

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

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



## PENDULUM offers unsurpassed weed control

Herbicide	Crabgrass	Goosegrass	Foxtail	Poa Annua	Oxalis	Spurge	Henbit	Chickweed
<b>PENDULUM</b>	■	■	■	●	■	●	■	■
Barricade <sup>a</sup>	■	●	●	●	▲	●	■	■
Dimension <sup>b</sup>	■	●	■	●	■	●	●	●
Team <sup>c</sup>	■	●	●	●	●	●	NR	NR
Ronstar <sup>d</sup>	●	■	NR	●	●	NR	NR	NR
Surflan <sup>c</sup>	■	■	■	●	▲	●	■	■

Level of control

● Medium

▲ Medium-High

■ High

NR Not registered

<sup>a</sup>Novartis

<sup>b</sup>Rohm and Haas Co.

<sup>c</sup>Dow AgroSciences

<sup>d</sup>Rhône-Poulenc



® Registered Trademark, American Cyanamid Company © 1998 Always read and follow label directions. *The Power of Cyanamid Pendimethalin*



cont. from page 60

**SouthEast Easy Rider's** new Pickup Hauler is a 317-cu. ft. square mesh enclosure for pickup beds with an easy loading ramp and the ability to lock up equipment. Installation is easy, using four bolts and a mounting bar that remains out of the way when not in use. Call 800/535-2121.

[www.southeast-easyrider.com](http://www.southeast-easyrider.com)

**Holt Specialty Equipment's** trailer-mounted hoists (in bumper-hitch and gooseneck style) and truck mounted hoists roll completely off the trailer or truck and may be left at any location, giving the convenience of multiple containers at various job sites. The hydraulic lift and winch is powered by a gasoline engine or PTO unit of the truck. Call 800/643-8713.

[holtequipment.com](http://holtequipment.com)

**Intromark Inc.** manufactures the Gater, a tailgate replacement system that acts as an extension for longer loads and a restraint for smaller cargo loads. It is adjustable, stores conveniently and can lock in an upright position. Call 800/851-6030.

**S-N-G Equipment's** Contain-O-Shell is a one-piece mold containment polyethylene spray unit com-

patible with any full-size pickup. It is lightweight and may be installed quickly. Side door gives easy access to pump and filter. Call 800/874-0253.

**Jungle Jim's Accessory Products'** Gear Caddy to meet the storage needs of the landscape care industry, with trimmer, blower and tool racks. These racks ensure a



**Jungle Jim keeps tools in place.**

snug fit to prevent rattling during transport — as well as quick locking to deter theft. Call 888/844-JIMS.

**C & S Turf Care Equipment Inc.** has custom-designed spray rig truck bodies and spray accessories, including electric and gasoline skid sprayers. A fiberglass pickup unit combines a 350-gallon tank, three compartments, dual pumps and hose reels in a compact design. Westheffer's 450-gallon flatbed

cont. on page 64



**S-N-G's molded container.**



**Ford offers a full line of trucks.**

cont. from page 60

"We have 150 pieces of rolling stock, including 75 trucks. The only brand we allow is Ford. About 99% of these are diesel, because of their durability, ease of service and power."

*Looks for:*

► Diesel irrigation vans — "We use 14-ft. Ford E-350 diesel cargo vans. Interiors are customized with bins and pipe racks, as well as a ramp to load and unload a trencher. It's virtually a rolling irrigation store."

► Landscape construction flatbeds — "These are all Ford F-700 2-1/2 ton flatbeds, some with dump beds and removable sides for loading."

► Landscape maintenance flatbeds — "We use a one-ton flatbed with a 12-ft. bed and a big dovetail ramp that is the width of the bed, used to service the smaller properties. Another vehicle is a F-250 Super Cab that pulls a 20-ft. trailer."

► New idea — "The experimental vehicle this spring is a 14-ft. enclosed box van with a dovetail ramp — the Super Lawn Truck. Everything is self-

contained, and that should mean greater productivity for our crews."

► Aircraft-grade paint — "We use an aircraft-grade paint that holds up a lot better than other automotive paint."

#### Truck rating system

Dean Snodgrass, vice president of Dennis' Seven Dees Landscaping, Portland, OR, says his firm has about 75 trucks — all Fords.

"We use Ford's F-450 through 800 Series (diesel). For irrigation, we use trailers. We are making crew cabs a bigger part of our business."

