

panded metal tailgate. Optional landscaping box is a 2-ft. square locking box for blowers, trimmers, rakes. Box doubles as a work bench.

Circle No. 262

SUPERIOR SIGNALS 800/447-3693

Warn 'em or see 'em. Install a back-up alarm on any unit. The Safe-T-Alert 3000 series from Superior Signals comes in decibel ranges from 82 to 107. The STA-30572 can be manually adjusted. The Super-Sight collision avoidance system allows the driver of a vehicle to see objects out of sight of the rear-view



Superior Signals backup alarm

mirrors. Camera is mounted on the rear of vehicle, monitor put inside cab.

Circle No. 263

TAYLOR-DUNN CORP. 714/956-4040 www.taylor-dunn.com

Move up to 30 people with the E-Tram unit from Taylor-Dunn. Towing unit carries 8 people and pulls a set



Taylor Dunn Corp.

of trailers that carry a maximum of 12 passengers each. Towing unit has 36- or 48-volt drive train and moves as fast as 15 mph with a range of 24 miles per charge. It is designed for use in industrial parks, commercial complexes and universities.

Circle No. 264

TIGER LINE 419/628-3388

forsale@bright.net

The Side-Dump trailer from Tiger Line is a sturdy unit made of 12-gauge hot-rolled steel. One-person operation allows fast, easy dumping. Also available is the Stow-a-Crane, a 4-in-1, fold-away crane, power winch or trailer hitch. Unit folds down into the bumper but opens out to make handling loads up to one ton easy and safe.

Circle No. 265

Woods Equipment Co. 800/385-9798 www.woodsonline.com

Operator comfort and longer time between maintenance are the leading features of the zero-turn mid-mount M-series

Mow'n Machines from Woods. The M2250 as 22 hp and a 50-in. deck. The

M2560 has 25 hp and a 60-in. deck. Both models have Kohler engines, hydraulic deck height control, extended life spindles and Tunsten® carbide-coated blades.

Circle No. 266

Events

AUGUST

966-1610; www.azna.org

18 Ohio Turfgrass Research Field Day

Columbus, OH; 888/683-3445

18 Michigan Turfgrass Field Day

Michigan State University, East Lansing; 517/321-1660

18 University of Rhode Island Turfgrass Field Day

Kingston Campus, RI; 401/874-2481

20 ALCA Environmental Improvement Awards deadline (Exterior)

ALCA, 800/395-2522; www.alca.org

24 Building with Trees — Saving Trees at Construction Sites

Atlanta, GA; National Arbor Day Foundation, 402/474-5655; www.arborday.org

26 Turf & Landscape Research Field Day

Santa Clara, CA; 510/639-1271

27-29 ALCA Performance Management Symposium

Dallas, TX; 800/395-2522; www.alca.org

SEPTEMBER

7 Train the Trainer

Woodbine, MD; ALCA/Husqvarna, 800/395-2522; www.alca.org

8-11 RISE Annual Meeting

Beaver Creek, CO; 202/872-3860; www.acpa.org/riise

9-10 Southwest Horticultural Trade Show

Phoenix, AZ; Arizona Nursery Assn., 602/

12-16 American Society of Landscape Architects Annual Meeting

Boston, MA; 202/898-2444; www.asla.org

14 Southern Illinois University Turf Field Day

SIU campus, Carbondale, IL; 618/536-7751

14 Turfgrass Research Conference & Field Day

University of California, Riverside, CA; 909/787-4430

14-16 Northern Plant Symposium

Michigan State University, East Lansing, MI; Michigan Nursery & Landscape Association, 800/879-6652

