

The pool area at Oasis Pines features water-efficient plantings.





IT'S ONLY HUMAN NATURE TO WANT THE BEST OF BOTH WORLDS.

The conventional wisdom on grub control is shifting from a curative to a preventive approach. Fortunately, MACH 2® Turf Insecticide offers effective preventive grub control with a powerful curative component as well.

Apply MACH 2 once before egg-hatch to prevent grubs all season long. Or apply shortly after egg-hatch to cure grubs up through the second instar. Make the choice that suits your schedule and resource availability.

And don't worry about watering MACH 2 in immediately. Unlike other products that degrade on the surface in a single day, MACH 2 can wait 2 weeks or more for your customers—or

mother nature—to water it in without sacrificing effectiveness.

Prevent or cure. Unmatched irrigation flexibility. Effective control with an award-winning environmental profile. Only MACH 2 truly gives you the best of all possible worlds.

For more information, call 1-888-764-6432 ext. R3107, or visit our website at www.mach-2.com.


Turf Insecticide

**IT'S ALL YOU NEED
TO PREVENT OR CURE.**

Circle No. 123 on Reader Inquiry Card

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Always read and follow label directions.

PRESIDENTIAL GREEN CHEMISTRY CHALLENGE WINNER

SOLUTIONS FOR A GROWING INDUSTRY

Landscape

MANAGEMENT

Corporate capabilities

ASV Inc.



ASV Inc.'s RC-30 All Surface Loader



ASV Inc.

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Web site:
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E-mail address:
blemke@asvi.com

Date Founded: 1983

Staff:

Gary Lemke, President/CEO
Edgar Hetteen, Vice President
Don Powell, Director of Sales

Product Focus:

ASV Inc.'s products are all based on ASV's revolutionary rubber-tracked technology. ASV's main product, the RC•30 is a compact, versatile rubber-tracked loader. Its low ground pressure and specially designed rubber tracks allow it to travel across lawns with minimal damage to the surface. ASV's larger Posi-Track models have similar features but in a much larger, more powerful package. The Posi-Track 2810 features an 83 horsepower diesel engine and only 2.5 psi of ground pressure.

Manufacturing Facility:

ASV operates out of a 105,000-square-foot manufacturing plant in Grand Rapids, Minn. The facility features a dealer service training center, all corporate offices, production and parts distribution. Having all functions under one roof allows ASV to be very responsive to its dealers and customers. In 1998, ASV Inc. was named No. 14 in *Forbes'* Top 200 small companies in America.

Technical Support / Customer Service:

ASV Inc. provides excellent service and sales support from the factory or from one of its many field representatives. Customers or dealers who call ASV will speak to someone who knows the equipment inside and out. ASV also provides service training to its dealers on a monthly basis. Parts distribution is handled in the same facility as manufacturing, so it is rare for ASV not to ship a part the same day the order is received.

Major Product Lines:

- RC•30 All Surface Loader
- Posi-Track 2800 All Purpose Crawler
- Posi-Track 2810 All Purpose Crawler
- Posi-Track 4810 All Purpose Crawler

BASF Agricultural Products

Focus:

The BASF Agricultural Products business in North America, Specialty Products Department, markets a wide range of innovative products and active ingredients designed to help turf professionals maintain

**BASF
PROFESSIONAL
TURF™**



healthy turf with maximum efficiency of labor and other resources.

BASF products for turf professionals include preemergent and postemergent herbicides, fungicides and a fumigant.

The products that make up the BASF Turf portfolio provide unparalleled efficacy and value combined with an unwavering commitment to environmental responsibility.

Facilities:

The BASF Agricultural Products business in North America, Specialty Products Department, is headquartered in Research Triangle Park, North Carolina. It is a unit of the BASF Global Agricultural Products Division located in Mount Olive, N.J.

Technical Support/Customer Service:

Technical field support for BASF Turf products is provided by seven regional sales representatives, a national sales manager, a national accounts manager, a product development specialist and a Basamid Granular Soil Fumigant specialist. In addition, BASF maintains professional relationships with many of the nation's leading university researchers who often provide recommendations and advice for BASF customers. Turf professionals can also find a wealth of useful information at www.turffacts.com.

Major Product Lines:

Pendulum® Preemergent Herbicide is the proven performer for preventing more than 40 troublesome grassy and broadleaf weeds. This longtime industry leader com-

bines unbeatable performance with unmatched value.

Drive® 75 DF Postemergent Herbicide controls a more extensive combination of broadleaf and grassy weeds and offers greater overseeding flexibility than any other postemergent herbicide.