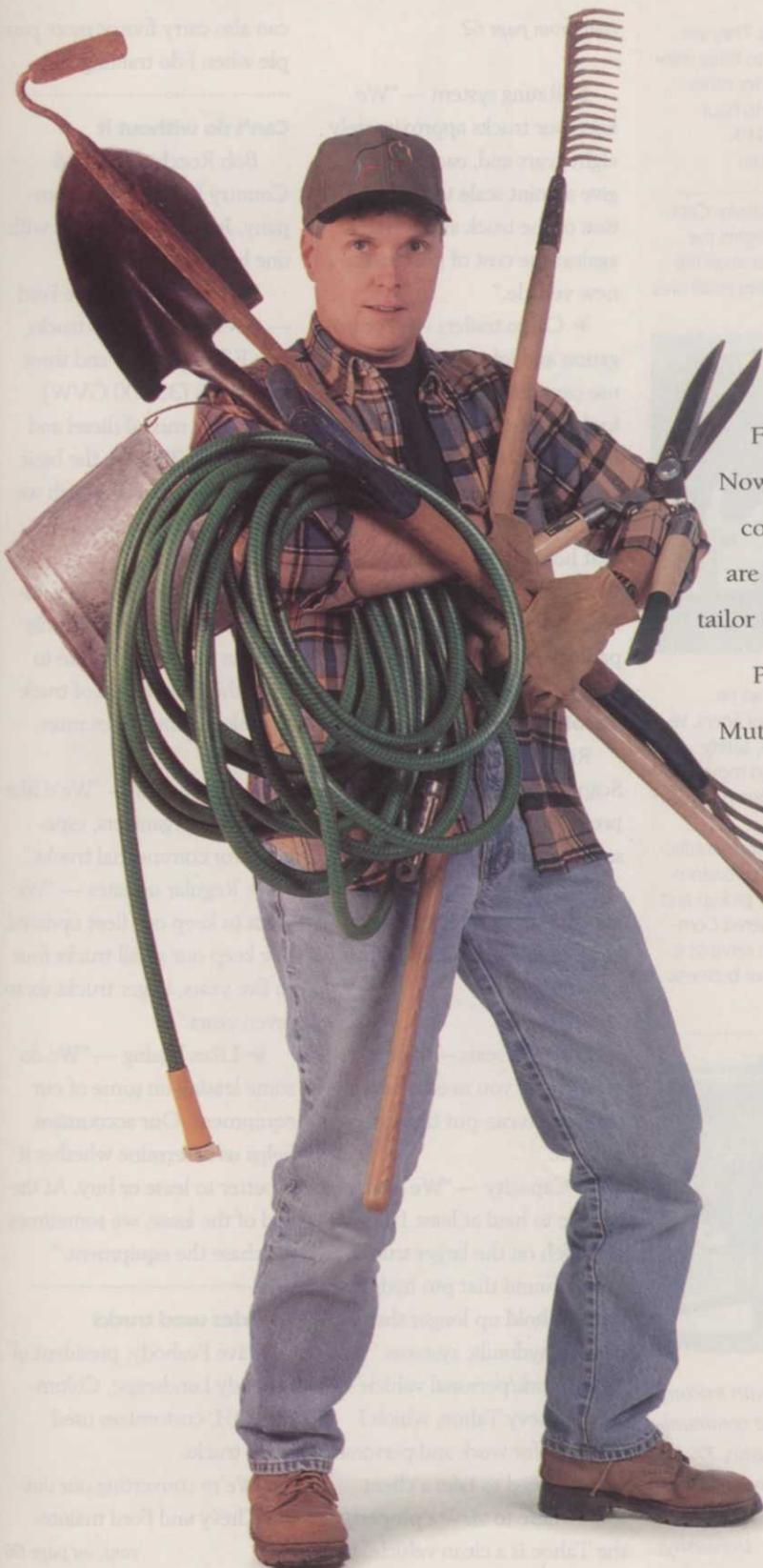
*Looks for:*

► Load capacity — "It is always a concern, as well as horsepower, hauling capacity and serviceability. My mechanics select the engine that they work on. I will special order my trucks based on their recommendations."

"Right now I am retiring some older vehicles and am trying to put together an F-450 Series crew cab with a short box dump. I want to carry medium-size loads, transport people and pull a 10-ft. trailer."

cont. on page 64

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\*May not be available in all states.



cont. from page 62  
unit, custom van unit or custom designs meet larger needs. Low Profile Tree & Shrub/Lawn Care unit fits nicely on the back of an Isuzu NPR. Call 800/872-7050.

