

DUOCIDE™

Multi-mode control of surface & sub-surface insects.



Provides a preventative and curative treatment to control a variety of common insect pests including:

- grubs
 - ticks
 - European crane fly
 - fire ants
 - mole crickets
- Combines two proven insecticides, carbaryl and bifenthrin, in a unique multi-mode formula that enhances the performance
 - New DuoCide is similar in cost to other single-mode insecticides
 - DuoCide's performance is confirmed by multiple university research studies
 - Formulated on dispersible DG Pro® carrier for easy spreading, low visibility and maximum performance

For low cut turf - golf course use only

PRODUCT DESCRIPTION		ACTIVE INGREDIENT	SGN	PKG SIZE	PALLET QUANTITY
DuoCide G (restricted use)	DG Pro dispersible carrier AGCDUDG4	2.3% carbaryl + 0.058% bifenthrin	150	40 lb.	50

For general turf use

PRODUCT DESCRIPTION		ACTIVE INGREDIENT	SGN	PKG SIZE	PALLET QUANTITY
DuoCide G (general use)	DG Pro dispersible carrier APTDUDG4	2.3% carbaryl + 0.058% bifenthrin	150	40 lb.	50

Contact your distributor, or call your
Andersons Territory Manager: 800-253-5296
www.AndersonsLawnProducts.com

**The
Andersons**



Michael Kravitsky IV, along with his brother Shawn, run the company their father helped start 45 years ago. The elder Kravitsky was in the aluminum awning business when his supplier convinced him to get into the lawn business. The Kravitsky family has been providing residents in the northeast corner of Pennsylvania with lawn care services ever since.

You and your brother Shawn are co-owners, along with your father Michael Kravitsky, III, who founded the company 45 years ago. You two brothers are also co-operators. How do you divide responsibility in the business. I'm the older brother. I'm 46 and he's 42. I've been in this business since I graduated from high school in 1980. Shawn joined later. Shawn's on the other end of the building from my office. He's where the guys come in and where he schedules the routes and takes care of operations. I'm more of the HR guy. We go to the trade shows and attend industry events together, and our interests are very much alike.

What changes have you made to keep your company up with the times? We computerized our book-keeping. In fact, everything is computerized. Even our technicians use handheld units to record their work in the field. We modernized our fleet of trucks, use GPS for routing, and we also bought a forklift to unload

supplies. We also instituted several HR improvements, such as an employee handbook and a Real-Time clock. We believe in having systems in place so that everything runs smoothly.

In light of the recession, how are you approaching this season? We're continuing to advertise and get our name out just like any other year. You can't just give up. There are still clients out there who want our services, although we're just going to have to look harder for them.

We understand you're really big into snowmobiling.

We love it. Last winter we spent five weeks in Canada. This year I was up there twice. We drive there, to about 100 miles above Montreal. Then we take the sleds and go straight up to around Chibougamau and

around Lac St. Jean in Quebec. It's the top of the world up there. Quebec is awesome and we've made some good friends there.

Last year we went to a wedding up there. We were the only Americans invited. It was an outdoor wedding — on Jan. 10. All of us were on top of Devil's Mountain, and the only way to get there is by snowmobile or four-wheeler.

The wedding was outside, and the band was playing outside and it was just a blast. But it was over kind of quick, because it was very cold and windy.

In addition to a traditional weed-and-feed lawn care program, what other services do you offer? Twelve years ago we added Christmas Décor to level out seasonality of our business and give our employees something to do during the off season.

AT A GLANCE

COMPANY: Grasshopper Lawns Inc., Larksville, PA

FOUNDED: 1964

NUMBER OF OUTLETS: 1

PRINCIPALS: Co-owners Michael Kravitsky III (retired), Michael Kravitsky IV and Shawn Kravitsky

EMPLOYEES: 20

INDUSTRY INVOLVEMENT: Former president of LCAP and still serves on the board, served on PLCAA board, participants in Day-on-the-Hill and Arlington National Cemetery Renewal and Remembrance since its inception. PLANET Trailblazer, participates in PLANET's Lawn Care Specialty Group and the Public Relations Committee

BUSINESS OUTLOOK: "It's going to be a flat year for us because of the economy. But we feel people are still going to see our service as necessary because they're going to cut back on those big vacations and spend more time at home."