15 Landscape Management Research Conference & Field Day

Univ. of California, Riverside, CA; 909/787-4430

15 Agricultural Research & Extension Annual Field Day

Virginia Beach, VA; 757/363-3906

15 Texas Turf & Ornamental Field Day

Dallas, TX; 972/231-5362

16-18 Florida Nursery & Allied Trade Show

Orlando, FL; 407/295-7994; www.fnga.org

19-22 International Public Works Congress & Expo

Denver, CO; 800/988-9218

27-30 Hawaii Mid-Pacific Horticultural Conference & Show

Hilo, HI; 808/969-2088; www.hena.org



Self-propelled stump cutter

The SC505 is a self-propelled, track-mounted stump cutter from Vermeer Manufacturing Co. Designed to go where towable stump cutters can't, the SC505 is only 51 in. wide. The chip decks can be removed for a narrow 35 in. width. The hydraulically driven two-speed ground drive system can travel at 120 ft./minute. The AutoSweep® system maintains the rated engine speed by automatically adjusting the swing rate of the cutter wheel for maximum horsepower and high productivity. The SC505 cuts 17 in. deep and 69 in. wide and has a 50-hp, Perkins diesel engine.

For more information call Vermeer 888/VERMEER, www.vermeer.com or

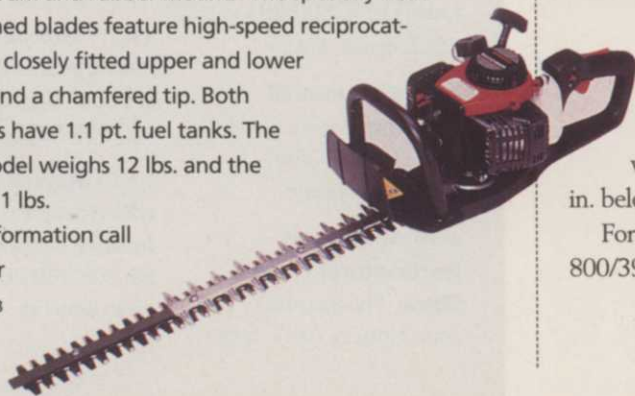
Circle No. 267

Kawasaki hedge trimmers

Kawasaki has two hedge trimmers to choose from: the 30-in., single-sided KHS750A and the 24-in., double-sided KHD600A. Both are powered by a TF22 two-cycle engine with a one-piece forged clutch drum and rubber mounts. The specially heat-treated, hardened blades feature high-speed reciprocating movement, closely fitted upper and lower cutting edges and a chamfered tip. Both hedge trimmers have 1.1 pt. fuel tanks. The single-sided model weighs 12 lbs. and the double-sided, 11 lbs.

For more information call 616/954-3091 or

Circle No. 268



Increase hydroseeding success

Hydropam®, from Stockhausen Inc., is a tackifier which is said to stay in solution better with no dust or lumps. Hydropam is an anionic polymer; the application rates are very low, it sets quickly and adheres well to the soil surface. The ability to water soon after mulching also increases germination. It comes with a measuring device calibrated in square feet to accurately measure the amount of Hydropam required.

For more information call 888/533-7764 or

Circle No. 269

Stump cutter for front mounts

Excel Hustler has introduced a stump cutter to its front-mounted tractors, the StumpCut'R. Combined with the zero-turn maneuverability of the 3000 and 4000 series, the



stump cutter can get in and out of position much faster than a self-propelled, trailer or walk-behind type stump cutter. Hustler power plants come in 23, 28, 38 or 54 hp and the 15-in. diameter cutting wheel can cut stumps from 15 in. above ground to 10 in. below ground.

For more information contact Excel Industries at 800/395-4757, www.excelhustler.com or

Circle No. 270

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

LANDSCAPE
management

August 1999

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 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: _____

