

WALKER TACK

SERVING LAWN MAINTENANCE PROFESSIONALS



European Edition

SPECIAL ISSUE



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WALKER TALK

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WALKER IN EUROPE — A DELIGHTFUL SURPRISE

Welcome to this special edition of *Walker Talk* in Europe. In 1977, when we designed the first Walker, we were not thinking of market potential in Europe. In fact, we were not thinking about market potential anywhere. The Walker design was approached from the starting point of making a machine to do a job (mow and vacuum landscaped areas)

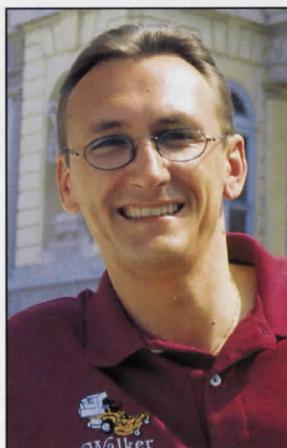
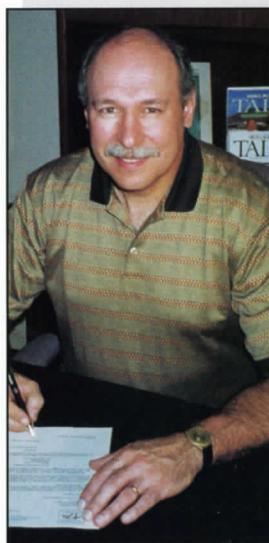
rather than designing to fit a market. When marketing was started in 1980, we stayed close to home in Colorado, Kansas and Oklahoma. But to our surprise, the markets began to open quickly across the United States, Canada and overseas. We found that the job the Walker was designed to do had wide application and wide market potential.

The first Walker arrived in Europe in 1984. We were introduced to Mr. Sven Gillfors from Malmö, Sweden, a long-time manufacturer's representative, at the Louisville Power Expo in 1985. With Mr. Gillfors leading the way, the Walker premiered at the GAFA Show

in Cologne, Germany, in 1986 with first containers shipped to France, Sweden and Switzerland for the 1987 spring season. Today, nearly 5,000 Walkers are in Europe, amounting to 11% of the total Walkers produced.

We have benefited from more than just selling machines in Europe. From working in the European market, we have improved our design, making a better machine for all markets. Also, a special "Euro" deck was developed to improve performance in European mowing conditions.

Yes, a lot would have been missed if we had not had the opportunity to be in Europe. The biggest loss would be not meeting and working with the wonderful people of Europe: representatives, distributors, dealers and customers. It is a great pleasure to introduce many of these people in this magazine. They are all part of the Walker story. Speaking of introductions, I would like to introduce our readers to Mr. Wolfgang Loerli and Mr. Poul Erik Jacobsen of E-Gate as our manufacturing representatives in Europe. Mr. Gillfors retired about two years ago, and E-Gate has assumed this position with us.



Wolfgang Loerli operates E-Gate in Neftenbach, Switzerland. E-Gate is the Walker manufacturing representative for Europe.



Poul Erik Jacobsen works with E-Gate. He lives in Denmark and services northern Europe.



Sven Gillfors of Malmö, Sweden, was Walker's original manufacturer's representative in Europe. Walker credits Sven as the pioneer of the European market. Sven retired in 1997.



The Walker is easily put through its paces at Schönbrunn around many obstacles including slopes, beds, ponds, and even an occasional tourist.

Schloß Schönbrunn: der Walker bahnt sich sehr leicht seinen Weg - trotz aller Hindernisse wie eng angelegte Blumenbeete, Teiche oder gelegentlich auch Touristen.

Wiens Schlösser

Schloß Schönbrunn und Schloß Belvedere sind einzigartige Sehenswürdigkeiten in Wien, die jährlich von mehr als 10 Millionen Touristen besucht werden. Gepflegte Parkanlagen rund um die Schlösser erhöhen die Attraktivität der Gebäude — mit einem Grund, warum Besucher so fasziniert sind. Alle können sich ein Bild davon machen, wie aufwendig die Pflege der zahlreichen Blumenbeete und der exakt geschnittenen Rasenflächen ist.

„Wir verwenden nur das Beste,“ erklärt Peter

Pinzenohler von der Verwaltung in Schönbrunn. „Alles haben wir uns angesehen, aber nur beim Walker haben wir nichts Negatives gefunden.“ Herr Pinzenohler, verantwortlich für die Auswahl der besten Geräte zur Bodenbearbeitung und Rasenpflege, betont besonders die Professionalität der Walker-Geräte, die seiner Meinung nach den höchsten technischen Standard aufweisen.

Manfred Hovezak von der Gärtnerei im Schloß Belvedere sagt nahezu dasselbe. „Der Walker arbeitet schnell und zuverlässig, noch wichtiger aber ist für uns die

Vienna's castles

Belvedere and Schönbrunn castles are unique places in Vienna, Austria. Combined, these two castles draw nearly 10 million visitors a year. It is easy to see why visitors are charmed by the beauty of these venues. Part of that beauty is the maintenance of the grounds around the castles. From seas of perennial flowers to hectares of finely manicured turf, visitors can easily see how involved just maintaining the grounds can be.

"We have to use only the best," explains Peter Pinzenohler, a co-manager at Schönbrunn. "We looked at everything else, and we found that the Walker was the only one we had no negative remarks about." Pinzenohler, who is responsible for finding the best equipment to maintain the grounds at Schönbrunn, says he gives the Walker an "optimal" rating in his book — the best rating he has. Not many pieces of equipment receive his best rating.

Manfred Hovezak, a gardener at Belvedere, says virtually the same thing about the Walker. "The Walker is a piece of equipment that works fast. But more importantly, it makes the turf look beautiful."

When the mowing is all said and done for Pinzenohler and Hovezak, they both agree on one thing: These castles are rich in history, which they admit is the main attraction. But they are eager to tell anyone who will listen that the grounds surrounding these pieces of history are also an integral part of attracting tourists.



Walker's clean cut complements the beautiful perennial flowers and roses according to Walker operator Peter Pinzenohler.

Der durch den Walker exakt geschnittene Rasen unterstützt die Pracht der Blumen und Rosen, wie Walker-Fahrer Peter Pinzenohler berichtet.



The perennial flower beds at Belvedere Castle give operators a perfect opportunity to show off the Walker's maneuverability.

Die Blumenbeete im Schloß Belvedere geben dem Fahrer die Gelegenheit zu beweisen wie perfekt und wendig der Walker ist.

Manfred Hovezak is the primary Walker operator at Belvedere.

Manfred Hovezak - oberster Walker - Fahrer im Schloß Belvedere.



hervorragende Schnittqualität."