**Graham Lawn Equipment's** ready-to-use spray rig units include the GLE 300-gallon model, with a Tuflex 30-gallon fiberglass tank and



**Graham Lawn spray rig unit.**

metal skid mounting on pickups. For medium-duty trucks, try the GLE HX 600 + 100 spray unit, for trucks with a GVW of 14,000 plus. Call 800/543-2810.

**Trimmertrap Inc.** offers a line of racks for protection from theft and damage, including racks for trimmers, backpack blowers, a combination rack for blowers, hedge trimmers and chain saws — as well



**Trimmertrap racks protect tools.**

as portable hand tool and accessory hand tool racks. Call 800/279-8727.

**Truck Buddy and Mobility's** family of durable, fiberglass pickup truck containers have pushbutton

loading and unloading. They are easily removed in two to three minutes, freeing the truck for other uses, and can be used to haul cargo. Call 800/220-0419. [www.truckbuddyinc.com](http://www.truckbuddyinc.com)

**Gempler's 1999 Master Catalog** of accessories highlights the MX50 tire changer — a small tire tool that makes changing small tires

quick and easy — ratchet tie downs, Husky truck floor liners, vehicle desks, first aid kits, safety items, water coolers and more. Call 800/382-8473. [www.gemplers.com](http://www.gemplers.com)

**Westheffer Co., Inc.** manufactures an impressive line of custom-designed spray units for pickup and flat-bed trucks. The covered Commander Body series can serve as a moving billboard for your business. Call 800/362-3110.

*Robert E. Reaves is with Irricom, a public relations and communications firm in Austin, TX. He holds a master's degree in horticulture from Oklahoma State University.*

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► **Rating system** — “We keep our trucks approximately eight years and, each year, we give a point scale to the condition of the truck and weigh it against the cost of purchasing a new vehicle.”

► **Cargo trailers** — “For irrigation and job-site shacks, we use cargo trailers. We can keep tools on site, acting as a warehouse.”

► **Theft deterrent** — “We’ve gone to a rack system that holds small hand tools. It’s theft proof and very organized. Now, everything is cabled and padlocked to prevent theft.”

**Gasoline engines are best**

Rick Kier, president of Pro Scapes Inc., Syracuse, NY, prefers gasoline engines for smaller trucks.

“All of our small trucks have gas engines, and larger trucks have diesel because they hold up better.”

*Looks for:*

► **Bench seats** — “For a crew truck, you need a bench seat so you can put three people in it.”

► **Capacity** — “We want to be able to haul at least 10 yards of mulch on the larger trucks. We’ve found that pto hydraulic systems hold up longer than electric hydraulic systems.”

► **Work/personal vehicle** — “It’s a Chevy Tahoe, which I use both for work and personal use. If I need to take a client somewhere to view a property, the Tahoe is a clean vehicle. I

can also carry five or more people when I do training.”

**Can't do without it**

Bob Rocchio, Town & Country Landscaping Company, Johnston, RI, sticks with one brand.

“All of our trucks are Ford — three F-350 dump trucks, two F-250 pickups and three LN-8000s (35,000 GVW). They are a mix of diesel and gas. Ford F-350s are the basic maintenance truck, which we use to haul trailers.”

*Looks for:*

► **The right fit** — “It’s important to match the vehicle with its purpose. We like to keep the same brand of truck to make maintenance more simple.”

► **Organizers** — “We’d like to see rear organizers, especially for commercial trucks.”

► **Regular updates** — “We want to keep our fleet updated. We keep our small trucks four to five years, larger trucks six to seven years.”

► **Likes leasing** — “We do some leasing on some of our equipment. Our accountant helps us determine whether it is better to lease or buy. At the end of the lease, we sometimes purchase the equipment.”

**Recycles used trucks**

Dave Peabody, president of Peabody Landscape, Columbus, OH, customizes used Isuzu trucks.

“We’re converting our one-ton Chevy and Ford mainte-

cont. on page 66

# Ram of all trades

From regular cab to dump truck, from wrecker to stake truck to flatbed utility, Ram is built for trade. Whatever the trade. With up to 11,000 pounds GVWR, and up to 20,000 pounds GCWR, depending on the model,<sup>1</sup> Ram offers the strength, as well as the flexibility of design, to do the job.