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Fill in ovals as shown: ●

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 <input type="radio"/> A Mowing | 45 <input type="radio"/> F Turf Fertilization | 50 <input type="radio"/> K Paving, Deck & Patio Installation |
| 41 <input type="radio"/> B Turf Insect Control | 46 <input type="radio"/> G Turf Disease Control | 51 <input type="radio"/> L Pond/Lake Care |
| 42 <input type="radio"/> C Tree Care | 47 <input type="radio"/> H Ornamental Care | 52 <input type="radio"/> M Landscape Installation |
| 43 <input type="radio"/> D Turf Aeration | 48 <input type="radio"/> I Landscape Design | 53 <input type="radio"/> N Snow Removal |
| 44 <input type="radio"/> E Irrigation Services | 49 <input type="radio"/> J Turf Weed Control | 54 <input type="radio"/> 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 <input type="radio"/> 1 Aerators | 62 <input type="radio"/> 8 Herbicides | 69 <input type="radio"/> 15 Sweepers |
| 56 <input type="radio"/> 2 Blowers | 63 <input type="radio"/> 9 Insecticides | 70 <input type="radio"/> 16 Tractors |
| 57 <input type="radio"/> 3 Chain Saws | 64 <input type="radio"/> 10 Line Trimmers | 71 <input type="radio"/> 17 Truck Trailers/Attachments |
| 58 <input type="radio"/> 4 Chipper-Shredders | 65 <input type="radio"/> 11 Mowers | 72 <input type="radio"/> 18 Trucks |
| 59 <input type="radio"/> 5 De-icers | 66 <input type="radio"/> 12 Snow Removal Equipment | 73 <input type="radio"/> 19 Turfseed |
| 60 <input type="radio"/> 6 Fertilizers | 67 <input type="radio"/> 13 Sprayers | 74 <input type="radio"/> 20 Utility Vehicles |
| 61 <input type="radio"/> 7 Fungicides | 68 <input type="radio"/> 14 Spreaders | |

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
104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
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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I would like to receive (continue receiving) LANDSCAPE MANAGEMENT free each month: Yes No

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- 20 345 Airports
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- 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) _____

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- 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
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- 71 17 Truck Trailers/Attachments
- 72 18 Trucks
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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
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109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
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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

Commercial edger from Scag

A durable commercial edger, this product features a



10-in. milled-edge blade for heavy duty edging and a longer life. Constructed of 0.25 by 0.25-in. bar stock, the edger has no movable parts near the drive head, no springs to break and no sliding boom or tilt quadrant to wear out. The blade head is a solid mounted boom, with belt-tensioning idler pulley and sealed ball bearings.

For more information call Scag at 920/387-0100 or

Circle No. 271

Hi Technology introduces soil additive

DinoSoil (humate) is an all natural organic mineralizer and soil conditioner. It has 35% organic content and NPK, as well as sulfur, magnesium, calcium, iron and trace minerals.

For more information call Hi Technology at 888/208-2281, www.hitechnoproducts.com or

Circle No. 272

Ryan aerator features stable design for slopes

The Ryan Lawnaire V features a stable, extra heavy duty design, ideal for sloped or undulating surfaces. It has a 26.5-in. aerating width, 0.75-in. core-type tines and can penetrate up to 2.75 in. at a rate of more than 29,000 sq. ft. per hour. It is available with a 4-hp Honda engine or a 3.5-hp Briggs and Stratton.

For more information call Textron Turf Care and Specialty Products at 414/637-6711 or

Circle No. 273



Five attachments for New Holland skid steers

There are five new attachments to add to the list of the more than 70 skid steer attachments from New Holland. The FFC lift boom is able to lift objects into and out of hard to reach spots.

The EZ Digger™ shovel-style digger can handle a wide range of jobs and is available in widths of 12, 16, 25, 30 and 36 in.

The Sweepster Push Broom can be used just about anywhere and is a low-cost alternative to rotary brooms.

The EZ Grader cuts and grades when



going either forward or backward and comes in widths of 66, 72, 78, and 96 in.

The Grouser Soft Tracks reduce ground pressure by up to 50%, providing excellent traction in mud, sand, snow and similar conditions, and the tracks won't damage asphalt and other hard surfaces.