Pinzenohler und Hovezak, die mit der Pflege der Rasenflächen betraut sind, sind sich darüber einig: die Hauptattraktion ist jeweils das historische Gebäude. Trotzdem glauben Sie, daß auch die wunderbar gepflegten Parkanlagen ein wichtiger Anziehungspunkt für Touristen sind. **WT**



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WALKER TALK

Den kulturellen Mittelpunkt Europas schön erhalten



After the buildings were refurbished in 1987, Alois and his crew now have an even greater challenge to keep the grounds as beautiful as the buildings.

Nachdem 1987 das Gebäude renoviert wurde, ist für Alois und seine Mannschaft die Herausforderung um so größer, die Rasenlagen genau so prächtig aussehen zu lassen wie das Gebäude.

Die Farbenpracht des Gebäudes und die umliegenden Rasenanlagen repräsentieren mehr als nur ein gut erhaltenes Stück barocker Geschichte - Stift Melk, 80 km außerhalb Wiens an der Donau gelegen, wurde bereits im 8. Jahrhundert errichtet und ist heute ein Anziehungspunkt für Touristen aus ganz Europa.

Da heute Klöster ihren Lebensunterhalt nicht mehr ausschließlich durch die Landwirtschaft abdecken können, hatte auch das Stift hohe finanzielle Erwartungen in den Tourismus gesetzt. Alle Gebäude und Anlagen mussten in einen hervorragenden Zustand versetzt werden.

Das wichtigste Gerät ist der Walker. Wie Pater Adolf, der seit mehr als 25 Jahren in Melk unterrichtet, erzählt, arbeitet der Walker immer zur vollen Zufriedenheit - egal, ob er im Sommer für das Mähen der gepflegten Rasenflächen und Sportplätze oder zur Schneeräumung im Winter verwendet wird. „Alle größeren und auch die kleineren Geräte brauchen viel länger. Mit dem Walker sind wir in der halben Zeit fertig.“

Alois Lorenz, seit 6 Jahren in Melk beschäftigt, und einige junge Theologie-studenten plegen die weit mehr als 50.000 m² großen Rasenflächen rund um das Stift. „Die Studenten betrachten es als Auszeichnung mit dem Walker fahren zu dürfen,“ erklärt Pater Adolf. „Aber sie kommen nur dann an die Reihe, wenn ich selbst nicht mähen kann.“ **WT**

Keeping Europe's cultural center beautiful

The rich color of its buildings and grounds represent more than just a well-kept piece of Baroque history. They serve as a beacon to the largest cultural center in Europe. About 80 km outside of Vienna along the Danube River sits Stift Melk, a monastery built in the 8th century, which now serves as a gathering place for tourists throughout Europe.

For centuries, students have come to Melk to learn about the Presbyterian faith. As Austrian culture changed and monasteries became less able to survive on their agricultural work, Melk shifted its financial endeavors to tourism. This meant that the grounds and buildings needed to be kept better than they ever had.

A key tool is the Walker mower. According to Father Adolf, a 25-year teaching veteran here, whether mowing the manicured lawns and sports fields, or blowing snow in the winter, the Walker mower does the job. He says, “The big mowers and the small mowers were taking too long. The Walker cut those times in half.”

Lorenz Alois, a six-year employee, and some of the young priest students maintain the 50,000 square meters of grass at Stift Melk. “The students consider riding the Walker to be a real honor,” explains Father Adolf. “But they only get to when I am not mowing with it.”

Lorenz Alois and Father Adolf are just two of the proud Walker operators at Stift Melk.

Alois Lorenz und Pater Adolf - die zwei stolzen Walker-Fahrer im Stift Melk.



Tight squeeze: Gernaey demonstrates how a campsite's tight configuration poses no challenge for his Walker.

Een benepen situatie: Martin demonstreert hoe de kleine grasperken van de campings geen probleem zijn voor de Walker.

Walkers shorten mowing time, reduce noise for campsite

There are 300 campsites in Park Pollentier, Middlekerke, Oostende. Mowing the area used to be a never-ending task for camp owner Martin Gernaey. In fact, he and another operator would never finish the task using two walk mowers; it was literally never-ending.

But today, two Walkers have transformed the mowing operation so it takes the same crew only one day to mow the entire camp.

"Mowing the old way was a problem," tells Gernaey. "It not only took a long time, but it meant there was constant noise at the site. With the Walkers, we can be in and out of the site and finished in a day."

The mowers, he adds, are ideally suited for mowing and maneuvering in the small spaces so characteristic of his property.

"Now, my customers aren't annoyed by the constant noise, and we can spend one day every 14 days on the mowers instead of mowing everyday."

Park Pollentier is one of more than 150 camps in the region. All told, the parks have a capacity of more than 2 million people.

Walker verkort de maaitijd en vermindert het lawaai op de Belgische campings

Er zijn 300 staanplaatsen in Park Pollentier te Middelkerke (bij Oostende). De camping maaien was vroeger een eindeloos werk voor campingverantwoordelijke Martin Gernaey. Wanneer 2 personen elk werkten met een loopmaaier dan konden ze het maaiwerk nooit gedaan krijgen, het was een onbegonnen werk.

Maar tegenwoordig zorgen 2 Walkers voor een complete verandering in het maaiwerk, met hetzelfde team kunnen ze de volledige camping maaien in 1 dag.

"Maaien zoals vroeger was een serieus probleem," vertelt Martin. "We hadden niet alleen veel tijd nodig, maar er was ook constant lawaai op de camping. Met onze Walkers hebben we maar 1 dag maaiwerk."

Hij voegt hier aan toe dat de machines ideaal zijn voor het maaien en manoeuvreren in kleine grasperken, en dit is precies zo eigen aan campings.

"Nu zijn mijn klanten niet constant verveeld met het lawaai, en moeten we maar 1 dag om de 14 dagen spenderen aan het maaiwerk in plaats van ieder dag te maaien."

Park Pollentier is 1 van de 150 campings in de streek. Alle campings samen hebben een capaciteit van meer dan 2 miljoen mensen. **WT**



Patsy Verplanke with Depière's Erwin Vander Putten (left) and store salesperson Jacques Depaepe. Creativity and taking an aggressive posture will help Verplanke get her Walker message to area commercial users, tells Vander Putten.

Patsy Verplanke met Depière's Erwin Vander Putten (links) en verkoper Jacques Depaepe. Creativiteit en vooruitstrevendheid zal ervoor zorgen dat de Walker boodschap van GMV wordt overgebracht naar de plattelijke gebruikers, vertelt Erwin Vander Putten.

Belgische dealer legt de nadruk op eersteklas productservice

GMV in Hoogleden werd opgericht in 1978. De verkoopdienst wordt geleid door Patsy Verplanke. GMV is uniek op 2 manieren:

Enerzijds, is GMV zeer creatief en vooruitstrevend, vertelt Erwin Vander Putten, commercieel afgevaardigde van de firma Depière, alleen-invoerder van Walker.

