

Walker Manufacturing Company

PRODUCT FOCUS:

Walker manufacturing designs, develops and manufactures a line of compact, mid-size commercial riding mowers and attachments. The mowers are targeted for use in landscaped areas with combinations of trimming and open space where quick maneuverability and fitting into tight spots increase productivity.

MANUFACTURING FACILITIES:

The company's factory is at Fort Collins, CO, situated on 25 acres. It has 100,000 square feet of manufacturing area and 16,000 square feet of offices and research and development. The manufacturing operation includes parts fabrication, welding, painting and assembly. Fifteen acres of irrigated turfgrass around the facility provides in-site test mowing area. The current facility will allow growth to produce up to 25 units per day.

TECHNICAL SUPPORT / TRAINING:

The factory customer service staff is available for technical support to dealers and end-customers. A dealer program is administered by 33 independent territorial distributors across the U.S.

MAJOR PRODUCT LINES:

Walker makes mid-size commercial riding mowers and attachments. Five tractor models have gasoline or diesel engines from 11 to 25 hp. Nine interchangeable mower decks with cutting widths from 36 to 62 inches are offered, each with grass collection, side discharge or mulching available. Six front-mounted implements are also marketed: two snow blowers, a rotary broom, a dozer blade, a dethatcher and an edger.



Manufacturing
Fax number
(970) 221-2619
E-mail address
walker@frie.com
Website
www.walkermowers.com

Walker Manufacturing Company

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Fort Collins, CO 80528
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E-mail address:
walker@frie.com

Website:
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Staff:
Bob Walker, President
(Marketing/Finance)
Dean Walker, VP
(Engineering/Manufacturing)
Max Walker, VP (Chairman)
Bob Tomasek, Customer
Service/Warranty

Date Founded: 1957

Woods Equipment Company

PRODUCT FOCUS:

Woods Equipment Company is a leading full-line manufacturer of implements and attachments for the turf and grounds care, agricultural and construction markets. This year, Woods introduced its first mid-mount zero-radius commercial mowers, the M-Series Mow'n Machine. The M-Series, available in two models—the M2250 (22 hp, 50-in. deck) and the M2560 (25 hp, 60-in. deck)—complement the existing line of front-mount Mow'n Machines. Woods extensive line of turf and grounds products also include under-mount, rear-mount and Turf Batwing wide-area finish mowers, rotary tillers, post hole diggers, chipper/shredders, snowblowers and landscaping implements. In an effort to better serve its dealer base in the new millennium, Woods recently has made several strategic acquisitions including: Central Fabricators (CF), manufacturers of pin-on excavator buckets; Alitec Corporation, manufacturers of hydraulic-powered attachments for skid steer loaders; and TISCO, a leading distributor of aftermarket replacement parts.

MANUFACTURING FACILITIES:

Woods employs about 1,500 people nationwide, manufacturing its products in Oregon, IL; Sioux Falls, SD; La Mirada, CA; Fargo, ND; Charlotte, NC; and Hubbardston, MA. A new manufacturing facility is under construction in Gardner, MA. The acquisitions of Central Fabricators, Alitec and TISCO add facilities in Schofield, WI; Brownsburg, IN and St. Paul, MN. Regional distribution centers are located in Oregon, IL; Fargo, ND; Sacramento, CA; Nashville, TN; Richmond, VA; Dallas, TX and St. Paul, MN.



Woods Equipment Company

6944 Newburg Road
Rockford, IL 61108
(815) 381-6028

(Angela Kay Larson, Manager
Marketing Support)

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Staff:

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& General Manager, Parts

Steve Starrett, General
Manager, Construction

Steve Creider,
Vice President & CFO

Steve Vandemore,
Vice President, Business
Development

Mark Fryer, General Manager,
Corporate Human Resources

Angela Kay Larson,
Manager, Marketing Support

Date founded: 1947

TECHNICAL SUPPORT/CUSTOMER SERVICE:

Woods products are sold through a nationwide network of authorized dealers. In addition, Woods employs a direct sales force whose primary responsibility is servicing the dealer network.

MAJOR PRODUCT LINES:

Turf & Grounds—Mid-mount and front-mount Mow'n Machine zero-radius mowers, under-mount, rear-mount and Turf Batwing wide-area finish mowers, rotary tillers, post hole diggers, chipper/shredders, snowblowers, landscaping implements, and pulverizers, seeders and core aerators.

