass	Goosegrass	Foxtail	Poa Annua	Oxalis	Spurge	Henbit	Chickweed
PENDINGULUM	■	■	■	●	■	●	■	■
Barricade ^a	■	●	●	●	▲	●	■	■
Dimension ^b	■	●	■	●	■	●	●	●
Team ^c	■	●	●	●	●	●	NR	NR
Ronstar ^d	●	■	NR	●	●	NR	NR	NR
Surflan ^c	■	■	■	●	▲	●	■	■

Level of control ● Medium ▲ Medium-High ■ High NR Not registered

^aNovartis ^bRohm and Haas Co. ^cDow AgroSciences ^dRhône-Poulenc



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LM's 1998:

People of the Year

Although they come from very different backgrounds, each of our 1998 People of the Year share a common character-

istic: a focus on improving the industry around them through dedication and extra effort.

By the LM STAFF

Lawn Care Category

**Lou Wierichs Jr.,
owner/president of Pro-X Systems Inc.,
Appleton, WI.**



People who have worked with Lou Wierichs Jr. at various organizations agree on several things: he's generous with his time, finances and efforts; he's dedicated to achieving the organization's goals; and he believes these efforts should be enjoyable.

Wierichs joined the lawn care industry in 1988. After graduating from the University of Wisconsin-Stout with a B.S. in Hotel and Restaurant Management, Wierichs worked in several industries, including banking and printing. His eight years driving a semi-trailer gave him a sense of being on his own. "That was the closest thing to owning a business, without the headaches," he recalls.

In 1987, Wierichs became partners with two others in a Servicemaster lawn care franchise, which won the company's "Fast Start" award for quick growth in 1988. By 1990, the business had grown to include a second franchise in the Green Bay area.

After the Servicemaster purchase of Tru-Green and Chemlawn in 1991, Wierichs and partners established their own lawn care company — Pro-X Systems Inc. It offers lawn care, mowing and some landscape and tree care, as well as aeration and other additions. In 1995, Wierichs bought his partners

out and this fall, added a Christmas Decor franchise.

Jumping right in

Even when his company was new, Wierichs sought out others in the industry. At a trip to PLCAA's annual conference in Las Vegas, he attended a presentation by Bob Andrews, The Greenskeeper, Carmel, IN, on the benefits of belonging to local associations. This made a major impression on him. "I came back and made some calls to the state Department of Ag" about an finding or forming an association.

With other local green industry people, Wierichs helped get the Grounds Management Association of Wisconsin on its feet. "This really got me involved at the state level," he notes. Wierichs became active in the leadership of GMAW, as well as the Wisconsin Landscape Federation, a group coordinating the efforts of different green industry professions. Currently, Wierichs is WLF president.

He saw how critical organized efforts were to the industry. "In our industry, it seemed like there was always a fire pop-

ping up and we were always throwing water on it. I thought we should be united to battle those fires and also to take a more proactive stance in our communities."

Wierichs also became involved at the national level, joining the board of directors of the Professional Lawn Care Association of America in 1992, serving as its president in 1994 and stepping in to fill an empty directors' spot, in a term that expires this month. In fact, he proudly notes he joined PLCAA before he had ever treated a lawn.

Two other accomplishments

Wierichs views with pride are his service on the Green Industry Expo board (serving as president in 1996), and his work as president of the PLCAA Foundation, now called the Evergreen Foundation (currently, he is vice president).

Making it enjoyable

Terry Kurth, president of Lawn Care of Wisconsin Inc. and Badgerland Irrigation, Middleton, WI, has crossed paths often

Lou Wierichs Jr. career highlights

1987: Becomes partner in a Servicemaster lawn care franchise in Appleton, Wis.

1989: Grounds Management Association of Wisconsin representative to the Wisconsin Landscape Federation — a post held continuously since then.

1991: Establishes Pro-X Systems Inc.