“De markt van tuinmachines beschikt nog over een groot potentieel, en GMV is bereid om al het nodige te doen om dit potentieel aan te trekken.”

De marketinginstrumenten die Patsy aanwendt zijn avondcursussen voor de gebruikers, opendeurdagen, demodagen bijwonen in Brussel en regelmatig versturen van direct mail naar potentiële professionele klanten, waaronder bijv. campings.

Anderzijds, GMV bestaat eigenlijk uit 2 afzonderlijke bedrijven gevestigd onder 1 dak. Terwijl Patsy's werk bestaat uit het verkopen van tuinmachines, waaronder een gemiddelde van een 5-tal Walkers per jaar, leidt haar oom zijn bedrijf voor de service-na-verkoop.

De tweedelige opmaak zorgt ervoor dat ieder zijn eigen specialisatie heeft, hetzij verkoop hetzij herstel en onderhoud van tuinmachines.

“In België, is de trend, tot op heden, om te maaien met een zitmaaier met het maaidek

tussen de 4 wielen,” vertelt Patsy. “Een zitmaaier met een frontaal maaidek zoals de Walker is werkelijke een innovatie. En met meer dan 900 professionele gebruikers in onze streek, zijn we ervan overtuigd dat er een grote afzet mogelijk is van deze frontmaaier.”

Belgium dealer puts emphasis on premium products, service

GMV in Hoogleden opened its doors in 1978. Owned and operated by Patsy Verplanke, GMV is unique in two ways. First, Verplanke is very creative and aggressive, tells Erwin Vander Putten, commercial salesperson for the Walker master distributor in Belgium, Depière. “The commercial market has a lot of potential here, and she is willing to do what it takes to capitalize on this potential.” Among her marketing tools, he explains, are evening service schools in the off-season, open houses, attending national demo days in Brussels, and sending out direct mailers to potential customers, including area camps.

In addition, the store is really two stores under one roof. While Verplanke markets and sells outdoor power equipment, including an average of five Walkers a year, her uncle operates a completely separate service business that supports the store. The dual makeup allows both operations to focus on what they do best, selling and servicing power equipment.

“In Belgium, the trend, until recently, was to use tractors with belly-mount mowers,” tells Verplanke. “An upfront mower like a Walker is really an innovation. With more than 900 professional users in the area, we feel we have a lot of potential with the mower.”



Nyt og Gammelt forenes i Vissenbjerg

Besøgende i Vissenbjerg kirke kan kun forundre sig over den gamle arkitektur, der kan dateres helt tilbage til det 12. århundrede. Indvendigt kan man se træfigurer der stammer tilbage fra det 15. århundrede, en fantastisk altertavle fra år 1525, og

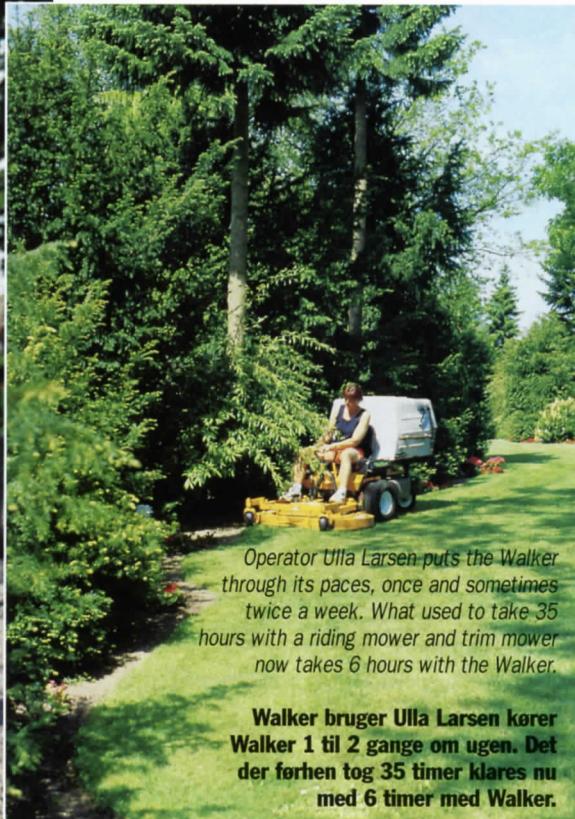
døbefonten fra omkring år 1200, døbefonten er den ældste genstand i kirken.

Den lutheranske kirke er Fyns højst beliggende kirke. Kirken er 39.5 meter lang og 10 meter bred. Det er den 2. største landsby kirke i Danmark.



Cemetery leader Jorgen Pedersen with Walker operator Ulla Larsen. While the ancient church in the background dominates the scenery, a new Walker works to keep both the cemetery and church grounds well groomed.

Kirkegårdssleder Jørgen Pedersen med Walker bruger Ulla Larsen. Mens den smukke gamle kirke dominerer baggrunden, sørger den nye Walker MT for at holde kirkegården smukt og skønnet.



Operator Ulla Larsen puts the Walker through its paces, once and sometimes twice a week. What used to take 35 hours with a riding mower and trim mower now takes 6 hours with the Walker.

Walker bruger Ulla Larsen kører Walker 1 til 2 gange om ugen. Det der førhen tog 35 timer klares nu med 6 timer med Walker.

Walker klipper det 3780 m² store område på ca. 6 timer. Kirkegården bliver klippet 1 til 2 gange om ugen. Tidligere tog den opgave 35 timer med en rider og en plæneklipper.

Som tilføjelse til græsklipning bruges Walkeren til mosbekämpelse i foråret og til løvopsamling om efteråret.

“Vi er meget tilfredse med Walkeren,” tilføjer Jørgen Pedersen, “den er ideel til klipning på små steder, som der er på mange kirkegårde. Vi kan også klippe græs i regnvejr, hvis vi er tvunget til det.”

Kirken og kirkegården beskæftiger 6 personer fuldtid i 10 måneder om året. Det er den eneste kirkegård i området og har mellem 80 og 100 begravelser om året. 

Kirken betjener det største opland i landet.

Mens den gamle kirke dominerer baggrunden, kan man se den nye Walker holde kirkegården i flot stand. Kirken købte deres første Walker for tre år siden en model MC og sidste år blev denne erstattet af en ny model MT.

“Vi klipper ca. 200 timer om året,” fortæller Kirkegårdssleder Jørgen Pedersen, som er tidligere selvstændig Anlægsgartner. Jørgen Peder har været ved kirken i 7 år. Han fortæller at den nye

Old and new come together in Vissenbjerg

Visitors of the Vissenbjerg Church can't help but marvel at the old architecture, some of which dates back to the 12th century. Inside, the eye beholds several 15th century wood figures, a magnificent altarpiece that dates back to about 1525, and the baptismal font from around 1200, the oldest item in the church.