Our On The Job program is flexible about working around your individual needs, too. With it, qualified



**ON THE  
JOB**

commercial customers can get special APR reductions when financing through Chrysler Financial. We also offer TRAC,

Capital, and Municipal Lease options that allow customers to tailor-make a deal based on individual needs. Plus, you can choose from a \$300 cash allowance, a 100,000-mile/5-year Powertrain Care Plus<sup>SM</sup>



service contract with Road Hazard Tire Coverage, or select upfit package allowances.<sup>2</sup> And that's on the longest-lasting full-size pickups on the road.<sup>3</sup>

The only full-size pickups with the Magnum<sup>®</sup> engine lineup—featuring the 310-horsepower Magnum V-10 and the legendary 24-valve Cummins Turbo Diesel. And the only full-size pickups ever to be ranked “Most Appealing” by J.D. Power and Associates, having received this honor for four consecutive years.<sup>4</sup> Dodge Ram. Work with it.



Ram  The New Dodge

Call toll-free 1-877-ON-THE-JOB or visit [www.4adodge.com](http://www.4adodge.com)



<sup>1</sup>GVWR: Gross Vehicle Weight Rating; GCWR: Gross Combination Weight Rating. <sup>2</sup>Service contract option not available in AL, FL, MS, OK, or UT. No refund if canceled. Some vehicles ineligible. There is a \$100 deductible for each covered repair visit. Tire coverage covers only complete or pro-rated replacement for original four tires, excluding spare. See plan copy and full details at dealer. Upfitters are solely responsible for after-market modifications and equipment. <sup>3</sup>Based on percentage of 7/88-7/97 new pickup registrations still registered on 7/1/97. Data source: The Polk Company. <sup>4</sup>J.D. Power and Associates 1995-1998 Automotive Performance, Execution, and Layout (APEAL) Studies. <sup>SM</sup>1998 study based on 97,907 consumer responses. [www.jdpower.com](http://www.jdpower.com) Always use seat belts. Remember a backseat is the safest place for children. Properly secure all cargo.



cont. from page 64

nance trucks to 18,000 GVW Isuzus. The Isuzus have a cab-over style with 18-ft. cargo boxes that will be removed from the truck and converted to covered trailers with dual axles for mowing crews. They also have dual tanks which can be valved shut to function as one tank for truck fuel and the other for off-road fuel for the

► One type of customized truck for Peabody Landscapes.

lawn mowers (powered by an electric pump). Purchasing used Isuzu diesels with around 120,000 miles and customizing is more efficient. We are able to set up two trucks and trailers for the price of one new Isuzu. It doesn't make sense to buy new if you can find well-maintained used vehicles and customize them to fit your needs."



No one manufacturer. "We are not tied to one manufac-

turer. We think International is the best vehicle for medium-duty trucks. For supervisory vehicles, we prefer 3/4-ton Chevy trucks and for sales vehicles, Ford Rangers with extended cabs."

## Lawn trucks organize daily operations

For many years, Bonaire, GA-based contractor Tony Bass thought there had to be a better way to organize his landscape maintenance vehicles and make major reductions in the waste of time and money. He also wanted to eliminate theft of his equipment.

He customized a truck that would meet his goals and put it into actual use in his business, where it saved him 484.5 man-hours a year per crew of non-productive labor. Now Bass is offering his system to the entire landscape industry.

The Super Lawn Truck system consists of a 1999 Isuzu NPR Diesel truck; 16-ft. box van; hydro ramp; fuel station system; hand and power tool storage system; irrigation parts and inventory system; underbody tool storage system; media and marketing package; and custom paint job — all with a three-year unlimited mileage warranty and a one-

year warranty on all other products and workmanship. Cost is approximately \$44,000.

According to Bass, president of Super Lawn Trucks, his system allows contractors to:

► Stop wasting labor, loading and unloading equipment daily.



► Reduce fuel stops to once per week.

► Secure tools from thieves, accidental loss and bad weather.



► Organize tools so you know exactly what you have on the truck.

► Reduce warehousing needs by maintaining an inventory on the truck.

► Add simple irrigation repair jobs to your lawn maintenance crews.

► Improve your marketing efforts by having two 7x16-ft. rolling billboards.

► Redirect wasted labor hours into productive work hours.

For more information, contact Super Lawn Trucks at 912/923-0027 or on the web at [www.superlawntruck.com](http://www.superlawntruck.com).

### Clean really counts

Tynes Stringfellow, president of Jubilee Landscape, Inc., Fairhope, AL, is partial to Ford.