1991-95: Director of the Professional

Grounds Care Category

George M. Gaumer,

national sales and operations manager, Commercial Services, The Davey Tree Expert Co., Kent, Ohio



Some of George Gaumer's earliest memories involve the green industry — he remembers playing in the yard of his father's landscape business in Warren, Ohio. In fact, the family lived on site. This early involvement extended during family vacations, when the Gaumers took time to attend annual conferences of the International Society of Arboriculture (ISA).

with Wierichs. He says Wierichs is "a consensus builder. He's looking for the things that benefit everyone in an organization."

According to Kurth, Wierichs tries to pay back an industry that has been good to him by "paying forward." And he does it in true Wierichs style, Kurth says: "Lou looks out for the best interests of the industry, but makes sure to build relationships and friendships along the way. He thoroughly enjoys people and wants to spread the fun through an organization that is getting things done." □

Lawn Care Association of America.

1991-96: Board of Directors, Green Industry Expo

1994: President of PLCAA

1995-97: President of PLCAA Foundation

1996: President of Green Industry Expo

1997-98: Director of PLCAA

1997-99: President of Wisconsin Landscape Federation

1998: Vice President of Evergreen Foundation

The business and management side of the green industry always fascinated Gaumer. "I noticed that a lot of people get into the field because they love horticulture and are good at working with plants, but some people are just not good with business. That's the side that always intrigued me," he notes.

After graduating with a B.S. in Business Administration (Marketing) from The Ohio State University, he joined a residential tree care firm in Columbus, Ohio. One of his first steps on the job was to become a member of ISA, where he held various positions, including Director of the Ohio chapter. He also became an ISA-certified arborist.

In supportive company

Gaumer joined The Davey Tree Expert Co. in 1977. With Davey's support, he continued his involvement with ISA and became a charter member of the Northeast Ohio Professional Grounds Management Society branch when it was started in the early 1980s. The experience of helping to develop the PGMS branch eventually led to activities at the national level, and by 1992, he became a PGMS director at large for a three-year term.

Coincidentally, changes in the industry and in Davey's business direction made this connection more valuable for Gaumer. "I started out going to some of the national meetings as a way to get business from in-house grounds managers," he notes. "But along the way, I got involved more with the organization at the same time Davey

diversified into grounds maintenance work. Soon the meetings became educational opportunities (for us)."

Finding consensus

Jeff Bourne, director of operations and education with Associated Landscape Contractors of America (ALCA), experienced Gaumer's team-building approach: "The phrase 'consummate professional' comes to mind because although he approaches things in a very businesslike fashion, it's well balanced with the human side, which creates an atmosphere of comfort that is productive."

David Luse, director of corporate development at LandCare USA, Houston, and founder of Arteka Corp., agrees: "George's leadership style is calm consensus building. He's a true leader and showed it by helping to pull the GIE partnership together." □

George M. Gaumer career highlights

1975: Joins Ohio Tree Surgery Co., Columbus, Ohio

1977: Joins ISA and becomes involved with industry organizations. Is appointed to Board of Governors and committee chair positions.

1977: Joins The Davey Tree Expert Co. as assistant advertising manager

1986: Becomes charter member of the Northeast Ohio Chapter, Professional Grounds Management Society.

1992-94: Board of Directors, Green Industry Expo

1994: President of Green Industry Expo

1996-98: PGMS Director at Large

1996-98: Board of Directors, Green Industry Expo

Golf Industry Category

Ron Dodson,

president of Audubon International, Selkirk, NY

The president of Audubon International may not seem an obvious candidate for a Person of the Year award in the Golf Industry category and yet Ron Dodson's impact, and the impact of the Audubon Cooperative Sanctuary System, the Signature Cooperative Sanctuary program and the Gold Signature Cooperative Sanctuary program, is having an effect on the golf industry.

The start

Ron Dodson started his career as a biology teacher in the midwest and in 1970 found himself in Henderson, KY, where the John James Audubon museum is located. From his initial contact, this self-described "fence-climbing radical" never looked back.