The Lutheran-Protestant Danish Church is situated on the second highest hill on the island of Funen. It measures 39.5 meters long and 10 meters wide. It is the second biggest village church in Denmark and operates the largest village cemetery in the country.

While the ancient church dominates the scenery, a new Walker mower can be seen darting in and out of the cemetery proper. The church purchased its first Walker, a model MC, three years ago. It replaced that with a new Model MT just last year.

“On average, we put 200 hours on the mower each year,” tells cemetery leader Jørgen Pedersen. A former self-employed landscaper, Pedersen has been with the church and cemetery for seven years now. He says the new Walker mows the 3780-square-meter area in about six hours. The cemetery is mowed once, sometimes twice a week; the same task used to take 35 hours with a riding mower and a trim mower.

In addition to mowing, the Walker is used for dethatching in the spring and for fall cleanup.

“We are very satisfied with the mower,” Pedersen adds. “It is ideally suited for mowing the tight spaces so prevalent in the cemetery. We can also mow in the rain if forced to.”

The church and cemetery employ six people full-time for 10 months out of the year. It is the only cemetery in town, and accommodates 80 to 100 burials a year.



Walker mowers klare græs — og ukrudt — på danske kirkegårde

De to Walker mowers der kører på Nyborg Kirkegård, Danmark, gør mere end at klippe græs. Udstyrets med 102 cm klippere, bruges maskinerne til opsamling af blade i efteråret og opsamlings systemet har reduceret, mængden af ukrudtsfrø der spredes betragteligt.

“Brugen af sprojtemidler er stort set forbudt i Danmark,” fortæller Kirkegårdssleder Kurt Jensen. “Vakuumet i GHS klipperen er så kraftigt at det ikke blot samler græs og løv op, men også ukrudtsfrøet der ligger i bunden af plænen, så reelt kan man sige at vi bruger Walker til ukrudtsbekämpelse.”

Kurt Jensen har været ansat ved Nyborg Kirkegård i 27 år. Den første kirkegård blev grundlagt i 1818 og den nye i 1925. Tilsammen har de en kapacitet på 7000 gravpladser, og plæne nok til at holde 2 Walker mowers kørende 2.5 dag om ugen.

“Vi sparar ca. 50% tid i forhold til vores gamle plæneklipper,” tilføjer Kurt Jensen. “Walkers manøvredygtighed er en stor fordel, især på den nye kirkegård, hvor vi har plantet 150 træer.”

Kirkegården købte sin første Walker, en brugt maskine, for 7 år siden. De to maskiner der kører i dag er 3 år gamle. Ejvind Poulsen og Poul Petersen klare klip-

Cemetery leader Kur Jensen with Poul Petersen (right) and Ejvind Poulsen. Nyborg Kirkegård employs 13 people. The team here represents 67 years of experience keeping the cemetery in top shape. In addition to mowing, they are responsible for a wide range of landscaping duties, including trimming hedges and weeding the many beautiful gardens.

Kirkegårdssleder Kurt Jensen med Poul Petersen t.h. og Ejvind Poulsen. Nyborg Kirkegård beskæftiger 13 personer. Dette team repræsentere tilsammen 67 års erfaring i at holde kirkegårdene i top form. Sammen med græsklipning er de ansvarlige for alt gartnerarbejdet så som, hækkelipning og ukrudtsbekämpelse i de mange smukke bede.



Ejvind Poulsen exploits the Walker's maneuverability to trim around the garden area while Poul Petersen (just visible in the background) tackles the wide-open areas.

Ejvind Poulsen viser Walker mowers manøvredygtighed rundt om bedene, mens Poul Petersen (lige synlig i baggrunden) kører på det åbne område.

ningen. Begge er enige om at det er let at køre en Walker, den efterlader et flot rent klip.

Begge de ansatte har været på kirkegårdene i 20 år. Og skal de vælge mellem at køre deres Walker og andre job, vælger de Walker.

"Vi har mange blade i efteråret, især på den gamle kirkegård," siger

Poul Petersen. "Men med Walker er blade intet problem." Blade og afklippet græs komposteres og genbruges på kirkegårdene, tilføjer han. I Danmark prøver vi at bruge naturlige løsninger, i stedet for kemikalier. **WT**

Mowers contain grass — and weeds — in cemetery

The two Walker mowers that patrol the Nyborg Kirkegård cemetery in Nyborg, Denmark, do more than cut grass. Equipped with 122-cm GHS decks, they are also responsible for picking up leaves in the fall and picking up weed seeds before they germinate.

"The use of chemicals is almost totally banned in Denmark," tells cemetery leader Kur Jensen. "The vacuum action of the GHS deck is so strong that it not only picks up lawn debris, including clippings and weeds, but also weed seeds. In essence, we use the Walkers instead of chemicals to contain the weeds."

Jensen has been employed by the cemetery, actually two cemeteries, for 27 years. The first cemetery was founded in 1818; the new one in 1925. Together, they have space enough for 7,000 grave sites, and enough lawn area to keep the Model MC Walkers busy for 2.5 days a week.

"It used to take us twice as long with our old reel mowers," Jensen adds. "The Walkers' maneuverability is a true advantage, especially in the new cemetery where we just planted 150 trees."

The cemetery purchased its first Walker, a used model, seven years ago. The two it currently uses are three years old. Ejvind Poulsen and Poul Petersen do most of the mowing. Each remark how easy it is to operate the Walkers, and marvel at the smooth, clean cut they leave behind.

Both employees have been with the cemetery 20 years. If left to choose between operating their Walkers or doing other chores, they would choose the Walkers.

"We have lots of leaves in the fall, especially in the old section," says Petersen. "But with the Walker, the leaves are no problem." The leaves, together with the grass clippings, are used as compost in the many garden areas, he adds. Once again, the emphasis in Denmark is to use natural solutions instead of chemicals.



ENGLAND



Above: The maneuverability of the Walker allows Christian to get in the small residential yards in his area, which he claims has built his business tremendously.



England's salesman

His business card does not say "salesman." But when it comes to a Walker mower, Ned Christian of St. Mary Bourne England is happy to sing the praises of his successes with the Walker.

"I would have nothing else," relays Christian, "and I am happy to tell people that." That's exactly what he does. When the Walker mower importer for England or the local dealer has a potential customer who needs to "hear from a real user," Christian fits the bill.

"They call me or come and see me, and I tell them or show them they can do anything, and do it well, with this mower," raves Christian. After eight years of mowing and nearly 6,000 hours on three Walkers, this retired farmer is truly qualified to make recommendations to potential customers.

Christian describes his endearment to the Walker mower by referring to his first experience mowing a local cemetery. "The way I figured it, if it would work that well in a cemetery, it should work just great on a regular lawn. And that is exactly what it has done."

Christian proudly manicures the English grass on his 30 accounts each week. He says one of his secrets is that he actually enjoys riding the mower, and his customers know that.

