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LANDSCAPE
management

February 1999

This card is void after April 15, 1999

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 PHONE (____) _____ FAX (____) _____
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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 Groundscare (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
- 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
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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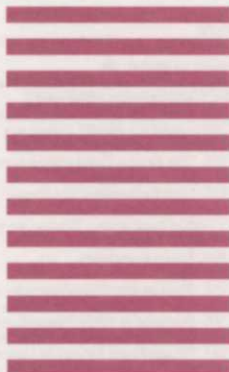
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- 30 50 Other Titled and Non-Titled Personnel (please specify) _____

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 | 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?

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112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316



The Spade, you can dig it

The Spade is a reasonably priced, versatile attachment for any brand skid loader. This unique, patented design is ideal for a variety of tasks. Digging trenches for drain pipe installation or irrigation, transplanting trees and shrubs and even retaining wall construction are all within the ability of this simple attachment. The boom-like design and chain attachment also allows easy unloading of planting stock from trailer to planting site.

For more information contact Triple D Enterprises at 800/478-7077 or

Circle No. 265

EZ dispensing systems

CCI Products, Inc. introduces a family of products for the small equipment, power tool industry. The EZ Oiler and EZ Pumper containers measure and meter two cycle oil/gas ratios using a patented ratio/ounce dial and pumping system for no math and no mess. Crankcases and gas tanks are filled with exact amounts from 2/10ths to 6 oz. The one-gallon containers also have a dial lock and a 24-inch extendible spout add to the ease of use. The EZ Pumper is also able to drain fluids and is good for specialty additives.

For more information contact Sharon Suffolk, CCI Products, Inc., at 248/486-6901, fax 248/486-6945, email ccipro@aol.com or

Circle No. 266



Animal repellent from Sweden

Plantskydd™ is a Swedish-made, 100% natural, non-toxic animal repellent that offers up to six months of protection against browse damage. Made from specially processed edible animal protein, vegetable fats, salt and water, animals avoid plants before they bite, not after. Plantskydd repels deer, elk, moose, rabbits and possum with

an odor which is not offensive to humans.

Plantskydd is available in 2.2 lb. dry powder packages which is combined with 1.5

gallons of water. The solution is applied by dipping the plant in or spraying, and it will stick, even under severe snow/rain-fall conditions, for six-plus

months over winter or four-plus months with a spring or summer application. Also available in a pre-mixed 1-L spray bottle.

Forest companies, nurseries and landscapers find Plantskydd to be effective for trees, flowers and



Distance® Fire Ant Bait

Valent introduces this newly approved fire ant bait that stops the queen from reproducing. When Distance is applied around the fire ant mound, workers take the bait granules back to the colony where the queen and immature fire ants feed. Degeneration of the reproductive organs causes sterility in the queen and developing ants. Within three to four weeks there is substantial colony mortality and within eight weeks the majority of the colony has been eliminated.

Suitable for a variety of locations, application can begin in early spring or summer at the first sign of fire ant activity. Distance works best as a broadcast treatment but can also be used as a mound treatment.

For more information contact Valent at 800/89-VALENT, on the web at www.valent.com or

Circle No. 267

shrubs. For more information contact Claude Boisvert, Tree World, at 800/252-6051, fax 604/885-3535, email tree-world@sunshine.net or

Circle No. 268

Biofertilizer products from PHC

Plant Health Care, Inc. (PHC, Inc.) introduces Healthy Start™ biofertilizer planting tablets. The 12-8-8 macro tablets contain spores of nitrogen-fixing and phosphorus-solubilizing bacteria together with a blend of slow-release nitroform fertilizer, natural organic nutrients and humic acid to enrich the soil and promote healthy, consistent plant



growth. They will not burn or damage tender plant roots. Healthy Start tablets can be used in existing landscapes, on balled-and-burlapped, bareroot and containerized plants and on seedlings, and are available in 21-, 7- and 3-gram sizes that last up to two years.