FAMILY: Michael and his wife, Suzanne, have two children, Kristy and Michael V. Shawn and his wife, Mary Ruth, also have two children, Katie and Sam.

WEB SITE: grasshopper-lawns.com

BUT I DON'T KNOW ANYTHING ABOUT THE LAWN BUSINESS" — Michael Kravitsky III's initial response to a supplier who ultimately convinced him to start his lawn care company.

TAKING A STAND



DRIVE
XLR8
HERBICIDE

You've got enough things to worry about. But with **Drive® XLR8 herbicide**, rain isn't one of them. Our new liquid formulation is rainfast in just 30 minutes. And a single application quickly controls a broad spectrum of broadleaf and grassy weeds — from crabgrass and foxtail to clover and dandelion — even at low use rates per 1,000 square feet. Let it rain. You've got **Drive XLR8**.

betterturf.com | 800-545-9525



BASF

The Chemical Company

With money tight, the most efficient use of

TAKING A STAND

BY DANIEL G. JACOBS
MANAGING EDITOR

business-to-business for John Deere, which offers three models of its Quik-Trak mower. "In some cases, a dealer has to convince a customer to try it, but if he already knows a stand-on is a platform that will give him certain advantages, all you've got to do is sell him the brand."

The way manufacturers talk up the stand-on, it should be a pretty easy sale.

"It's the kind of product that is fast enough to handle a lot of the large commercial jobs, but still compact and nimble enough to be used on the residential properties, the smaller yards," says Edric Funk, marketing manager for Toro Landscape Contractor Equipment.

It's those benefits — along with a desire to increase worker productivity — that is getting contractors to take a closer look.

"We believe that's because of the tendency for commercial cutters to seek out more carefully, what is going to be their next machine, to make sure it is the very best purchase," says Bill

Wright, CEO, Wright Manufacturing. "People are scrutinizing their purchases a lot more than they were."

Though no hard and fast numbers are available, every manufacturer (at least those offering a stand-on) talks about stand-ons cannibalizing sales of mid-mount Zs and hydro walk-behinds.

"From last year to this year, the interest in stand-ons has greatly increased," says Trae Humphreys, product support leader at Ariens Co. "People are really starting to realize the benefits of a stand-on machine that we've been preaching for years."

continued on page 73



- ↑ EverRide's ScorpionFX
- Great Dane's SuperSurfer
- ↓ Toro's GrandStand



With money tight, the most efficient use of a contractor's mower dollars might be a stand-on model.

A RISING TIDE lifts all boats, and when it comes to stand-on mowers, that rising tide is awareness of the benefits these machines have to offer.

Stand-on mowers have been on the scene for years, but only in the past few has word of their benefits reached a wide audience — so much so, that there is at least anecdotal evidence that stand-on mowers are cutting into sales of both

hydro walk-behind and mid-mount Z mower sales. And that reach has a lot to do with the increasing number of manufacturers in the stand-on space.

"The incoming brands into the marketplace, which raise the awareness for all, will give us lift in the stand-on," says Gilbert Peña, segment strategy manager,

TOOLS OF THE TRADE

FORESTRY



SUPPLIERS

LANDSCAPE

Spring 2009

Featured Product

1955

Dalen Weed-X™ Landscaping Fabric

- Guaranteed to stop weeds
- Maximum water retention
- Allows water, air and nutrients to reach the roots of plants
- 25-Year guarantee



93096-386
3' x 250'

93097-386
4.5' x 250'

SALE!
\$93.25

SALE!
\$136.75

2605

DeWitt Weed Barrier® Pro Landscape Fabric

- Superior light-blocking
- Allows air, water, and nutrients to reach plants roots
- Non-woven spunbound fabric between two layers of spun material



93070-386
3' x 300',
Black

93072-386
3' x 300',
Brown

93071-386
4' x 300',
Black

SALE!
\$68.95

SALE!
\$79.95

SALE!
\$89.95

NEW!