"I think I have had some customers ask me to mow their lawns only because they like to see me ride the Walker around," he speculates. Christian says he is not picky about who he mows for. "I am just excited to be retired from farming and have a way to earn a living that I still enjoy." **WT**

Ned and Walker sales representative Tony Briars (of Walker's English Importer, Allen Power Ltd.) have developed quite a friendship through working with Walker together.



Woburn's rose garden is the site of many weddings.

When local equipment dealers visit your lawn to demonstrate their equipment for an interested customer, that means one thing: Something is being done correctly on your lawn.

That is the story at Woburn Abbey in Bedfordshire, England. For the last 11 years, the person who has been making sure the lawns are done right is head gardener Mike Cox. The Abbey is owned by the Russell family, major landowners throughout England, and includes 12 hectares of turf, various gardens, and a safari park that also has areas Cox and his crew of four employees maintain.

The grounds of Woburn present their own variety of challenges, including an English hedge maze, rose gardens, very old trees, and the maintenance of daffodil beds which grow up in large number for the spring and need to be mowed down in early June.

Mowing and collecting the lush daffodils are where Cox says one of his other employees shines: the Walker. Cox says he really likes their overall productivity. "The beauty is that the same deck used on the small, confined areas is used on the large areas — and is just as productive either way."

Don't think Cox doesn't give credit to his human employees. As a matter of fact, he is pleased to talk about how his employees have become familiar with the product and are very efficient operators, particularly mechanician-operator Andrew Grant.



Woburn's hedge maze is a well-maintained English tradition.

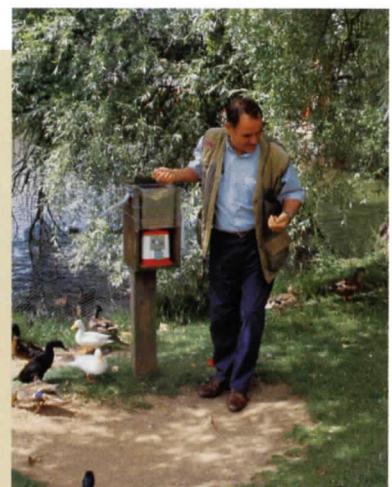
Doing things right at Woburn

Many times, Cox will send his employees out to mow near one of the demonstration areas being used by a local dealer. "I think my employees and I have sold a lot of these mowers by just 'showing up' during dealer demonstrations," says Cox.

To be sure, Cox and his crew take pride in doing things right at Woburn. For many visitors, the quality of their work is hard to ignore. "A lot of people stop and watch us ride around on the Walkers," laughs Cox. "I think visitors forget what they are here for sometimes." **WT**

Good friends

"I don't make much money, but I have a lot of friends," is how Mike Cox explains his friendships with the wildlife at Woburn. Cox himself hand-raises ducks and feeds fish in the pond near his shop. It is not unusual to see an army of ducks and geese following him around, or to hear him call many of the ducks by name.





FRANCE

*"Voir evoluer la Walker sur ma
propriete me plait"*

Une famille d'utilisateur en France



"I like how the Walker makes my lawn look clean"

A Walker family in France

He doesn't own a mowing business. As a matter of fact, he really never runs his Walker mower Model MC. He saves that for his on-site gardener. But M. Lefebvre of Le Bamot par Verdon, France, knows what he likes when it comes to his lawn. What he likes is to watch 10 of the most important people in his life enjoy their time on his freshly manicured lawn. Those 10 people are his grandchildren.

This retired textiles man says his endearment to the Walker mower has little to do with his son-in-law, Francois-Xavier Descamps, being Walker sales director for the French distributor Saelen. "I like how the Walker makes my lawn look clean," expresses Lefebvre. "It is maneuverable and has the capabilities to get into all of the places on the lawn."

Lefebvre's yard is a paradise for any visitor, mostly for his grandchildren who have a playhouse and can enjoy horse rides around his stables. Lefebvre says the beauty of having his 10,000-square-meter lawn mowed so fast is that it gives him more time to enjoy watching his grandchildren. "I like to watch the mower work," says Lefebvre. "But I would rather watch my grandchildren have fun."

Il n'est pas paysagiste, il n'a jamais vraiment travaillé avec sa tondeuse 16CV préférant confier cette mission à son jardinier. Cela ne l'empêche pas de prendre plaisir à voir évoluer la machine sur sa propriété.

Monsieur Lefebvre du Bahot sait apprécier les choses bien finies c'est pourquoi il a choisi la tondeuse Walker capable de travailler dans les moindres recoins grâce à sa très grande maniabilité. Depuis qu'il possède cette machine la pelouse est tondue encore plus fréquemment améliorant ainsi la qualité du gazon à la grande joie des nombreux petits enfants que Monsieur et Madame Lefebvre prennent plaisir à voir s'épanouir.

La propriété du Bahot est la fierté de la famille, tout y a été fait pour que famille et amis s'y sentent bien, pour cela il a fallu faire beaucoup d'aménagement du type balançoire, chalet ainsi que de très nombreuses plantations. Cela a fait partie aussi des critères de choix envers la Walker la seule machine capable de traiter ces types de reliefs.

Ce qui plaît aussi à Monsieur Lefebvre c'est l'originalité et la fiabilité de cette machine qui finalement ne demande qu'un entretien courant et normal.

Posséder une machine de professionnel est pour moi un gage de fiabilité. **WT**



The Lefebvre family with son-in-law Francois-Xavier Descamps (seated) is a proud Walker family.

La famille Lefebvre fière de leur Walker ainsi que leur fournisseur F X Descamps (assis).



M. Lefebvre does not really operate his Walker, but he always makes sure that it does the job right.

Mr Lefebvre n'est pas vraiment l'utilisateur de la Walker mais il sait apprécier le travail qu'elle fait.

Pictured with just one of his 10 grandchildren, M. Lefebvre says they love to play on his lawn, and that is the reason he wants his lawn to be just perfect.

Mr Lefebvre photographié avec ses petits enfants pour qui la propriété entretenue par la Walker est un vrai paradis.



Michel Louvet has been in the landscape contractor business since 1975.

Michel Louvet est entrepreneur dans le milieu des espaces verts depuis 1975.

La meilleure affaire que j'ai pu faire

Michel Louvet de Wailly Beaucamp, en France travaille dans le secteur des espaces verts depuis 1975. Comme il a monté une affaire, "Espaces verts et jardins," il a incité inconsciemment son fils Henri à travailler dans le même domaine que lui.

En 97, Henri commença à travailler avec son père après que celui-ci fût d'accord pour lui acheter la chose suivante: une tondeuse Walker, ceci afin d'aider son père. "Je savais déjà de quoi la tondeuse Walker était capable et qu'elle était très facile à utiliser," dit Michel. "Je m'occupe des Walker depuis 1988 et j'ai été convaincue de l'efficac-

ité de cette machine dès que je l'ai vue."