Image® 70 DG Herbicide kills "uncontrollable" weeds, such as purple nutsedge, green kyllinga, dollarweed, wild onion and many more.

Basamid® Granular Soil Fumigant, the only granular soil fumigant on the market, quickly eliminates weeds, nematodes, grasses and soil diseases without tanks or tarps so you can reseed in as little as 10 to 12 days.

Plateau® DG Herbicide provides effective preemergent and postemergent weed control in fine turf and controls vertical growth and suppresses seedheads in labeled turfgrass species.

Sahara® DG Herbicide turns your jungle into desert with dependable bareground weed control of more than 150 weeds, as well as most turfgrasses, with a single application.

Pendulum, Sahara and Plateau are registered trademarks of BASF. Basamid and Drive are registered trademarks of BASF AG. Image is a registered trademark of Central Garden and Pet Co.



BASF Corporation

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Bobcat Company

Product Focus:

Bobcat Company is a world leader in the design, manufacturing and distribution of compact equipment, attachments and related services—increasing job-site productivity worldwide. Products include tough Bobcat® skid-steer loaders, compact excavators, compact track loaders, telescopic tool carriers and attachments. This year, Bobcat is celebrating its 500,000th skid-steer loader—more than all other brands combined.

In 1995, Bobcat Company became a business unit of Ingersoll-Rand Company of Woodcliff Lake, N.J.

Manufacturing Facilities:

Combining advanced industrial automation with more than 40 years of compact equipment manufacturing experience, Bobcat Company manufactures skid-steer loaders and compact track loaders in Gwinner, N.D.; compact excavators and attachments in Bismarck, N.D.; attachments in Grove City and Erskine, Minn.; and telescopic material handlers (for the European market) in Pontchâteau, France. All North Dakota operations are ISO 9001 registered.

Technical Training / Support:

Bobcat compact equipment is sold in 75 countries through some 900 full-service Bobcat dealerships—ensuring timely, global support. Users have come to rely on the Bobcat brand's rugged reliability, ease of operation, safety, comfort, dealer support, parts availability, service backup, attachment choices and high resale value. Bobcat is committed to the safety, productivity and comfort of its customers, and the company leads the industry in compact equipment training and technical support. Visit www.bobcat.com for more information.

Major Product Lines:

Bobcat tough compact equipment helps users capitalize on their investments in a wide range of markets, including landscaping, grounds maintenance, construction, in-



dustry, agriculture, government and rental. Recognized globally for versatility, agility and reliability, nine Bobcat skid-steer loader models are available with rated operating capacities ranging from 700 pounds in the Bobcat 463 to 3,000 pounds in the Bobcat 963. Bobcat loaders come in many wheel-base and lift-path configurations so users can match the best machine to their application.

Bobcat Company is the only compact excavator manufacturer in North America. Its line includes eight models, ranging from the Bobcat 322 with a maximum digging depth of 7 feet, 2 inches, to the Bobcat 341 with a maximum digging depth of 13 feet, 4 inches.

In 2001, Bobcat Company announced its entry into the North American telescopic tool carrier market with the Bobcat® VersaHANDLER™ V518 and V623 models. The new Bobcat VersaHANDLER telescopes are ideal for applications that need more lift height, a longer reach or the ability to lift heavier payloads than skid-steer loaders and other compact equipment.

Dozens of job-matched Bobcat attachments—designed, built and backed by Bobcat—give users in hundreds of applications a range of choices. As quick as a snap, Bobcat operators can replace a bucket with pallet forks, a landscape rake, a rotary cutter, a stump grinder, an auger, a sod layer, a tiller and more.

For information on Bobcat equipment for the landscape industry, visit <http://www.bobcat.com/markets/landscape.html>.

Bobcat Co., a business unit of Ingersoll-Rand

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Date Founded: 1947

CEO: Chuck Hoge

Dixie Chopper

Dixie Chopper packs value, performance and a great deal of innovation in all our mowers. Our own Velvet Touch Control (VTC), a proprietary hydraulic drive train system for our Commercial Zero-Turning Radius mowers, is the culmination of research to find a way to cool down the hydro-system. Because heat has a naturally destructive influence on hydraulic components, running cooler is of prime importance. VTC oil has a lot to do with the longevity of a mower drive train, and along with modifications to the HydroGear hydraulic pumps, means the whole drive system has greater durability. In addition, since Dixie Chopper mowers run so smoothly as a result of these improvements, their neutral springs have been removed so that the steering levers offer minimal resistance, enhancing operator comfort.