8566

Round Top Fabric Pins

- 11 gauge steel wire fabric pins

25017-386
1000/Box

\$48.95
Everyday!



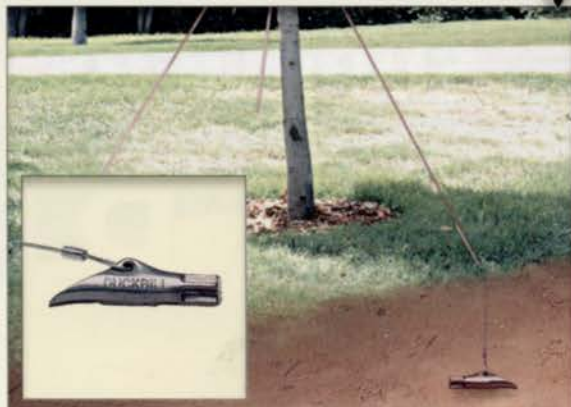

FREE
solo
Spritzer
With Your
\$100⁰⁰
Order!
Details on Back

1-800-647-5368



www.forestry-suppliers.com

PLANTING



6350

Duckbill Earth Anchor Kits

- No rods, stakes, pipes, or stems above ground
- Durable tinz alloy aluminum alloy construction
- 3" x 1/2" dia. Model 40 anchor holds 300 lbs.
- 4-3/4" x 1" dia. Model 68 holds 1,100 lbs.
- Individual components also available

79134-386 Model 40 DTS Kit 3 Anchors 3 Collars 3 Clamps 36" Cable	79135-386 Model 68 DTS Kit 3 Anchors 3 Collars 6 Clamps 39" Cable
SALE! \$16.95	SALE! \$34.50



ECHO

1976

Echo® Gas Engine 1/2" Drill

- 21.2 cc 2-cycle Echo engine
- 0-450 RPM forward/reverse
- Throttle lock-out
- Spark arresting muffler

69170-386

SALE!
\$389.95

6853

Power Planter® Earth Augers

- Drill holes in all types of soils
- 1/2" shank (3/8" on 69179)

69176-386 2" x 24"	69179-386 3" x 12"	69177-386 3" x 24"	69178-386 5" x 28"	69171-386 7" x 16"
SALE! \$49.95	SALE! \$19.95	SALE! \$32.95	SALE! \$64.95	SALE! \$79.95



6907

ArborTie®

- 3/4" W soft polypropylene materials
- Will not cut into tree bark
- Fastens to any stake or anchor
- Expands as the tree grows in caliper
- 900 lbs. break strength

79138-386 100' Roll	79136-386 250' Roll	79137-386 3,000' Roll
SALE! \$16.95	SALE! \$33.95	SALE! \$324.95



33489-386

33488-386

8528

Hori-Hori Soil Knife

33489-386

SALE!
\$17.95

6563

Lesche™ Digging Tool

33488-386

SALE!
\$38.95



33821-386

69053-386

RAZOR-BACK

6824

Round Point Shovel

33821-386
Model 45-520

SALE!
\$23.95

6829

**King of Spades
Balling Spade**

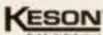
69053-386
Balling Spade

SALE!
\$69.95





MARKING & TESTING



3718
**Keson® MP301
Measuring Wheel**
• Measures in feet



35013-386
SALE!
\$94.95

1217
**Inverted Tip
Marking Stick**



57556-386
SALE!
\$21.95



7009
**AMS 1-Piece
Soil Step Probe**



77636-386
40"
SALE!
\$66.95

1116
Wire Stake Vinyl Flags

- 2-1/2" x 3-1/2" flag with 15" wire
- Additional colors and sizes available



33506-386 Orange, 100 Flags	33507-386 Pink, 100 Flags	33508-386 Lime, 100 Flags
SALE! \$4.50	SALE! \$4.50	SALE! \$4.50

8242
**Rust-Oleum® 17 oz.
Inverted Tip Marking Paint**



- Additional colors available

57149-386 Safety Red	57151-386 Fl. Orange	57150-386 White
SALE! \$3.45	SALE! \$3.45	SALE! \$3.45