Henri, jeune homme de 22 ans a rapidement progressé en aidant son père à tondre le gazon. Il dirige maintenant une équipe de 5 employés et 2 apprentis, et réussit à entretenir 80 propriétés en 10 jours. Henri reconnaît la performance et la simplicité d'entretien des tondeuses Walker, la réussite de son entreprise vient de là d'après lui.

"Nous apprécions la maniabilité de la Walker," explique Henri. "Mais la partie la plus importante est l'entretien, ainsi que la fiabilité, la robustesse de la machine." **WT**

"The best move I ever made in business"

Coming of age in France

Michel Louvet of Wailly-Beaucamp, France, has been active in the landscape management business since 1975. As he has

worked to build his business,
Espaces Verts & Jardins, he has also unknowingly groomed his son Henri to work in the same business.

In 1997, Henri started working with his father after he agreed to do one thing for Henri: Buy him a Walker mower to operate alongside his father in the business. "I already knew

what the Walker could do and how easy it was to run," says Michel. "I have been running the Walkers since 1988, and my dealer convinced me the first time he showed me."

The 22-year-old Henri has quickly moved beyond just mowing with his father. He now runs the mowing crew that has five employees and two apprentices, and completely maintains 80 properties on a 10-day schedule. Henri credits performance and ease-of-maintenance of the Walker mowers as reasons his mowing crew is successful.

"We understand and enjoy the maneuverability of the Walkers," explains Henri. "But the most efficient part is the maintenance." Equipment reliability is a necessity in this area that is home to many politicians and television personalities from Paris and London. News of not being a reliable company can travel fast in these parts.

Henri Louvet (kneeling) runs the mowing crew of three operators and two apprentices.

Henri Louvet dirige une équipe de 3 ouvriers et 2 apprentis.



Espaces Verts & Jardins employees often team up to cover large areas on the complexes they maintain.

Les employés d'Espaces Verts et Jardins s'organisent régulièrement de façon à avoir le temps de s'occuper de toutes les propriétés qui leur sont confiées.



GERMANY

„Der Walker ist mein Freischneidegerät“

Ökologisch Mähen



BUSINESS
MEDITERRANEE
Dui

Kevin Carmody says the Walker is like his brush. And better yet, it thinks like he does.

Kevin Carmody sagt, der Walker sei wie sein Freischneidegerät. Und was noch besser ist: er denkt wie er.

in Deutschland

Wenn man Kevin Carmody beim Rasenmähen in einem Unternehmenspark bei Düsseldorf beobachtet, könnte man fast denken, er überspringt die halbe Rasenfläche. Und genau das tut er, aber mit Absicht. Carmody, der sein Leben lang als Landschaftsgärtner tätig war, ist davon überzeugt, daß Grundstücke nicht nur gepflegt werden sollten, sondern auch die natürliche Umwelt erhalten werden muß. Deshalb gefallen ihm Rasenwege besser als Teppichrasen, und er liebt viele Bäume und Unmengen wilder Blumen.

„Meine Vorstellungen stammen aus der alten Schule,“ sagt Carmody, der in Irland geboren wurde. „Die Bäume sterben, weil die Tiere fort sind. Aber man kann sie zurückbringen.“

Zu seinen wichtigsten Werkzeugen, mit denen er die Umwelt zurückbringen will, gehört ein 1997 gekaufter Walker Mäher. Das Dieselgerät ist mit einem GHS-Mähwerk ausgestattet, aber der Gärtner verfügt ebenfalls über ein 132

cm großes Mähwerk mit Seitenauswurf sowie ein Besenzubehör.

„Der Walker ist wie mein Freischneidegerät,“ erklärt er, „mit ihm kann ich den Rasen formen und an Stellen gelangen, die für andere Maschinen unerreichbar sind. Es ist eine wirklich gute Maschine. Und was noch besser ist: er denkt wie ich.“

Wahrscheinlich meint er damit, daß er sehr schnell auf seine Befehle reagiert — vorwärts, rückwärts, schnell, langsam, im Kreis, Mähwerk herauf, Mähwerk herunter — wenn man den Fahrer beobachtet, wird einem fast schwindlig.

Wenn Carmody keinen Rasen mäht, sind er und seine 12 Mitarbeiter damit beschäftigt, die Natur wieder zum Leben zu erwecken.

„Meine Idee ist wichtig, und der Walker hilft mir, sie umzusetzen,“ erzählt er. Man kann mit der Maschine auch Geld verdienen, fügt er hinzu, und das ist wichtig. Dabei spielt es keine Rolle, ob Gartenwege oder Großflächen zu mähen sind. **WT**



Carmody practices what he calls environmental mowing by preserving as much of the lawn area as he can while he mows.

Carmody praktiziert, was er ökologisches Mähen nennt. Dabei schützt er soviel vom Naturrasen wie eben möglich.

“The walker is my brush”

Mowing the environmental way

Watching Kevin Carmody mow a business park near Dusseldorf, you would almost think he is skipping half the lawn area. And he is, but it is intentional. In the landscaping business his entire life, Carmody believes that properties should not only be maintained, but the natural environment preserved, as well. Hence, he prefers garden paths to carpet-like lawn, lots of trees and plenty of wildflowers.

“My concept comes from the old school,” says Carmody, who was born in Ireland. “The trees are dying because the animals are gone. But you can bring them back.”

One of his main tools for bringing the environment back is a Walker mower purchased in 1997. The diesel unit is equipped with a GHS deck, but the landscaper also has a 132-cm, side-discharge deck and a broom attachment.

“The Walker is like my brush,” he explains. “It allows me to sculpt the lawn and go places other machines can’t. It is truly a good machine. And better yet, it thinks like I do.”

What he probably means is that it responds very quickly to his commands — backward, forward, fast, slow, in circles, deck up, deck down — watching this operator mow will almost make you dizzy.

When he’s not mowing, Carmody is working with his 12 employees to bring nature back to life.

“My concept is important and the Walker is helping me carry it forward,” he relates. You can also make money with the machine, he adds, and that’s important whether the job calls for mowing garden paths or wide-open areas.



Cemetery chief Dieter Anders has worked for Ratingen for 22 years. He says the city purchased the new Walker because it was maneuverable, easy to maintain and built for commercial use.

Der Leiter des Friedhofsamtes, Dieter Anders, arbeitet seit 22 Jahren für die Stadt Ratingen. Er sagt, die Stadt habe den neuen Walker gekauft, weil er wendig, wartungsfreundlich und für Profis gemacht ist.



Operator Alfred Sanger puts the Walker through its paces. Although a perfect fit for cemetery work, the new mower is also being closely watched by other city departments.