"We have 48 vehicles, most of which are Ford-250 Super Cab diesels with automatic transmissions. We like diesels because they run with less downtime and are also less expensive to maintain. I like Ford because they've been real good service trucks. My personal vehicle is a GMC pickup, and I really like it. Other Ford vehicles include several F-800 two-ton dump bodies, F-600 series. Many manufacturers don't think about the contractor when they build trucks."

Customization: "We pull everything on a utility trailer. Our landscape trailers have retractable tarps, which we use to haul plants, pavers, bricks and other job materials." **LM**

Receive FREE information on products and services advertised in this issue.

**LANDSCAPE**  
management

April 1999

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

**CONTRACTORS/SERVICE COMPANIES**

- 02  255 Landscape Contractors (installation and maintenance)
- 03  260 Lawn Care Service Companies
- 04  265 Custom Chemical Applicators
- 05  270 Tree Service Companies/Arborists
- 06  275 Landscape Architects
- 07  280 Land Reclamation and Erosion Control
- 08  285 Irrigation Contractors
- Other Contractors/Service Companies (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 Condominiums/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 Grounds-care (please specify) \_\_\_\_\_

**SUPPLIERS AND 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
- Other (please specify) \_\_\_\_\_

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

- 26  10 Executive/Administrator - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27  20 Manager/Superintendent - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28  30 Government Official - Government Commissioner, Agent, Other Government Official
- 29  40 Specialist - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30  50 Other Titled and Non-Titled Personnel (please specify) \_\_\_\_\_

**3. SERVICES PERFORMED (fill in ALL that apply)**

- 40  A Mowing
- 41  B Turf Insect Control
- 42  C Tree Care
- 43  D Turf Aeration
- 44  E Irrigation Services
- 45  F Turf Fertilization
- 46  G Turf Disease Control
- 47  H Ornamental Care
- 48  I Landscape Design
- 49  J Turf Weed Control
- 50  K Paving, Deck & Patio Installation
- 51  L Pond/Lake Care
- 52  M Landscape Installation
- 53  N Snow Removal
- 54  O Other (please specify) \_\_\_\_\_

**4a. Do you specify, purchase or influence the selection of landscape products?**

- 75  Yes 76  No

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

- 55  1 Aerators
- 56  2 Blowers
- 57  3 Chain Saws
- 58  4 Chipper-Shredders
- 59  5 De-icers
- 60  6 Fertilizers
- 61  7 Fungicides
- 62  8 Herbicides
- 63  9 Insecticides
- 64  10 Line Trimmers
- 65  11 Mowers
- 66  12 Snow Removal Equipment
- 67  13 Sprayers
- 68  14 Spreaders
- 69  15 Sweepers
- 70  16 Tractors
- 71  17 Truck Trailers/Attachments
- 72  18 Trucks
- 73  19 Turfseed
- 74  20 Utility Vehicles