The idea of a "Community Conservation Network" began to develop around 1985 as a plan to have entire communities committed to conservation ideals. In 1988, with Dodson promoting the idea at conferences and to community leaders, he found that the interest level was extremely low. Dodson didn't give up on his idea, but decided, "Okay then let's go door to door. If we get enough citizens involved, maybe we'll end up with a community."

Golf gets involved

When this approach seemed to be working, Dodson turned his sights to businesses. Dodson did not have golf courses in his immediate plans, although as a golfer in college he realized that golf courses had a lot of potential. But it wasn't until a call from a course in upstate New York that things started moving. But from that modest beginning, there are now 2,000 golf courses in the Cooperative Sanctuary program.

The strategy

Dodson won't claim to having a business plan or a system for success. His philosophy is simple: "We're going to work with anyone, anywhere and everywhere and not discriminate who we work with... and we'll just take one door at a time, one step at a time."

There is no doubt that this approach has been successful in large part to his attitude and his gift for communication. Bob Swift, development manager of the Indian River Club, Vero Beach, FL, says that when he first read an interview with Dodson he was impressed, "I felt he was someone I wanted to meet and talk to."

Indian River became the third golf course to become a Signature Cooperative Sanctuary. Swift says that the entire experience has been rewarding both personally and professionally. Dodson's approach,



says Swift "has been to move the dialogue to a cooperative rather than antagonistic approach."

Prior to his work with golf course superintendents, Dodson acknowledges that he didn't really have a grasp on the responsibilities and range of knowledge required—"water quality protection, wildlife management, agronomics, horticulture"—as well as taking the time to "talk to golfers, work in the community, be involved in schools and be committed to outdoor management which includes a whole lot more than just how fast a green is."

Dodson finds great satisfaction in seeing his idea expand and grow, but has taken his knocks too. Early on, some environmental groups attacked the idea of working with golf courses. It was a shock for Dodson, who sees himself as an avid environmentalist. "I still go home sometimes and think, have I really gone over the edge here? I don't think I have, but some people think that I have sold my soul to the devil."

But Dodson is philosophical and believes that "when you cut through it, what is really most important is to care about people." □

Ron Dodson career highlights

- 1970:** Initial involvement with the National Audubon Society
- 1978-1982:** Executive Director of the Western Kentucky Environmental Planning Agency
- 1982-1987:** Regional Vice President of National Audubon Society
- 1985:** Awarded National Environmentalist of the Year
- 1985:** Idea for community-based conservation program takes shape
- 1987:** President of Audubon International
- 1988:** Pitches program to community leaders
- 1991:** First golf course registers in the Audubon Cooperative Sanctuary Program
- 1992:** First golf course project registers in the Audubon Signature Cooperative Sanctuary Program
- 1993:** Awarded the GCSAA President's Award for Environmental Leadership
- 1997:** First golf course project registers in the Audubon Gold Signature Cooperative Sanctuary Program
- 1997 to present:** Co-chairman of the USGA Wildlife Links Research Committee

Landscape Category

J. Landon Reeve, IV,

owner/president Chapel Valley Landscape Co., Woodbine, MD.

Landon Reeve and a buddy made themselves a small stack of fliers and passed them out in their Maryland neighborhood. The postcards proclaimed that the two were for hire. The asking wage: \$1 an hour—the going rate for school-boy help in 1955.

"I got a call from a local wholesale perennial grower," recalls J. Landon Reeve, IV, whose father was a mail carrier. That call was the start of a successful career in the green industry, a career that's earned him Landscape Management's Landscape 1998 Person of the Year.

From bottom up

For five years, Reeve worked summers and weekends for Bluemount Nursery, a perennial grower and wholesaler in Maryland. "That's basically how I got interested in horticulture," he recalls. In 1963 he earned a B.S. in Ornamental Horticulture from the University of Maryland.