Mitarbeiter Alfred Sanger prüft den Walker auf Herz und Nieren. Obgleich ideal für Arbeiten auf dem Friedhof geeignet, wird der neue Mäher auch von den anderen städtischen Abteilungen genau beäugt.

Robuster Mäher hilft Stadt, die Kosten im Zaum zu halten

unsere früheren Mäher. Zudem waren seine Betriebs- und Unterhaltungskosten geringer, und er war für die Friedhöfe insgesamt besser geeignet."

"Der Walker Mäher war außerdem wendiger als die anderen Geräte, die wir ausprobiert haben, und rundherum robuster. Wir wollten wirklich eine Maschine in Profi-Qualität."

Als *Walker Talk* Ratingen besuchte, war der neue Mäher bereits 70 Stunden gelaufen. Er mähte täglich von 7.00 bis 17.00 Uhr. Obgleich er ausschließlich auf den Friedhöfen eingesetzt würde, erzählte Anders, hätten die anderen städtischen Abteilungen ihn bereits für andere Anwendungen im Blick. Wenn sie ernsthaft an einem Walker interessiert sind, brauchen sie nur in das nahegelegene Düsseldorf zu schauen. Die Stadt besitzt vier der Maschinen.

Ratingen und Düsseldorf haben festgestellt, daß Rasenmähen mehr ist als es auf den ersten Blick scheint. Der ideale Rasenmäher muß Produktivität und hohen Bedienungskomfort bieten und wartungsfreundlich sein. Er muß außerdem robust genug für lange Einsatzzeiten sein. Diese Kombination wiegt nicht nur sehr viel schwerer als die Anschaffungskosten, sondern sie hilft auch, die Betriebskosten stabil zu halten und die Gesamtkosten zu senken. **WT**

Die Stadt Ratingen ist nicht anders als die meisten Gemeinden; sie ist stets auf der Suche nach Wegen, die Kosten in den Griff zu bekommen. Vor kurzem hat die Stadt einen aufwendigeren Walker Mäher gekauft, mit dem der Rasen — und die Kosten — beschnitten werden sollen. Was wie ein unlösbarer Widerspruch erscheint, macht in Wahrheit viel Sinn, erzählt der Leiter des Friedhofsamtes der Stadt, Dieter Anders.

"Wir haben uns über ein Jahr lang Mähmaschinen angesehen," sagt Anders, der für die Instandhaltung von fünf städtischen Friedhöfen zuständig ist. „Für den Walker haben wir uns entschieden, weil er eine höhere Produktivität bot als

Robust mower helps city contain costs

The City of Ratingen, Germany, is not unlike most municipalities; it is always looking for ways to contain costs. Recently, the city purchased a more expensive Walker mower to help cut grass — and expenses. What appears to be a dichotomy really makes a lot of sense, tells city cemetery chief Dieter Anders.

"We looked at mowers for more than a year," says Anders, who's in charge of the upkeep in five city cemeteries. "We purchased the Walker because it was more productive than our previous mowers, costs less to operate and maintain, and overall was a better fit for the cemeteries."

"The mower was also more maneuverable than the other mowers we tried out, and was more robust all the way around. We really wanted a machine that is commercial-quality."

At the time *Walker Talk* visited Ratingen, the new mower already had 70 hours on it. It was mowing from 7 a.m. to 5 p.m. daily. Although it was being used exclusively for cemetery work, Anders mentioned that other city departments already had their eyes on the machine for other applications. If they're serious about a Walker, they need look no further than the nearby city of Dusseldorf, which has four of the machines.

Ratingen and Düsseldorf have both discovered there is more to mowing than meets the eye. The ideal mower needs to be productive, easy to operate and easy to maintain. It also needs to be tough enough to sustain long hours in the field. This combination not only far outweighs the purchasing costs, but helps keep operating costs in line.



HUNGARY

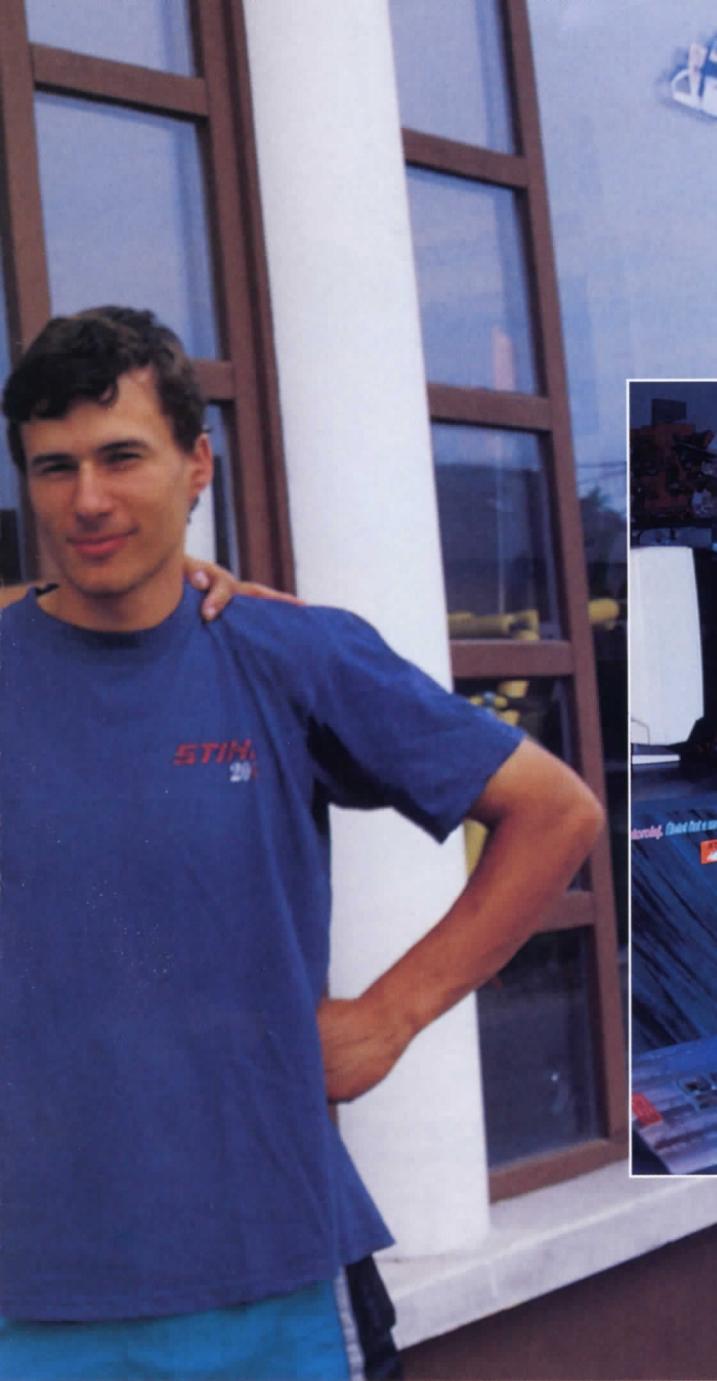


A Mikroprofit Kft cégtörténete

16 ével ezelőtt Lakatos Miklós és felesége Andrea elhatározta, hogy olyan vállalkozásba kezdenek amely a föddel gazdálkodók munkáját segíti. Így jutottak