BioPak and BioPak FE biostimulant products with beneficial bacteria are specifically designed to stimulate root growth and reduce stress on trees, shrubs and ornamental plants. They were developed to provide the beneficial bacteria, humic acids, amino acids, vitamins and sugars naturally found in healthy soil ecosystems. BioPak improves water and nutrient uptake and stimulates beneficial microbial activity in the soil. BioPak FE is specifically recommended for lawns, trees and shrubs which display iron deficiencies, with 10% chelated iron.

For more information, contact PHC at 800/421-9051, fax 412/826-5445 or

Circle No. 269

Biostimulants from PBI/Gordon

Two new biostimulant products are now available: Focus®, formulated to enhance the vigor and stress tolerance of turf exposed to intensive use or maintained at a high quality level; and Launch®, for application where seeding, sodding or sprigging are used to establish or renovate turf.



Focus contains cytokinins and auxins from cold water kelp, humic and fulvic acids, triple-chelated iron and organo-modified siloxane surfactant. Launch is a manure-based product with the same biostimulants ingredients as Focus.

For more information call PBI/Gordon at 800/821-7925 or

Circle No. 270

Update your older skid steer loader

The "Uni-Hitch" Hitching System from Kasco allows "universal hitch" attachments to be used on older Case, Gehl, John Deere, Mustang and New Holland skid steers. The original attaching plates stay in place so that the original attachments can still be used.



For more information contact Kasco Manufacturing Company at 800/458-9129, on the web at www.kascomfg.com or

Circle No. 271

Growth Products for plant growth

A variety of choices for crystal-clear liquid fertilizers from Growth Products, Ltd., includes recent introductions:

- Starter Plus 8-32-5 (with 50% Slow Release Nitrogen), a high phosphorus solution, ideal for newly seeded areas and for hydroseeding.
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Iron) is formulated for year-round fertilization and provides a high potassium to nitrogen ratio, immediately available for uptake, and is good for problem turf areas.

- Organic Iron 5% (Sugar Acid Chelate) is derived from a naturally fermented chelation process, is extremely stable and more effective than EDTA in higher pH soils.
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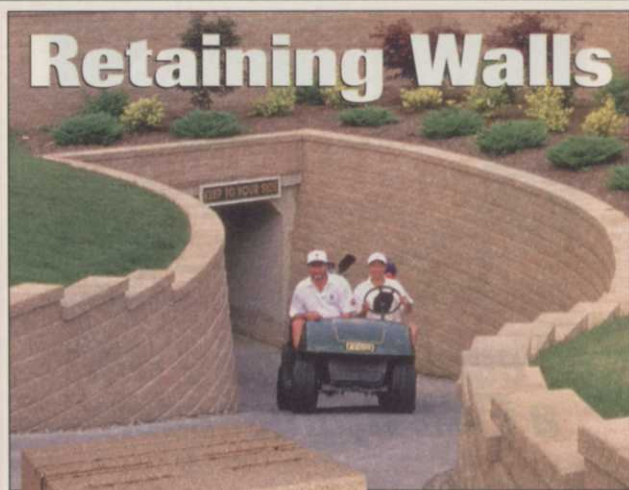
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Aerating Hole Pattern.....	Straight Rows With Holes Spaced at 4" Inches Apart
Aerating Speed.....	2.5 to 5 MPH
Aerating Rate.....	Up to 105,000 Sq. Ft. Per Hour
Transport Speed.....	Tractors road Speed
Drive Type.....	540 PTO Drive

• Dealer Inquiries Invited •

Planet Air Aerator (by Bjorge Manufacturing, Inc.)

Austin, MN 55912

Office Phone/Fax: 507-437-7796

David: 507-433-5788 • Scott: 507-455-0073

Patent registered to Bjorge Manufacturing Inc.