3485
Elvex® Blue™ PVC Earplugs



94167-386 w/ Cord, 100 pr./Box	94129-386 w/o Cord, 200 pr./Box
SALE! \$24.50	SALE! \$21.75

8284
No-Spill® Fuel Cans



93328-388 1.25 Gallon	93329-388 2.5 Gallon	93330-388 5 Gallon
SALE! \$16.95	SALE! \$19.95	SALE! \$29.95

6024
Oak-n-Ivy® Tecnu® Cleanser



25329-388 4 oz.	25330-388 12 oz.	25328-388 16 oz.
SALE! \$4.50	SALE! \$8.75	SALE! \$13.60

5254
5x-10x-15x Magnifier



61493-386
1-1/8" Dia.
Lens
SALE!
\$13.95

3050
**Kelway® Soil pH
and Moisture Meter**



94302-386
SALE!
\$99.95



8049
Crescent® Pro Tool Sets



67203-386 70-piece	67202-386 148-piece	67220-386 170-piece
SALE! \$54⁹⁵	SALE! \$94⁹⁵	SALE! \$109⁹⁵



5465 5466 6566
Kestrel® Wind Meters



89180-386 Kestrel 1000	89182-386 Kestrel 2000	89183-386 Kestrel 3000
SALE! \$79⁵⁰	SALE! \$99⁹⁵	SALE! \$149⁹⁵



BACKPACK SPRAYERS & SIDESWIPE



1843

Solo® Backpack Sprayers

- 4-gallon capacity
- Piston or diaphragm pump models
- Pressure gauge monitors output while spraying
- Adjustable brass nozzle
- Rugged polyethylene tank with folding handles for easy storage

13195-386 Piston	13174-386 Diaphragm
SALE! \$89 ⁹⁵	SALE! \$89 ⁹⁵



1839

SP0® Triple Function Backpack Sprayer

- 4-gallon capacity
- Triple Function Pump™ safely provides higher pressures to 150 psi
- Large 6" tank opening
- Ergonomic pump handle
- Brass spray wand with 42" hose
- Adjustable nozzle stream to a mist

13699-386
SALE! \$159 ⁹⁵



1846

D.B. Smith Field King™ Sprayers

- 4- or 5-gallon capacity models
- Dual paddle agitators
- Polyethylene tank and base
- Piston pump operates up to 160 psi
- 24" spray wand with 50" hose
- Adjustable brass & fan spray nozzle
- Molded lumbar support

13398-386 4-Gallon	13399-386 5-Gallon
SALE! \$95 ⁹⁵	SALE! \$107 ⁹⁵



1854

Solo® 456 and 457V Hand-held Sprayers

- Spraying pressure up to 45 psi
- Viton® seals and O-rings
- High-density polyethylene tank
- Multifunction safety valve to relieve excess pressure

13384-386 Model 456, 2.25 Gallon	13397-386 Model 457V, 3 Gallon
SALE! \$37 ²⁵	SALE! \$42 ⁷⁵



1855

D.B. Smith – MAX™ The Ultimate Sprayer

- Spraying pressure up to 60 psi
- Includes straight stream/fine mist adjustable nozzle and flat fan nozzle
- 19" Aluminum spray wand with reinforced 48" hose

13298-386 MAX 7 2-Gallon	13299-386 MAX 11 3-Gallon
SALE! \$37 ⁹⁵	SALE! \$40 ⁹⁵



8273

Sideswipe® Pro Herbicide Applicator

- Selective application of herbicides
- Wets evenly without drift or overspray
- Top shield protects desirable plants and shrubs during application
- 32 oz. (1 liter) reservoir handle
- 1,800 sq. ft. coverage area

18025-389
SALE! \$33 ⁹⁵





SPREADERS & TURF COLORANTS



1930
**EarthWay®
EV-N-SPRED™ Spreader**

- Commercial grade 50- or 100-lb. cap.
- Positive flow control linkage
- Polyethylene hopper with screen and 3-port nylon shut off
- 3-position handle with foam grips
- 1" diamond chassis frame with enclosed gears and 13" x 4" pneumatic tires on poly rims