For more information call New Holland at 717/355-1371 or

Circle No. 274



Trencher just fits residential uses

The Little Beaver Kwik-Trench Earth Saw is the ideal portable trencher for residential uses. The features include: low purchase and operating costs; light weight yet strong; digs a furrow up to 12 in. deep at 20 to 30 ft. per minute; and digs a narrow 2- to 4-in. slit that is easy to backfill.

For more information call 409/327-3121, www.little-beaver.com or

Circle No. 275

New formulation for Orthene

Orthene Turf, Tree and Ornamental Spray 97 (OTTO 97) is available in a more concentrated, pelleted formulation. This broad-spectrum product kills on contact or systematically as the insects feed. The higher percentage of acephate in OTTO 97 allows applicators to use lower application rates. In the residential and commercial turf markets, OTTO 97 can be used to control mole crickets, cutworms, fall armyworms and chinch bugs.

For more information call



Valent Professional Products at 800/89-VALENT, www.valent.com or

Circle No. 278

Floratine provides agronomic solutions

Floratine's biostimulant product line combines foliar nutrients and phytochemicals, including: Astron for cool-season grasses to encourage root development and stress tolerance, and Per "4" Max for warm-season grasses to encourage density and prolific rooting. Floratine also has a biological solutions product line of products with various microorganisms and enzymes: Floradox, a synergistic biological approach to enhance a plant's natural defense system to pathogens; Terrabact for nutrient cycling and mycorrhizal health; and Grofax for beneficial soil microorganism health and proliferation.

For more information call Floratine at 901/853-2898 or

Circle No. 276

Growth stimulant for both new and established grasses

Bio-Flex™, an all-natural growth stimulant from True Pitch, is an engineered soil composition that enhances fertilizers or works

on its own to enable grasses and other plants to more readily use available soil nutrients. Continued applications of BioFlex are said to result in faster grass growth and development of superior root systems.

For more information call 515/967-2303 or

Circle No. 279

Stick edger with wheels

The guide wheels on the John Deere XT120SE stick edger keeps your line straight. A large, 9-in. blade, angled shaft and wide guide wheels make it easy to use. The 1.2-hp edger features the M-Series engine and has a cutting depth of 2.5 in. Designed to run cooler with less vibration, the unit has features to reduce sound, including a low-tone muffler, intake silencers and lined clutches.

For more information contact 800/537-8233 or

Circle No. 277

Emerald Isle biostimulant boosts root growth

GroWin™ is a granular biostimulant product said to increase foliar and root growth of both cool- and warm-season grasses, whether seeded, sodded or sprigged. GroWin produces an additive response over and above fertilizers and soil amendments. Studies at the University of Rhode Island and the University of Arkansas showed more rapid, robust leaf growth, improved stress tolerance and increased speed of turfgrass establishment. Other products include: Panaseá and Panaseá Plus, biostimulants from sea plant extracts.

For more information call 800/628-GROW or

Circle No. 280

Todd Perkins joined **Van Waters & Rogers** Professional Products & Services business unit as a turf and landscape specialist. Lyn Hitt is manager for the South Central district.

American Cyanamid Company named Rich Kalik national accounts manager and Joseph Visaggio marketing manager for the professional turf and ornamental products.

Aquatrols Corp. promoted Demie Moore to director of marketing/liaison, Jennifer Wuilfe to customer services representative and Lé Mon Steward to assistant production manager. Newly hired: John Wilson, territory manager for Pacific Northwest and Western Canada; David Neff, corporate information systems manager; and Carolyn Moore,

sales/marketing administrative assistant/project coordinator.

Becker-Underwood Inc. hired Dr. Larry Butler to research new product developments for seed germination



Dr. Larry Butler



Cozette Hadley-Rosberg

and plant growth stimulation, and promoted Cozette Hadley-Rosberg to vice president of sales and marketing.

Rohm & Haas has received a label expansion for its Eagle® fungicide, now approved for use on pink snow mold.

Hunter Industries named Tom de Cavalcanti district sales manager for southeastern FL and the Caribbean; Steve Harrison district sales manager for southeastern FL and Atlanta, GA; David Evers district sales manager for the mid-Atlantic states; and Dave Peters district sales manager for metropolitan NY, Long Island and NJ.