Circle No. 132



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Circle No. 133

AD INDEX

129	AA-Tech, Inc.	85
106	American Cyanamid	79
121	American Cyanamid	41(reg)124
117	American Honda Power Equipment	53
118	Bayer	24-25
132	Bjorge Mfg, Inc.	86
125	Bluebird International	77
	Dodge	20-21
	Dow Agrosiences	32-33
130	Earth and Turf	85
105	Echo, Inc.	4-5
128	Finn Corp	85
108	FMC Specialty Products	56-57
111	GMC Truck	8-11
112	Grasshopper	17
113	Howard Price Turf Equipment	55
140	J J Mauget	75
109	John Buhler, Inc.	7
	John Deere	43-48
103	Kubota Tractor Corp	3
102	LESCO (American Cyanamid)	CV2-1
115	LESCO, Inc.	15
114	Melroe Bobcat	13
133	Millcreek	86
	New England Turfgrass Assoc	77
126	Nissan Diesel	59
127	Nitro-Green Corp	85
110	Oregon Tall Fescue Commission	71
101	PBI Gordon	CV3
116	Plant Health Care	26-27
107	Rexius	7
122	Rhone Poulenc	64-65(reg)
119	Rohm & Haas	36-37
124	SNG	70
104	Turf-Seed, Inc.	CV4
120	TifSport	40
131	Versa-Lok Retaining Wall System	86
125	Walker Mfg	29
123	Yazoo Kees Mfg	63

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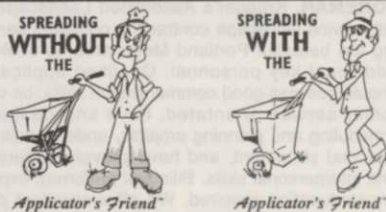
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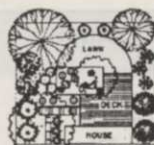
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HELP WANTED

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Qualifications include:

Three (3) or more years experience supervising landscape maintenance personnel, knowledge of all phases of commercial and residential landscape maintenance including chemicals, pesticide applicators license, great motivational and organizational skills. **Excellent salary and benefits.**

Fax resume to (901)754-4554 by 03/31/99
Your reply will be kept confidential.

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Fax: 508-587-2494

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Established residential design/build landscape company on Long Island's South Fork seeks an experienced manager to develop a new full service maintenance division. Candidates must possess strong communication and organizational skills, ability to train and supervise others, be self motivated and committed to integrity and professionalism. Experience with organic management principles and mechanical ability a plus. Minimum of 3-5 years in similar position necessary. We offer an attractive salary/benefits package, a comfortable working atmosphere and an opportunity to develop a rewarding career.

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Fax: (516)329-5147

Landscape/Irrigation Foreman: Fast growing landscape construction and irrigation co. is seeking experienced individuals to perform and supervise others in the day to day operations of landscape and irrigation installations and maintenance. Must have strong communication skills, valid driver's license, and knowledge of all landscape techniques and equipment. Must be willing to learn, three years of landscape or related field experience is required. Supervisory experience preferred. Opportunity for fast advancement for the right person. Salary competitive and based on experience. Fax resume to: 978-276-3400, or mail to: DiCicco Landscape & Irrigation, 10 Marblehead St., North Reading, MA 01864 3/99

Fast paced Design-Build Firm needs Landscape/Irrigation Foreman to install high end residential projects. Year round employment, salary plus bonus & benefits. Minimum 3 years infield experience. Must have references, be self-motivated & well organized. Charlotte, N.C. (704)598-2266. 3/99

FLORAPERSONNEL, INC. In our second decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 1740 Lake Markham Road, Sanford, FL 32771. PHONE (407)320-8177. FAX (407)320-8083. Email: Hortsearch@aol.com. Website: <http://www.florapersonnel.com>. 12/99

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DEPARTMENT MANAGER - CONSTRUCTION AND MAINTENANCE: Full-service design-build firm located in Northeast New Jersey seeks dynamic self-starter to oversee landscape department and sell and manage construction projects. Require a growth-oriented, team player with three to five years landscape sales/management/production experience. Excellent leadership, organizational and communications skills a must. A degree in Horticulture or Landscape/Grounds Management desired. Responsibilities include estimating; sales; scheduling and supervising crews; purchasing and inventory; and budget and profit control. Excellent career opportunity with growing, progressive company with outstanding 20-year service record. Competitive salary and benefits. Send or fax resume to: Jacobsen Landscape Design and Construction, 41 Birch Street, Midland Park, NJ 07432. 201-444-4334. Attention: Personal Department 2/99