While his interest and knowledge in horticulture grew, he was also determined to, someday, run his own show.

He had a dream

"I knew in high school that I wanted to have my own business," he says. "It was in my head. I can't pin-point why I felt that way except for maybe that part-time work at the nursery."

Reeve's first job with a local landscape company lasted about a year, before he and the company's garden center manager broke away and started their own garden center/landscape operation.

"It was just a little business, but it was a great experience," he says. The two men ran that business for four years before Reeve decided he wanted to go on his own.

"I couldn't see working seven days a week indefinitely. I wanted to have a family and I wanted to have a life," he says. "While I enjoyed it, I was at the garden center all weekend, and all week I was doing landscaping."

Founds Chapel Valley

In 1968, Reeve started Chapel Valley Landscape. He was its sole employee. While he's still the president and sole owner of the business, the landscape company now has 250 employees. It offers a full range of exterior landscape services, mostly in Maryland and northern Virginia.

"I don't know how we got this size," he says. "We really didn't have a plan to get big. Our plan was do quality work and take care of our customers and our employees. Our company just kept growing."

This insistence on providing quality work and excellent service has characterized Chapel Valley from its inception. This excellence is a reflection of the company's founder and president, colleagues tell LM.



"I've probably known him as long as I've known anybody in ALCA (Associated Landscape Contractors of America)," says Rod Bailey, Evergreen Services Corp., Bellevue, WA. "He's been a mentor to me as well as being a good friend."

"Landon is a sharing and caring person, and that certainly applies to his strong sense of professionalism in the industry."

Adds Ron Kujawa, Kujawa Enterprises, Inc., Cudahy, WI: "Landon is a gentleman in every sense of the word. There is dignity and class about him."

A past ALCA president, Reeve has shared what he's learned about the industry through his long-time participation in ALCA, the American Association of Nurserymen, and in a host of state and regional industry organizations.

Landon Reeve is still much involved in the day-to-day operation of Chapel Valley, but he's begun the transition process to the next generation, including a daughter and a son in the business. **LM**

J. Landon Reeve, IV, career highlights

- 1955:** Lands first green industry job, a summer job with a perennial grower/wholesale company
- 1963:** Graduates from University of Maryland with a B.S. in Ornamental Horticulture
- 1964:** He and a partner found a small garden center/landscape business
- 1968:** Establishes Chapel Valley Landscape Co.
- 1977-79:** President of Landscape Contractors Association MD-DC-VA
- 1980-81:** President of Maryland Nurserymen's Association
- 1984:** President of the Associated Landscape Contractors of America
- 1992-94:** ALCA Certification Board of Governors
- 1994:** American Association of Nurserymen Long-Range Planning Committee

NEMATODES where are we headed?

Nematodes can be a problem for turf and ornamentals in nearly any landscape, but they're tricky to control just about everywhere.

By ROBERT A. DUNN

Nematodes? Who cares? That's a southern problem and nothing to worry about away from the Southeast, right? Wrong! Nematodes become problems more often and are more apt to become severe problems in southern landscapes than in most other regions of the country, but you can be sure that there are some kinds of nematodes in nearly every tablespoonful of landscape soil.

And they occasionally can become serious pests in many parts of the United States. Nematodes visibly damage golf course turf in such states as Massachusetts and Michigan; they occasionally weaken lawns or other fine turf in most northern and middle states; and they can damage many species of ornamentals (with the risk increasing with more warm soil days per year and prolonged culture of the same ornamental species).

Could you recognize damage caused by nematodes if it occurred on a property in your care; would you know when it was serious enough to worry about and what to do about it? There is not enough space here to give a good short-course in nematode diagnostics, but most Land-Grant Universi-

ties' Cooperative Extension Services have people and labs that can help you.