Innovation in action. Dixie Chopper mowers are equipped with many built-in advantages. HydroGear hydraulic pumps and White Hydraulic Wheel Motors are the epitome of quality, as are the warranted welded tubular frame, stainless steel body (on most models), precision machined-cast iron spindle housing and reinforced front wheel casters. With four bearings per wheel, and lifetime warranted front caster bearings, owner confidence is always high.

The bulls of the stable are the diesel powered XXWD5000 (5000 Series) and the XXWD2600 and XWD2600 (2600 Series). These are big, powerful and fast, producing 50 and 26 horsepower respectively, with 60- or 72-inch cuts. All are liquid-cooled units equipped with the Donaldson Cyclopac air cleaner and the DC Turbinator pre-cleaner. Overall width here is 76 inches, length is 75 inches and cut height can be set to a 5-inch setting.

The XXW4000 and XXW2500 (aka S'BURB'N T'URB'N and the City Slicker) are gas-powered heavyweights. The XXW4000, sporting two 20 hp Kohler Command Series engines (the world's first twin-engine mower), two centrifugal



clutches, quad 3-gallon fuel tanks and a host of gauges, is ready for stress. Each engine is truly separate, with its own ignition, choke and throttle.

The XXW2500, also a 72-inch machine, features a 25-hp Kohler Command engine and a super-wide track width for added stability.

The Dixie Chopper X Series, the original design in 1989, was the birthplace of the first hydraulic drive model, and today still epitomizes the company's all-around attitude toward their mowers. All are 50-inch mowers and they showcase Dixie Chopper's exclusive Operator Controlled Discharge Chute (OCDC).

Dixie Chopper offers commercial users a great variety of machines from which to choose. Whether basic, deluxe or fast (the Flatlander reaches 15 mph), Dixie Chopper understands what their customers want.

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Date founded: 1980

Staff:
Arthur Evans, President
Jean Evans,
Secretary/Treasurer

the

GRASSHOPPER[®]

company

Appearing at the International Lawn, Garden & Power Equipment Expo, July 20-22, 2001:
Indoor booth EW 1080 — Outdoor booth 7260.

First to Finish...Built to Last

A family-owned business with a history of innovation and a reputation for excellence, The Grasshopper Company has specialized in manufacturing True ZeroTurn[™] turf and snow removal equipment since 1970. Every Grasshopper product is designed and engineered to be comfortable, durable, easy to use and maintain, and productive both in speed and in quality of cut.

Grasshopper's ergonomic design helps boost productivity by allowing operators to change hand and body positions at will without slowing. The Ultimate Operator Station provides comfortable control at faster mowing speeds. Hydra-Smooth[™] dual-lever control is at least 80 percent less strenuous than conventional steering systems.

Grasshopper power units, DuraMax[™] mowing decks, and all-season implements are produced by skilled workers using high-tech equipment, including computer-aided manufacturing fully integrated with a 3-D solid-modeling design system, CNC fabrication and machining. Grasshopper products are engineered using high-quality components and heavy-duty construction to ensure that every mower is built to last.

The full line of True ZeroTurn[™] mowers and grounds maintenance systems are retailed by an extensive network of independent servicing dealers throughout North America and around the world.



Grasshopper offers the industry's broadest line of True ZeroTurn[™] Front-mounts with 12 models; 14- to 28-hp; gas, LP/gas or diesel; air-cooled or liquid-cooled; plus year-round implements and accessories for the full-service contractor.

Grasshopper Mid-mount mowers pack Grasshopper's legendary performance into a compact, space-efficient size. Liquid-cooled gas and diesel, and air-cooled gas models offer unparalleled speed, comfort and performance.



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GRASSHOPPER Our 33rd Year Of Production!

time line

1969

The Grasshopper **zero-radius Front-mount mower** is introduced, featuring a cutting width of 40 inches.

1973

Dual-Hydrostatic drive is introduced to the line along with **swing-away dual control levers**.

1984

Quik-D-Tatch Vac® Collection System adds powerful vacuum action and easy, one-pin catcher to non-catcher conversion.

Robotics installed in plant to provide unprecedented durability and precision to unitize welded frame and mower decks.



Quik-D-Tatch Vac® Collection System

1995

Combo Deck™ is introduced. Unique design allows easy conversion from mulching to side discharge to vacuum collection.

Patented **Quik-Converter Implement System** makes changing decks and attaching implements easier than ever.



Grasshopper Model 928D²

Model 928D² brings True ZeroTurn™ maneuverability and Front-mount visibility to a larger market. The 928D² features a 28-hp diesel engine and hydraulic deck lift.