Construction—Wain Roy quick coupler systems, grapples and specialty buckets; Gannon excavator and tractor/loader attachments and vibratory plate compactors; Central Fabricators pin-on excavator buckets; and Alitec hydraulic-powered skid steer attachments.

Agricultural—Batwing flexible wing rotary cutters, singles-spindle cutters; SkidTools buckets, bale spears, manure and grapple forks; front end loaders; and Alloway shredders, cultivators and defoliators.

Additional information on the extensive Woods product line is available via the internet at www.woodsonline.com.



Western Products

PRODUCT FOCUS:

Western Products manufactures a full line of snowplows and salt and sand spreaders for four-wheel drive trucks. Snow and ice control products are distributed through a nationwide network of distributors.

MANUFACTURING FACILITIES:

Plows and ice control products are manufactured in three plants located in Milwaukee, WI; Johnson City, TN; and Rockland, ME.

TECHNICAL SUPPORT / TRAINING:

Western Products distributors, located throughout the snow belt, sell wholegoods, service parts and provide service and warranty support for all product lines.

MAJOR PRODUCT LINES:

Products include: steel and poly blade snowplows in 6.5' to 10' blade widths and hopper, insert-type spreaders in steel and stainless steel and four models of tailgate-type spreaders

Western Products

7777 N. 73rd Street
Milwaukee, WI 53223
(414) 354-2310

Fax number:

(414) 354-8448

E-mail address:

info@westernplows.com

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www.westernplows.com

Staff

Eric Smitsdorff, Sales and
Marketing Manager

Rick Coolman, Advertising
Manager

Date Founded: 1950



- ▶ walk-behinds
- ▶ trailerable cutters, or
- ▶ very large, tracked, self-propelled cutters.

The walk-behind cutters typically involve small engines powering a cutting head, which the operator must muscle through the stump. A favorite of rental stores, these small cutters can be man-killers, as Mike Nissely discovered. They can be difficult to position and hard to hold in place.

Trailerable cutters are much more powerful, with far larger engines. They cut very quickly, but are can take a long time to get situated for cutting.

Self-propelled cutters back down from no stump, dead or alive. Their engines sometimes approach 200 hp, and they might include dual hydrostatics and even remote control operations. And they might cost \$25,000 or more.

Reinventing an idea

Nissely lives in a city that he calls “the tree capital of America.” Down in Tallahassee, his three options in hand, Nissely soon discovered so much work that he found it necessary to invent a fourth option.

“Back then, I knew I’d have to go to a tow-behind unit or to a crawler, and frankly, I wasn’t much impressed with the efficiency of either one,” he recalls. “So I began to look around for another way to cut stumps.”

Nissely’s father had taught him to weld and showed him how to think for himself, which came in handy when he stumbled across a very old Excel Hustler 275, which he found parked and unused behind a friend’s barn. This gave Nissely more ideas.

Unfortunately, he didn’t own the cutter. His friend refused to sell, so Nissely searched for other similar old models. He quickly found two in Georgia. Both were tired, with blown engines, but still factory-strong in the frame and with the zero-turn capability that stood at the heart of his big idea: To join a high-powered stump-cutting head to a tractor that could position it just so.

Cutter takes life

Nissely gave new life to those old models by rebuilding them, and experimented how best to join the cutter to the tractor. Soon after, he had a strong platform with the ability to turn on its own axis, speed on the straightaways, narrow and

Mike Nissely is an impressionable young man. Even as a high school kid, he noticed ways a guy might made a living. A good friend’s father cut stumps every day, and Mike filed that fact in a back of his brain.

A few years later, working as a mechanic in a rental equipment store and needing a little extra money, Nissely remembered the work his buddy’s father did, and he bought himself a used grinder. When he advertised his stump grinding services in Tallahassee, FL, he had a half-dozen jobs a month. There was plenty of stumps to grind, if he didn’t wear himself out first.

Hard, hard work

As his business began to grow, Nissely began to grow tired. “Anyone who has run a hand-operated grinder knows that if you run that thing all day, you’ll be begging for mercy by day’s end,” he remembers. He understood his options:

Stump cutting, reinvented

agile enough profile to weave in and out among still-standing trees and lightweight enough to allow it to go on landscaped properties.

With a second prototype on the job, Nissely called the people who made his tractor of choice. He had ideas of partnership. Excel engineers recognized right away that a good idea was lying right there under their noses.

The partnership resulted in a 15-in. cutter wheel that can be attached to the Hustler 3000 or 4000-series tractors. Nissely's idea to mount a conventional stump-cutter on a zero-turning-radius tractor would result in more mobility, productivity and ease of operations on the job.