Nematodes 101

Plant-parasitic nematodes are, as you may know, microscopic worms (not earthworms — different Phylum) that live in plant roots or the soil around them and feed on the living roots. There are tens of thousands of kinds of nematodes, but only about 10 percent feed on plants. Of these, a few cause almost all of the damage to plants.

In fact, one group, the root-knot nematodes (species in the genus *Meloidogyne* for the technically inclined) have been shown to cause about 75 percent of the economically important nematode damage to plants in the tropical and warm-temperate zones of the world. Root-knot nematodes are those most often detected as causing problems in landscape ornamentals in the central and southern U.S. and may infest interiorscapes anywhere in the country.

The picture in turfgrasses is much more complex — several genera of nematodes can damage grass roots and not all grasses are equally sensitive to each genera. Worse, they do not cause such easily recognized symptoms on grass roots as do the root-knot nematodes on most of their broad-

Lance nematodes protrude from a St. Augustinegrass root after soil was washed from the root.

leaved hosts, so their effects are more likely to accumulate for a long time before they are recognized.

Nematodes are stress-causing organisms. They rarely cause a directly lethal disease. Instead, nematodes weaken plants by diverting energy that should go into normal growth or flower production by altering the growth of roots, injuring roots so they lose some of their most necessary tissues or preventing normal root growth.

In many cases, the most practical way to treat a nematode infection is to strengthen the plant that is infected, with special attention to the needs of healthy roots. Fertilization, watering practices and drainage, mowing practices for turfgrasses and improvement of the physical characteristics of the soil may all help plants withstand some nematode infection.

Of course, every pest has circumstances in which it simply overwhelms normal plant health efforts and nematodes are no exception. However, today's landscape manager has few or no highly effective nematicides that can quickly correct a serious



nematode problem on established plant material in the landscape. Why? How did we get into this situation, and what are the prospects for improving it in the next few years?

Wanted: Effective nematode control

The problem stems from a few basic facts about nematode biology and grounds management, coupled with the modern concern about environmental contamination with potent pesticides:

1. Nematodes are *aquatic* animals — if active, they are wet! This means that any control agent, chemical or otherwise, must reach them in water. All chemical nematicides are quite water-soluble.

2. Nematodes are small and their normal movements are not as likely to bring them in contact with a thin zone of treated soil as is often the case with soil-borne insects. We have to get the nematicide to the target organism, because it is very unlikely to contact a thin layer of treated soil by its own movement. Some nematodes live inside roots, so they are even more difficult to reach with chemical treatments. If we apply enough of a pesticide to produce a lethal dose of chemical throughout the volume of soil in which we want to control nematodes, the nematode control rate is almost always the highest on the label for products that are registered for both insect and nematode control.

3. Most of the pesticides marketed for nematode control in the past 25 years have been moderately to highly toxic organophosphate or carbamate compounds, potent cholinesterase inhibitors that are dangerous to fish, birds and all other warm-blooded animals, including man.

4. The soils in which nematodes affect plant roots most are sandy soils with little organic matter or fine mineral particles that could retain soluble compounds or water — the very soils that require the most irri-

gation to keep plants vigorous. This is a serious "nematicide dilemma" — the soils in which nematicides can be leached most easily through the soil profile and into subsoil and groundwater are those in which we need to apply extra water. This increases the risk of leaching even further — and these are the soils in which plants are most dependent on intact healthy roots. They are most sensitive to the damage caused by nematodes.

Hence, the combination of these four characteristics means that when using nematicides to reduce nematode populations in landscape ornamentals and turfgrasses, we have been applying high rates of toxic and water-soluble pesticides to situations in which necessary cultural practices have most increased environmental risks from



Nematode affected turfgrass roots (top) show a lack of branching and feeder roots which are necessary to bind particles to the roots, when compared to unaffected turfgrass roots (bottom).

their use. These factors, and others, have led to the loss of products formerly used as nematicides for turf and ornamentals.