69168-386 50 lb. cap.	69173-386 100 lb. cap	69174-386 Tow Behind
SALE! \$154 ⁹⁵	SALE! \$174 ⁹⁵	SALE! \$174 ⁹⁵



4339
**Spyker® Model 98
Stainless Steel Spreader**

- Commercial grade 110 lb. capacity
- Spread pattern equalizer for even distribution
- Stainless steel hopper on a one-piece welded stainless steel frame
- Heavy duty 5/8" stainless steel axle with enclosed metal gears
- Lifetime warranty on gears

68993-386
SALE! \$399 ⁹⁵



1936
**Spyker® Model 76-22
Poly Spreader**

- Commercial grade 110 lb. capacity
- Pulsing rate gate for positive flow
- Welded tubular steel frame with enamel finish and stainless steel axle and enclosed metal gears
- Lifetime warranty on gears

68997-386
SALE! \$284 ⁹⁵



1935
**EarthWay®
Shoulder Spreader**

- 40-Pound capacity poly hopper
- Lays 8'-12' swath

69009-386 Model 3100 Spreader
SALE! \$106 ⁵⁰



6651
Mulch Magic®

- Brings the color back to faded mulch
- Color lasts for more than a year

77000-386 1/2 gal, Bright Brown	77001-386 1/2 gal, Dark Brown	77002-386 1/2 gal, Red
SALE! \$29 ⁹⁵	SALE! \$29 ⁹⁵	SALE! \$29 ⁹⁵

7013
**Green Lawngr™
Turf Colorant**

- Restores healthy, brilliant green color
- Color lasts 10 to 14 weeks

77006-386 1 Gallon	77007-386 2.5 Gallons
SALE! \$49 ⁹⁵	SALE! \$123 ⁹⁵





POLE SAWS & PRUNERS



3787

Jameson Telescoping Pole Saw Package

- 6'-12" Telescoping Pole with female ferrule
- JA-14 Pruner with adapter and rope
- 13" Tri-Edge saw blade with casting and adapter

80159-386
Pole Saw Package

SALE!
\$135⁹⁵



NEW!
3787

Jameson Pro Pruner/Saw Package

- Includes 6' extension pole and 6' base pole
- JA-14 pruner with adapter and rope
- 13" Tri-Cut saw blade with casting and adapter

80169-386
Pruner/Saw Package

SALE!
\$139⁹⁵



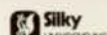
3755

Corona® 12' Compound Action Tree Pruner

- Die-cast zinc alloy head
- 15" Fully heat-treated, Teflon™-coated steel saw 1" dia. cutting capacity
- Lightweight fiberglass pole telescopes to 12'

81155-386
12' Tree Pruner

SALE!
\$44⁹⁵



6095

Hayauchi Pole Saws By Silky

- 6.5 Teeth per 1.2"
- 15.4" cutting length
- Upper and lower sickle
- Aluminum alloy extension pole is race track-shaped for precise control

81082-386
16' Pole Saw

SALE!
\$139⁹⁵

81083-386
20.5' Pole Saw

SALE!
\$169⁹⁵

8345

Barnel® Ultra Reach® Telescopic Lopper

- 1-1/2" Cut telescopic bypass lopper extends from 6' to 8'
- Lightweight extruded aluminum construction
- Cut and hold feature adjusts for various sized cuts

81169-386

SALE!
\$99⁵⁰



8697

LogRite® Pruning Saws

81260-387
24" Cut x 37" L

NEW!
\$109⁰⁰

81261-387
24" Cut x 59" L

NEW!
\$169⁰⁰

1791

Barnel® Ultra Reach® Pruners

- Up to 5/8" cut
- Interchangeable pruner and pruning saw
- Shock absorbing spring mechanism reduces stress
- Tri-edge pruning saw



81170-386
5' Pruner

SALE!
\$57⁵⁰

81171-386
7' Pruner

SALE!
\$64⁹⁵

81160-386
6'-10' Telescopic

SALE!
\$99⁵⁰