1998

Selected models feature **G² Drive**, hydrostatic drive system for faster movement between jobs and increased productivity, with ground speeds up to 10 mph.



G² Models travel up to 10 mph.

2000

Mid-mount mowers are engineered for the same serviceability, comfort and durability of the popular Front-mount mowers.

DuraMax™ decks are designed to handle large volumes of material at faster mowing speeds thanks to its superior airflow and extra deep 5.5" depth.



Model 225 Mid-mount

1983

Liquid-cooled, 3-cylinder diesel powerplants are added to selected models. Mowers are now available with a choice of air-cooled gas and liquid-cooled gas or diesel engines.

1986

Powder coating paint application system is implemented to apply product's distinctive colors.

1991

Mid-size 600 Series mowers are introduced which feature new advanced direct drive for reduced maintenance and longer service life.

1994

Ultimate Operator Station standard equipment includes an iso-mounted, coil-spring suspension seat and centralized control panel.

1996

Multi-faceted power unit accepts a growing number of capable **implements for year-round grounds maintenance**.



60' AERA-vator™

Award-winning **AERA-vator™** debuts for aerating established turf without leaving cores, producing a softer surface on sports fields. Patented design penetrates harder soils without irrigation.

1999

SL FlipUp™ Decks rotate 90 degrees for easier access to the underside of the deck for simplified maintenance, storage and transport.



SL FlipUp™ Deck

2001

PowerVac™ Collection Systems bring powerful collection capacity to the Mid-mount mowers. The system easily removes to convert the same deck to mulching or side-discharge operation.



PowerVac™ Collection System

The 428D² Mid-mount mower is the fastest Grasshopper to date, reaching speeds up to 10.5 mph. Its G² transmission and **3-cylinder, 28-hp diesel power plant** deliver **maximum fuel economy and reliable performance**.

Echo Incorporated

Echo Inc., a subsidiary of Kioritz Corp. of Japan, was established in the United States in 1971. In 1986, the company moved from Northbrook, Ill., to Lake Zurich, Ill., to accommodate expanding manufacturing needs. In the past decade, the company has expanded its marketing, manufacturing and distribution capabilities dramatically.

More than 160,000 square feet of office and distribution space has been added, bringing the total combined space in the Lake Zurich facility to more than 400,000 square feet. The company attributes its growth as a company, the continued expansion of its product lines and worldwide acceptance by the commercial landscaping market as the primary reasons for the substantial expansion.

The company employs more than 600 people, and in 1999 surpassed the 1 million-unit mark for production units manufactured and/or assembled at the Lake Zurich facility.

Annually, the company brings its distributor service personnel to the Lake Zurich facility for a week-long seminar covering education and training on product lines as well as service troubleshooting and techniques. The dis-

tributors then go into the field and train their dealer personnel. These "service schools" provide dealers and eventually customers with the most up-to-date service technology available for Echo products.

Innovation has also been a critical component in helping the company become the dominant player in the hand-held lawn and garden equipment industry worldwide. Since the introduction of hand-held power equipment in 1969, Echo has earned a reputation as one of the leading manufacturers of gasoline-powered blowers, string trimmers, hedge clippers, chain saws, edgers, sprayers,



Echo Incorporated, Inc., Lake Zurich, IL facility

pumps and Power Pruners®. Some of Echo's industry-leading innovations include introducing the first dedicated backpack power blower, the first hand-held power blower and the first hand-held dedicated commercial curved shaft power edger.

Echo's new "quiet blowers" reduce noise to a minimum, but not at the expense of performance. They have won acclaim among commercial users and municipalities alike for their environmental soundness. Its innovative, shaft-type hedge clippers have provided operators with greater reach and superior balance. Echo's top-handle chain saws have won international recognition as being the industry's best tree chain saw.

Currently, most of the products in the Echo line-up have counterpart models engineered specifically to meet the California Air Resources Board Tier 2 requirements. These newly developed Power Boost™ engines feature an improved cylinder design, enhanced carburetor and ignition performance, which provides up to 10 percent more power, comprehensive exhaust modifications and an increase in fuel efficiency of up to 15 percent.

In addition, all Echo products comply with Environmental Protection Agency (EPA) Phase 1 standards, and some already meet EPA Phase 2 requirements ahead of schedule.

Echo's ability to provide state-of-the-art, environmentally friendly equipment with reduced emissions and sound levels combined with the company's steady expansion position Echo as an industry leader that responds to the needs of its customers.



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