Testing new nematicides

This situation obviously gives rise to high demand for effective nematode control agents that:

Know your nematicide

Many "new" products are being offered to the public as nematicides, ranging from new uses of very well known "traditional" pesticides to products based on materials used as natural nematicides for centuries to new products based on modern technology. Unfortunately, we have few research data by which to evaluate most of these products.

If considering them, keep these facts in mind:

► EPA registration of a product as a nematicide is no proof that it works — only that the product is acceptably safe when used as prescribed on the label for the uses claimed. EPA rarely requires proof of efficacy before labeling a product.

► The basic rules of biology and chemistry that apply to traditional pesticides (above) apply to any kind of nematicide: They must be water-soluble to reach the target and they are most needed in soils in which the risk of leaching is greatest.

That may be less important in terms of environmental contamination with the modern "soft" products, but it still

means that they will be lost more quickly from the root-zone where the nematodes live, so they will be where they are needed for a shorter period of time in the soils in which you most need their effects.

► A product or treatment that works for the claimed purpose in the cool, heavy soils of the upper Piedmont may be much less effective in the warm, heavily-leached sands of Florida.

- ▶ are environmentally benign;
- ▶ have low toxicity to humans and animals, both wild and domestic;
- ▶ are not phytotoxic so they can be used on a wide range of ornamentals and turf species; and
- ▶ if at all possible, can also claim to be "natural" — very attractive in today's market.

In 1998, we evaluated many "soft" (i.e., low in toxicity and environmental impact) products for turf nematode control under Florida conditions — exactly the set of circumstances most difficult for persistence of water-soluble compounds. The products tested included three whose "active ingredients" are living microbes: ACTINO-VATE PLUS® (*Streptomyces lydicus* WYEC108, an actinomycete; Natural Industries, Inc.); DENY® (0.6 percent *Burkholderia* (= *Pseudomonas*) *cepacia*, a bacterium; CCT Corp.); and PROSPERNEMA® (a proprietary formulation of spores of nematode-trapping fungi; Circle One International, Inc.).

Two others were comprised of compounds derived from living organisms: DITERA® (killed culture of a fungus, *Myrothecium verrucaria*; Abbott Laboratories) and an experimental product in early stages of research and development.

Two more were botanical materials based on plant products with histories of use as nematicides: NE-MAFERT® (mixture of rapeseed meal and neem cake; from Atlantic Australasia) and NEOTROL® (composed 100 percent of ground-up plants of a patented variety of sesame; Parkway Research Corp.).

The last of this year's "soft" candidates was a product originally developed as a sol-



Some of the new 'soft' candidate nematicides must be used at very high rates (approximately 1 ton/acre) giving the appearance of a very heavy topdressing on fine turfgrasses.

vent, but for which some nematicidal activity was discovered accidentally and demonstrated experimentally several years ago: SAFE-T GREEN® 18 (a proprietary blend of linear secondary alcohols reacted with ethylene oxide; SMI).

Unfortunately, none had an appreciable impact on nematode populations or their effects on warm-season turfgrasses in these trials (a total of over 10 field experiments), but the search continues. After all, there is a clear need for better nematode-control agents to protect landscape plantings in many

parts of America. With enough incentive, those products will be found.

Strive for root health

What can we do in the meantime? Do everything possible to favor root health and disfavor nematodes — improve soil organic matter content, attend to the nutritional

needs of roots, water for maximum root development and minimize other stresses that might inhibit root growth and function. If you decide to try some of the more environmentally friendly new products that claim some effect on nematodes:

- ▶ Manage soil and water to minimize leaching out of the root-zone once the material is applied correctly.

- ▶ Make objective comparisons with untreated plants, replicating all treatments three or more times to be sure that observed changes really result from treatment and not just chance.

- ▶ Sample all plots (including controls) before and after to be able to truly judge the merits of the new treatment.

The stakes may be high: Don't gamble too heavily on a product that is not proven to work in your conditions. A product that does not work in your situation costs money without giving you a return, may disenchant a good client and may lead to development of even more serious situations by delaying more positive action that could have been taken.