LANDSCAPE CONSTRUCTION SUPERVISOR/IRRIGATION CONSTRUCTION SUPERVISOR/LANDSCAPE CONSTRUCTION FOREMAN/IRRIGATION CONSTRUCTION FOREMAN. Krueger's Associated Landscape, a full service landscape contracting company servicing the beautiful Portland Metro area, is seeking additional key personnel. Qualified applicants should possess good communication skills, be customer service orientated, have knowledge of scheduling and planning projects, understanding a financial statement, and have proven leadership and interpersonal skills. Bilingual preferred, experience/education required. We offer excellent pay, full benefits and advancement opportunities. For immediate consideration please fax resumes to (503) 647-9861, or call (503) 647-1000. 3/99

Landscape Maintenance Supervisor Responsible person needed to oversee lawn maintenance operations. 3-5 years exp. Must be able to organize, motivate and work in the field with crews. Salary 38-40K, vac., bonus, ret. plan. Fax or mail resume to: Monroe Landscaping, Inc., 100 Foster Street, No. Andover, Mass 01845 Fax: (978)989-0934 2/99

Join The Company That Changed the Industry! True or false: 1. You know you're better than what the boss thinks. 2. You're tired of company rhetoric. 3. Your ability to train and help others is one of your strongest points. 4. You're a bit of a "rebel" and believe in your opinion. 5. You like to work hard but really enjoy playing hard. **4 Or More True Answers?** Then we want to talk to you. NaturaLawn of America's continued growth has created another regional manager position for operational/technical support. If you enjoy people, communicate well, and have experience in business and training, we want you!!! Fax your resume in strict confidence to (301)846-0320 or e-mail us at natural@nl-amer.com. www.nl-amer.com. 2/99

Landscape Foreman/Crew Leader Fast paced design/build firm needs landscape foreman to install hi-end residential projects throughout New Hampshire. Year round employment, bonus plan and benefits are offered. Seeking individuals that are self starters, to plan, assign and direct work on a daily basis. Applicants must hold a valid drivers license. Send or fax resume to: Pellettieri Associates, Inc., 199 Old Pumpkin Hill Road, Warner, N.H. 03278 (603)456-3678 FAX (603)456-3229. 2/99

JOIN OUR WINNING TEAM! Pennink Arrimour, Inc. is an award-winning, premier landscape contractor servicing Philadelphia and its surrounding area, Northern and Central New Jersey, and West Palm Beach, FL. We have immediate opening for: Construction Forepersons, Branch Managers, Irrigation Technicians, Maintenance Forepersons, Pesticide Applicators and Mechanics. We offer an excellent salary and benefits package in an innovative, team environment which promotes tremendous growth potential! For immediate consideration, call 1-800-886-1653; fax (215) 659-9317; email dcarpinoxxpennink-arrimour.com. Check us out on the Web at www.pennink-arrimour.com. EOE 2/99

Production Coordinator-For design/build firm. Duties include working with sales staff in preparing plans for harmonious flow of landscape projects, in field training of landscape personnel and coordinating equipment usage. Candidate must be organized and well versed in construction/hardscape. Salary commensurate with experience; benefits. Mail or fax resume to Riepenhoff Landscape, Inc., 3872 Scioto Darby Creek Rd., Hilliard, OH 43026; 1-614-876-4862. 2/99

LANDSCAPE SUPERVISOR Individual will lead and manage landscape activities for multiple west-side apartment communities. Applicant must be a team player, possess strong communications, organization, and interpersonal skills. Be detail-oriented and have previous supervisor experience. Requires knowledge and hands-on experience in soil repair; fertilization; irrigation; weed control, pesticides, chemical licensing, and diseases; and equipment operation and repair. Will perform grounds keeping duties including planting, mulching, mowing, and clean up. Salary based upon experience, competitive benefit package. Please send resume to LM Box 530 2/99

Place your ad today!