He can use the combination of units for both mowing and stump cutting in wide or tight spaces, and get quick cutting head positioning and both forward and sideways cutting movements through various size stumps. The combination with front-mount mowers allows for accurate and controlled side-to-side movements, good speed from stump to stump and minimal impact on the turf.

As a contractor using his cutter on as many as 20 jobs a day, Nissely has thought about all the ingredients of productivity. Key to his thinking is a dozer blade that backfill the hole as the grinding is completed. On larger stumps, the blade pushes the chips out of the cutter's way as the grinding continues. His model has cutting heights from 23 in. above ground level to 14.5 in. below ground.

Like a knife through hot butter

On his first job with the new blade attachment, Mike Nissely moved onto a 3-acre site where he ground 65 stumps in 90 minutes. With a set of newly sharpened teeth on the cutter, he sped through the 15-in. pine stumps with their sap and soft, stringy wood in a time that even surprised him.

"I use the hydraulics on the blade to flip the mulch back into the hole, then move on the next stump," he says. Typically, his cutter rips through a 24-inch stump in less than four minutes and then positions itself in a half a minute on the next stump to disappear.

Nissely uses his cutter all day, almost every day, imposing huge amounts of wear on the machine. But it's still more useful than the others he



Nissely's solution

Mike Nissely had only three options for stump cutters:

- ▶ walk-behinds (requiring lots of muscle)
- ▶ trailerable cutters (sometimes hard to maneuver)
- ▶ large, tracked, self-propelled cutters (can be very expensive)

His solution:

- ▶ strong platform that can turn on its own center-axis
- ▶ unit gives speed on straight-aways
- ▶ narrow, agile in profile to move in tight areas
- ▶ lightweight that won't tear up the ground

Nissely's first job with his invention

- ▶ 3-acre site
- ▶ He ground 65 stumps in 90 minutes
- ▶ Flips mulch back into the hole from the blade
- ▶ Cutter rips through a 24-inch stump in less than four minutes .

tried. Nissely says even a high school kid could see the difference.

For more information, contact Hustler Turf Equipment, Excel Industries at 800/395-4757; www.excellhustler.com



The Bob-Cat ZT 100 features independent power and control to each wheel for enhanced maneuverability.



The mid-sized Walker Rider is one of the more compact zero-turn radius mowers available. Five Walker tractor models are available.



Z-Trak F620 from John Deere features a low center of gravity that makes it stable on hillsides and maneuverable in tight spots.

SCORE A ZERO, WIN AT MOWING

BY CURT HARLER/ Contributing Editor

Anyone who has spent a few hours driving a mower around shrubs, weaving around path lighting or going through other tight areas understands that a mower that has a zero-turn radius is a godsend.

If you're responsible for working in the field, you'll sing the praises of a zero-turn mower's maneuverability. That means less time cutting and less time on foot following the mower with a weed whacker.

If you're the landscape operation's chief mechanic and dog owner, however, it is likely that you will also appreciate the smaller size of the zero-turn mower. That means more equipment can be placed on a shorter trailer. Most zero-radius turn mowers are 61 in. to 80 in. long, a substantial savings over the full-sized four-wheelers that can eat up an extra foot or more on transportation equipment. It also may mean that a smaller trailer can be used on jobs that require only mowing equipment, while larger, heavier twin-axle trailers can be held back for moving skid-steer loaders to

job sites where the equipment demand is greater.

Cutting decks come in all the typical sizes and most companies make a full line of attachments and accessories for their zeros.

ARIENS
920/756-2141

www.ariens.com

Ariens offers its EZ Rider™ EZR1648 powered by a 16-hp Briggs Vanguard engine. This dual hydro-drive, 647-lb unit features a 48-in. cutting deck. Its pivoting front axle provides the operator with a smooth comfortable ride.

Circle No. 250

BLACK ROCK MFG.
203/259-6750

This zero-turning radius mower is made of tough 10-gauge deck material with seven-gauge sides. Units with cutting decks of 48 in. or 52 in. come with engine options including the 17-, 21- or 23-hp Kawasaki twin cylinder

with electric start; or choose a 25-hp Kawasaki on the 61-in. deck model. All have a 10-gallon fuel tank to keep workers busy.

Circle No. 251

BOB-CAT
414/637-6711

www.ransomes.com

The Bob-Cat ZT 100 zero-turn radius riding mower features independent power and control to each wheel for enhanced maneuverability. Unit offers a 41-in. cutting swath and is powered by a 20-hp Kohler Command V-Twin air-cooled gas engine. Noncavitating hydraulic traction dampers make for easier operation in tight places or on hilly, rolling terrain. A 200-series also is available with 61-in. cut and 22- or 25-hp engines.