**5. Do you have Internet Access?** 77  A Yes 78  B No

**5a. If so, how often do you use it?**

- 79  A Daily 80  B Weekly 81  C Monthly 82  D Occasionally

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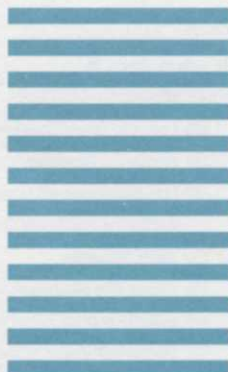
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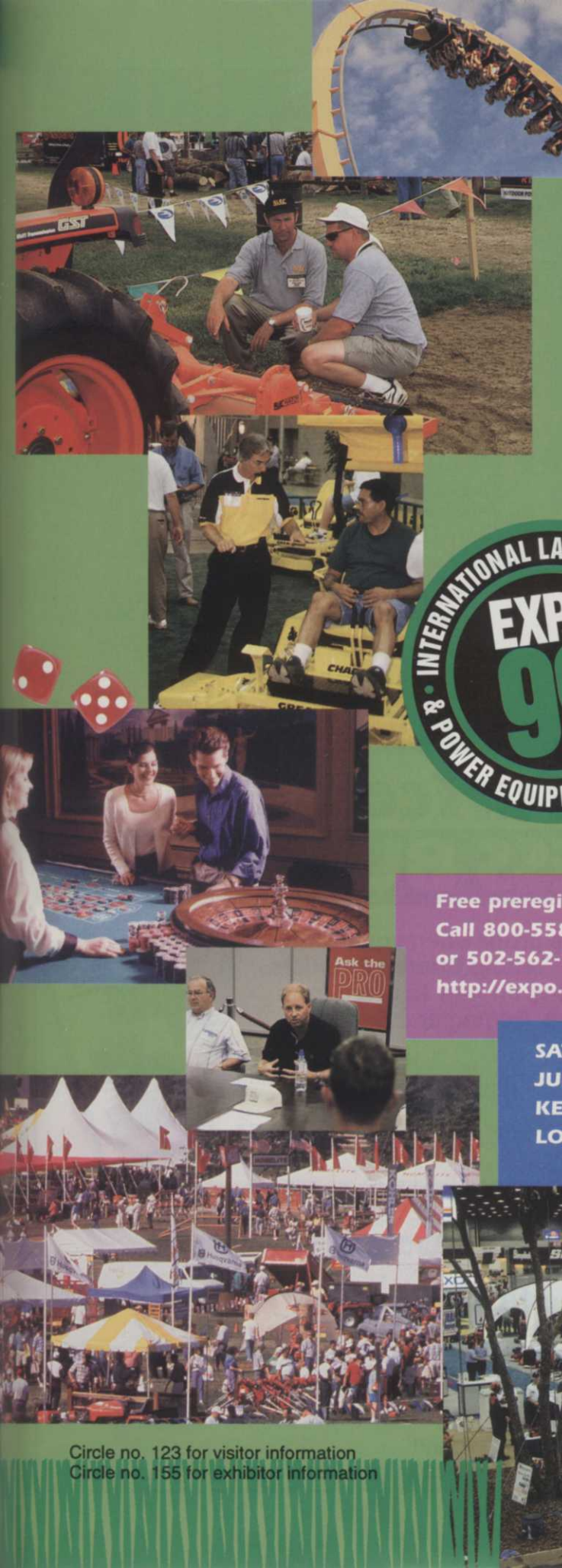
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105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192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





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# Events

## MAY

**13 Trees, People and the Law Seminar** Minneapolis, MN; National Arbor Day Foundation, 402/474-5655

**17-19 BioCycle National Conference** Albuquerque Hilton, NM; 800/661-4905

**19 North Carolina Turf & Landscape Research Field Day** North Carolina State University, Raleigh; Gene Maples, 910/695-1333

**25 Las Vegas Nevada Landscape Association Trade Show & Conference** Tropicana Resort and Casino, Las Vegas; Debbie Drew, 702/673-0404

## JUNE

**3 Pruning Trees and Ornamentals** University of Massachusetts, Amherst, MA; 413/545-0895

**10-12 2nd Annual Snow & Ice Symposium** Airport Marriot Hotel, Pittsburgh, PA; 814/456-9550

**15 Seed Field Day** Pure Seed Testing East Research Facility, Rolesville, NC; 919/556-0146

**18 Pennington/Seeds West International Warm Season Turfgrass Research Tour** Seeds West Arizona Research Facility, Maricopa, AZ; 520/783-2050

**24 Turf Research Field Day** UMass Turf Research Facility, South Deerfield, MA; Mary Owen, 508/892-0382

**25 Selecting, Planting and Maintaining Trees to Save Money, Time and Effort** UCR Extension Center, University of California, Riverside; Jan Crump, 909/787-5804; [www.unex.ucr.edu](http://www.unex.ucr.edu)

## JULY

**19-20 Legislative Day on the Hill & the Arlington Renewal Project** Holiday Inn Capitol, Washington, DC; PLCAA, 800/458-3466; [www.plcaa.org](http://www.plcaa.org)

**21-23: Turfgrass Producers International Summer Convention & Field Days** East Lansing Holiday Inn,

MI; Tom Ford, 847/705-9898; [www.turfgrasssod.org](http://www.turfgrasssod.org)

**23-25: ALCA Masters in Management for the Landscape Industry seminar** Hilton Chicago O'Hare Airport; Joan Haller, 800/395-2522; [www.alca.org](http://www.alca.org)

**24-26: Expo 99** Kentucky Expo Center, Louisville; 502/562-1962; <http://EXPO.mow.org>

**27: Midwest Regional Turf Field Day** West Lafayette, IN; Bev Bratton, 765/494-8039; [www.purdue.edu](http://www.purdue.edu)

## AUGUST

**1-4: International Society of Arboriculture Conference** Stamford, CN; Lisa Thompson, 217/355-9411; [www.ag.uiuc.edu/~isa](http://www.ag.uiuc.edu/~isa) **LM**



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