HELP WANTED

ESTIMATOR/PROJECT MANAGER Large, fast growing Colorado landscape installation contractor seeking full-time estimator/project manager. Must have experience estimating irrigation and landscape installation projects. Knowledge of golf course development and landscape maintenance industry a plus. Computer skills necessary. Average contract size \$600,000.00. Health insurance and profit sharing benefits included. Send salary requirements and resumes to Urban Farmer, Inc., 3232 S. Platte River Dr., Englewood, CO 80110 or call 888-643-3276. 2/99

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Grab Bag

Dr. Pat Cobb takes new path

Dr. Pat Cobb retired in mid-January as Professor of Extension Entomology at Auburn University, Auburn, AL, but she probably won't be slowing down. Pat had been in the position for 21 years.

"I've had the best of all worlds," Pat told LM a week before her retirement from Auburn, where she had also earned her masters and doctorate degrees. "I've gotten to teach some and get back into the classroom a little bit. I've gotten to research and I've gotten to do extension and the reason I've gotten to do that is because I didn't have a research counterpart and I was afraid that I wouldn't have something to tell folks."

Dr. Cobb insisted she's going to remain in the industry. In fact, most of her first month of retirement promised to be busy, including a stint helping out at Penn State University and a speaking engagement for the Florida Turfgrass Association.

"I'm a bug person and I want to get back to being an entomologist," said Pat, who insisted she's going to remain very active in the green industry—at least for a few more years.

Have mowers, will work

Mark Silva has paraplegia; Bob Clendenin and Steve Ford have quadriplegia. All three are successful landscape professionals through the use of modified zero-radius mowers.

Clendenin's career started several years ago when he approached Larry Boellner of A.J. Boellner, Inc., a Grasshopper mower dealer in Maumee, Ohio. Boellner hesitated to sell Clendenin a mower, but he relented after Clendenin insisted on a test drive which he accomplished with surprising efficiency.

"After we made sure he could operate the controls properly, he took off," remembered Boellner. After a few modifications to the mower, Bob Clendenin was off and running.

"It's the best thing that ever came along for Bob," said his mother, Linda Clendenin. "Now, it's like he has a new purpose, and he's excited to get up in the mornings to get to work." Bob's ability to operate the mower and his willingness to work long hours have provided him with as many customers as he can service.

Inspired by Clendenin's success, longtime friend Steve Ford is also realizing his dream of owning and operating a custom lawn mowing business in northwest Ohio. Ford was selected as the subject of the program to modify a Grasshopper zero-radius mower for use by an individual with quadriplegia. The mower was equipped with a five-point harness, a dry chemical suppression system in the engine compartment, a modified seat and extended control arms.

In North Attleboro, MA, Mark Silva is a common sight operating his zero-radius mower. Silva, who has paraplegia, mows with a 48-inch cutting deck in season, loads and removes leaves in the fall and plows snow in his neighborhood in the winter. "I'm able to transfer onto the (mower's) deck from my wheelchair easily," said Silva.



Mark Silva and his modified mower

GIE Emerald Awards Draw

Your votes really do count. The two days of the GIE Show in Nashville brought in a lot of entries for our Emerald Award choices for 1999. As promised, we drew one name for each day of the show, for a \$150 prize. The winners are:

• Thomas Tarbox of Tarbox

Landscaping, Yorktown, NY

• Kenny Sprague of Sprague's Lawn Service, Inc. of Ligonier, IN.

Thanks to everyone for their votes. For those of you who weren't at the show or didn't fill out a ballot with your Emerald Award choices, check out the ballot on page 80 of LM and mail or fax it in.

We're offering even more money — \$500. You could be a winner too!

Grab Bag features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you'd like to share with us, please send it in...