Great Dane broke ground in Jeffersonville, IN, for a new factory. The first construction phase, which is expected to be occupied by December, will



Dane Scag and Rick Cudahy

construct 70,000 sq. ft. for assembly, R&D and warehousing.

Encore Manufacturing's third addition to its production facility in 10 years adds another 25% to the facility.

John Deere received two awards for innovative design of its 200 series skid steers. The Industrial Designers Society of America awarded a Silver IDEA99 for its "distinctive appearance and obvious attention to performance, safety and efficiency." The American Society of Agricultural Engineers awarded Deere with a 1999 AE50 award for outstanding innovations in product technology.

Jeff Wadhum has joined **LasTec Products** as regional sales manager for the Midwest.

Monterey Chemical Co. received approval for an expanded label for Kaligreen, for control of powdery mildew. The new label now includes ornamentals, roses and turf.

Steve Yoltiz, vice president - marketing at **Textron Turf Care and Specialty Products** is now responsible for business development while Peter Whurr has been promoted to vice president — product management.

Thomas Bros. Grass, Milberger Turfgrass, Elsberry Greenhouse and C&D Turfgrass have merged into **Turfgrass America Inc.** The Granbury, TX, firm has 10 farms and nine South-east wholesale/retail outlets.

LM

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

IRRIGATION SUPPLY CATALOG... for 1999-2000 is available from Century Rain Aid. Over 150 pages include products, photos, performance charts, detailed installation drawings, manufacturer's tips, feature lists and job site applications. Designed to be a year-round reference tool for the landscape irrigation professional, the catalog can be obtained by calling 800/347-4272, www.rainaid.com

HOW MUCH IS YOUR BUSINESS WORTH?... Find out with Nilsson's "Guide to Buying or Selling Green Industry Businesses." This book addresses what you need to know and how to avoid mistakes. Available from PLCAA, book cost is \$45 for members and \$49.50 for nonmembers, plus \$3 S&H. To order call 800/458-3466.

MAKE PROFITABLE DECISIONS... when making landscape estimates. The third edition of "Landscape Estimating Methods" offers a logical, methodical system for estimating jobs, scheduling and managing a landscape business. The 300-page, illustrated book includes sample bids and estimates as well as reproducible forms. Available for \$62.95 through bookstores (ISBN 0-87629-534-0) or by calling R.S. Means Co. at 800/334-3509.



Our business is growing yours.



If you want help growing your lawn maintenance business, you owe it to your future to look at a U.S. Lawns franchise. Our team will provide you with, step-by-step systems to grow your business, maximize efficiency, cut costs, and even satisfy the toughest customers. And as part of the U.S. Lawns family, you'll be recognized as a company with a reputation for getting the job done right the first time. Which can mean more quality time for you and your family. For more information on becoming a U.S. Lawns franchisee, call us today at 1-800-US LAWNs. After all, our business is growing, yours should be too.

www.uslawns.com

Circle No. 113



"I earn 78% more with a FINN HydroSeeder®"

Brian Kerber, The Lawn Firm, Excelsior, MN

"I bought my first hydromulching machine for price. But it's a toy compared to my new FINN HydroSeeder. I've easily doubled my production."

HydroSeeder for as little as \$149 a month. You'll soon know why the most successful contractors agree, "Nothing makes money like a FINN HydroSeeder." Call today.

No other machine compares to a FINN HydroSeeder for high production and long trouble-free service life. You'll get faster loading, better coverage, longer spray distance, and more reliable performance. You can get a real

FINN
HydroSeeder®
Innovative Equipment Enhancing
the World's Landscape

1-800-543-7166

9281 LeSaint Drive, Fairfield, OH 45014

Fax: (513) 874-2914

www.finncorp.com

HydroSeeder® is a registered trademark of FINN Corporation.

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