Circle No. 252

BUNTON
414/637-6711

With a 31-hp, liquid-cooled Briggs & Stratton Daihatsu gas engine, the new Bunton BZT31 is designed for long life. It has a 72-in. cutting deck to maximize productivity and an optional ROPS system. The cut height is infinitely adjustable



Bunton BZT31

from one to five inches and the mower has an electronic deck life and adjustment system that controls height by flipping a switch. All components in the unit are designed for easy maintenance and service.

Circle No. 253

BUSH HOG
334/460-2595

www.bushhog.com

The new line of Zero Turn Mowers from Bush Hog comes with a choice of 18-, 22- or 25-hp Kohler Command air-cooled engines, or a 22 hp Kawasaki water-cooled



Bush Hog's zero-turn mowers with 18-, 22- and 25-hp Kohlers.

model. Mowers come with choice of 48-, 54- or 60-in. deck widths, heavy duty gear boxes and four anti-scalp rollers. They have infinitely variable speeds to 8 mph forward and 6 mph reverse. The exclusive torsion bar makes deck height adjustment easy and allows operator to flip the deck 90 degrees with the lift bar.

Circle No. 254

JOHN DEERE
800/537-8233
www.deere.com

Stable on hillsides and maneuverable in tight spots, the zero-turn radius Z-Trak F620 from John Deere has a low center of gravity. It is 80-in. long and comes with cut widths of 48-, 54- or 60-in. mower deck flips 90° for easy blade access. The front-mount mower gets under bushes and fences. The unit is powered by a 20-hp overhead-valve 4-cycle gas engine.

Circle No. 255

DIXON INDUSTRIES
800/264-6075
www.dixon-ztr.com

The ZTR-7025 zero-radius turn mower, the newest commercial unit



The Dixon ZTR-7025 mower

from Dixon Industries, is powered by a 25-hp Kohler Command engine. The full-floating deck is available with 52-, and 60-in. options with 1.5 in. to 4.5 in. cut heights. It offers easy underside access for blade maintenance. The 7025 can hit 10 mph on open ground, making short work of big mowing jobs. Accessories for mulching, grass catching and pushing snow are available.

Circle No. 256

ENCORE
402/228-4255

The compact Z-series mowers are compact, midmount riders in 42-, 48- and 52-in. versions. All have zero-radius turning and direct hydraulic drive. Decks are reinforced with specially positioned steel channels to reduce vibration and give a



Encore Z-52 model

level cut. High-lift blades, anti-scalp rollers and large turf tires protect the grass. The Z-52, shown here, has a 20-hp Vanguard V-twin engine.

Circle No. 257

EXMARK
402/223-4010
www.exmark.com

Exmark's new 52-in. Lazer Z Horsepower offers a tiny footprint with its zero-turn maneuverability and exceptional traction and stability. The ultra-high blade-tip speed, high-lift blades, and flow-control baffles combine to deliver a quality cut even at high mowing speeds. The low center of gravity and wide



The Turf Tracer

drive-tire stance, along with the exclusive deck forward design, offer superior trimming control and visibility—the operator can see the tires from the seated position.

Circle No. 258

FERRIS INDUSTRIES
800/933-6175
www.independentsuspension.com

The new ProCut-Z from Ferris Industries has a dual-point floating front axle that keeps all four wheels



ProCut-Z

in contact with the ground even on uneven terrain. Independent suspension maximizes operator comfort, traction and mower life. Powered by a 25-hp Kohler and kept running by twin 4-gallon fuel tanks, it offers independent left and right speed control levers, seat actuated

engine kill, blade/clutch safety switch and neutral and parking brake safety circuit. Comes with 52- or 61-in. deck, adjustable in quarter-inch increments from 1.5 inches to 5 inches.

Circle No. 259

THE GRASSHOPPER CO.
316/345-8621

With forward speeds up to 8.5 mph, the Model G2-700 Series zero-radius mower from Grasshopper



G2-700 from Grasshopper

per gives a quality cut in record time. The Gemini2 Dual-Path Hydrostatic Drive delivers reliability in dirty, dusty conditions. Liquid-cooled diesel or gas engines are fed by an 8-gallon fuel tank. Cutting widths of 44-, 48-, 52-, 61- or 72-in. are available. Quik-D-Tach mounting system adds attachments in minutes.