—The author is Professor of Nematology, University of Florida, Gainesville, FL.



Thin bermudagrass turf on a golf course fairly showing typical above-ground response to root stress caused by nematodes.



Yamahauler can be converted from a box application to a flatbed.



Kromer's Landscape Machine is a one-vehicle tool that can handle lots of landscape and grounds maintenance jobs because of a range of attachments.



Ground-Tek's GT Pro-Man has adjustable spray gun.

UTILITY VEHICLES:

They're small but turf-tested tough

By CURT HARLER / Contributing Editor

Our nominee for the most abused vehicle in the groundskeeper's garage is the utility vehicle. Grounds crews use the handy, motorized, miniature pickups the same way cowboys used to use horses: to carry loads, run errands and as basic transportation. Only today's cowboys don't treat the utility vehicle half as kindly as those of yesterday. Utility vehicles are subject to lots of stop-start driving, get overloaded with seed or fertilizer bags, are left in the rain and are victims of haphazard maintenance schedules.

Just as the perfect car would be designed with the lines of a Miata, the luxury of a Cadillac and carrying capacity of a Kenworth, the perfect utility vehicle would be able to zip around into tight spots, carry more than a pickup and glide over the turf-grass on those trips, leaving no marks behind.

As good as these utility vehicles are, each still has its special features. That requires some analysis before making the buying decision:

- ▶ Is the vehicle going to be used primarily to transport people and tools?
- ▶ Is it going to serve as the equivalent of a junior pickup truck?
- ▶ Is it expected to run all day without refueling, or will it be used for short hops?
- ▶ Should hydraulics or a PTO be attached so it can be used for other tasks?
- ▶ Is a tight turning radius required so the cart can maneuver between plant beds or shrubs?

The answers to most of those questions can be found in the handy utility vehicles and attachments found below.

AGRI-FAB
217-728-8388
www.agri-fab.com

Sullivan, IL-based Agri-Fab has a full line of lawn groomers, rollers, sprayers and carts. Their 4-wheel steerable axle cart is 16-gauge steel with

cont. on page 32



17 good reasons why a Bobcat long-wheelbase loader is the wise buy for landscapers.

1. The extended wheelbase on the Bobcat® 763, 773, 863, 873 and 963 skid-steer loaders not only makes for a significantly smoother ride, it also lets you lift heavier loads than a compact wheelbase machine. The operator works in smooth-riding comfort all day long.

2. Bobcat loaders are built to be dependable. Landscaper Roy Poirier of Barrie, Ontario, works each of his six Bobcat loaders up to 2,000 hours a year excavating, backfilling, grading, and loading and unloading topsoil and sod. "I can't say enough good about them," he explains.

3. Designed with muscle to spare, a Bobcat loader will dig all day — and can easily lift and carry sod, bricks, blocks and other heavy loads.

4. A hefty diesel engine with plenty of power makes every Bobcat loader a non-stop work-horse that quickly handles big jobs even in small spaces.

5. With brisk travel speeds, Bobcat loaders cover more ground in less time. "The loaders allow us to work faster and take on more and bigger jobs," says Eric Proffitt, co-owner of a landscaping firm in The Dalles, Oregon.

6. Besides being brawny and fast, Bobcat loaders have added reach and lift height to clear high-sided truck boxes and hoppers. Loading and unloading is a breeze.

7. Bobcat loaders come in sizes to match every job. The 773, for example, is our mid-size lift-and-carry champ. The somewhat larger 863 takes on heavy-duty work with added power and speed, and the extra muscle of the big 873 makes every landscaping job easier, faster and smoother.

8. The hydraulic pumps on Bobcat loaders are designed to generate plenty of hydraulic power to operate attachments like Bobcat® Augers, Landscape Rakes, Power Rakes, Trenchers, Tillers, Breakers and more. High-flow options are also available for some models.