Circle No. 260

GRAVELY
800/472-8359
www.gravelly.com

Check out the reduced maintenance times on the 260Z zero-turn mower from Gravelly. Tungsten carbide-coated blades stay sharp and the XL Spindles reduce time spent greasing. The Air-Flo Deck expels clippings faster using a 21-in. wide discharge tunnel. A nine-gallon fuel tank keeps the mower going all day long. The manufacturer says those



260Z mower from Gravelly

features cut daily maintenance time by up to 30 minutes. That means the mower pays for itself in under 24 months.

Circle No. 261

GREAT DANE EQUIPMENT
812/246-8770

Great Dane offers several innovative zero-turn radius mowers—the Surfer hydro walk-behind, the Chariot (cutters decks of 52 and 61 in.) and the Chariot, Jr., (decks of 48 in. and 52 in. wide). The Chariots feature center control levers, low seat height for maximum stability on hills, excellent visibility for trimming and an extra wide wheel stance.

Circle No. 262

HUSTLER
800/395-4757
www.excelhustler.com

Hustler has just introduced its first rear-steer, out-front rider in three 3000-series models. The unit is available in 3200 zero-turn, 3200 rear steer, or 3400 rear steer 4x4 configurations. The 3200s are pow-



3000-series from Hustler

ered by a Kubota 23-hp diesel. The 3400 is 28 hp. All of these 3000-series tractors use H-Bar Steering, similar to motorcycle steering. Speed and direction controls are hand-operated. Extra-high-lift BacVac catcher, tractor-mounted edger, 55-in. snow thrower and assorted mowing decks are available.

Circle No. 263

LASTEC
317/271-4223
www.lastec.com

The Model 425D Articulator is an 8-ft. wide, 38-hp diesel zero-turn radius mower from LasTec. It features four individual 25-in. articulating mower decks. The firm's patented belt drive system lets mower decks float over contoured turf without scalping or missing

grass. It can be configured to mulch or for side discharge. It comes with hydraulic mower deck lift system, headlights and flashers for night work and a certified ROPS.

Circle No. 265

LESCO
800/321-5325

The Viper is a midmount, zero-turn mower in a compact 78-in. package. Designed with one-piece



Viper features anti-scalp deck

welded square tubular steel frame for strength and rigidity, it is powered by a 23-hp Kawasaki twin-cylinder OHV power plant. Comes with a 54-in. or 60-in. anti-scalp floating deck and cut heights from 1.5 inches to 5.5 inches. Unitized hydraulic pump/motors provide power and speeds up to 8.6 mph forward, 4.3 mph in reverse.

Circle No. 266

MTD PRO
877/MTD-PRO1
www.mtdproducts.com

The zero-turn MTD 1852 Pro Widetrack is the newest member of the MTD Pro line. The mower features an 18-hp Vanguard



MTD 1852 Pro

V-Twin Engine and 52-in. fixed fabricated cutting deck. Dual hydrostatic transmission allows on-the-go tracking adjustments, and electric start and backup recoil mean there is no excuse for not getting to work. Tapered roller bearings in the spindles provide added reliability. Optional bagger and mulching kit is available.

Circle No. 267

HOWARD PRICE TURF EQUIPMENT
636/532-7000

The Blazer 360Z leads the line of zero-radius mowers from Howard Price. Units are available with 52-, 60- and 72-in. cuts and decks are offset to the left for better trimming around trees. Extra-wide throat allows even grass discharge. Floating front axle provides superb cutting flotation, operator comfort and reduces chances of frame breakage. Units are powered with either a 22- or a 25-hp Kohler, or a 23-hp Kawasaki engine.

Circle No. 268

RICH MFG.
765/436-2744

Whether you want to walk or ride, the Convertible is the one machine that lets you do both. This hydro walk-behind converts to a zero-turn rider just by pulling a pinch It comes with 48- 52- or 61-inch deck and choice of Kawasaki or Kohler engines. Grass catcher, sprayer, aerator, thatcher or Convert-A-Barrow options are available.

Circle No. 269

SCAG
920/387-0100
www.scag.com

Tame out-of-control grass with the

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

LANDSCAPE
management

September 1999

This card is void after November 15, 1999

NAME (please print) _____
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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 Grounds (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
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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LANDSCAPE
management

ADVANSTAR COMMUNICATIONS INC
PO BOX 5054
PITTSFIELD MA 01203-9697



LANDSCAPE
management

September 1999

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pFill 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 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
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