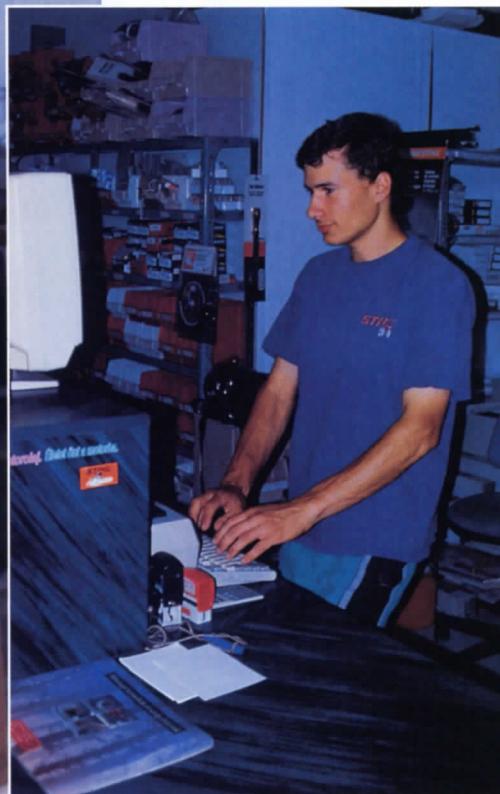
azon elhatározásra, hogy kertigépeket és hozzájuk való alkatrészeket áruljanak saját üzletükben.

Mára a vállalkozás létszáma kilenc fire emelkedett és a cég nemrég nyitotta meg új szakáruházát Kecskeméten a



Miklos Lakatos with his wife Andrea and son Attila proudly run Mikroprofit Ltd. in Kecskemet, Hungary.

Lakatos Miklós feleségével Andreával és fiukkal Attilával.



Miklos' son, Attila, operates the parts counter and works in the showroom at Mikroprofit.

Miklós fia, Attila a számítógépen dolgozik egy alkatrész után kutava.

Mindszentí körút 32. szám alatt. A vásárlói igények átalakulásával a kínálatnak is lépést kell tartania, ezért úgy döntötték hogy professzionális gépek árusítását is felveszik a kínálatukba. Ezek közül talán a legjelentősebb a „Walker” céggel való kapcsolat az USA-ból amely a világ talán legtartósabb fűnyírógépeit gyártja. Ezen fűnyíró gépek hiányt pótoltak a magyar piacon könnyű irányíthatóságuk, nagy mozgékonyúságuk minden eddig Magyarországon forgalmazott gépet felülműl. Az első Walker gépet 1999-

ben a cég értékesítette és az eddigi jó tapasztalatok alapján remélik hogy ebben az évben már több megelégedett tulajdonos fogja ezt a kiváló fűnyírót használni.

A vállalkozás munkáját segíti a család összefogása, a szülők mellett a 23 éves Attila fiuk és a 18 éves Zsuzsanna lányuk is részt vesz a munkában.

Minden érdeklítő szeretettel várnak új áruhárukban ahol nem csak megtékinthetik, hanem ki is próbálhatják a gépeket. **WT**

Hungary's pioneers

Miklos Lakatos and his wife Andrea of Kecskemet, Hungary, have always been courageous in their business endeavors. Starting a power equipment business 16 years ago in communist-dominated Hungary was just one example of their courage.

Their courage in starting Mikroprofit Ltd. has paid off. Now Hungary is independent of communist rule, and the Lakatos family independently runs their power equipment business, employs nine people, and handles seven lines of consumer products and fun carts. They now distribute the Walker mower for Hungary and are prepared to be pioneers one more time. "We know that we can sell Walkers here," explains Miklos. "But we know it takes time for people to understand about productivity."

Being a family-run business is one thing Miklos and Andrea say keeps them strong. "Our business gives us a chance to work hard together," explains Andrea. "It also allows us to have a lot of fun together." Working together with two of their three children, Attila (their second son) and Zsuzsanna (their daughter), each family member takes on different jobs in the business to make it work.

Mikroprofit Ltd. has recently finished a new showroom in Kecskemet complete with larger repair facilities and a larger showroom.



NORWAY



Kaare Hultung wanted the Walker to maintain rest areas.

Kaare Hultung ønsket Walker til vedlikehold av raste plassene.

Statens veivesen bygger veier, og klipper gressplener

Statens veivesen sin motorvei avdeling har ansvaret for alt vedlikehold i en radius på 100 km. rundt Oslo. For tiden arbeides det med et av de største veiprosjektene i Norges historien.

Men veibyggingen er ikke det eneste de har ansvaret for. Avdelingen er også ansvarlig for vedlikeholdet av rasteplatser, vei-skuldre og grøntarealer som grenser inntil motorveiene.

Innkjøps sjef Kaare Hultung kjøpte i 1996 sin første Walker. Maskinen brukes hovedsakelig på raste plasser, hvor det er mye grus og flasker som normalt sliter på klip-

peaggregatene. Kaare er meget fornøyd med valget av Walker som tåler disse store påkjenningsene.

I dette tilfelle har Statens veivesen valgt Walker diesel versjon med 107 cm. mulching kniver. Maskinen er i daglig bruk. De eneste forholdsregler personalet tar er å justere knivene noe høyere for å beskytte klippe aggregatet, men det tåler fortsatt stor belastning.

Hultung avslutter med å si "Det er en meget robust proff maskin." **WT**

Highway department builds roads, mows lawns

The Statens Vegvesen highway department maintains a 100-km radius of roads around Oslo.

Currently, the department is in the midst of the biggest highway construction projects in Norway's history.

But building and maintaining roads are not its only duties. The department is also responsible for mowing along the shoulders of the road, in the medians and in the rest stops. In 1996, Kaare Hultung, whose responsibility is to purchase machines, put his order in for a Walker mower. Used primarily to mow the smaller rest areas, this machine takes a lot of beating from stones, bottles and other road debris, explains Hultung.

The diesel Walker with a 107-cm mulching deck is used everyday in the summer, tells Hultung. Despite the fact that crews mow high to protect the blades and deck, the unit still takes a lot of beating. "It's a tough machine and a professional machine," he adds.

Fremragende klipperesultat i kuppert terreng

Oslo Kommune bruker i dag 8 maskiner fra Walker for vedlikehold av 19 kirkegårder i byen. Mange av kirkegårdene ligger i til dels bratte skråninger. Årsaken til valget av Walker ligger blant annet i maskinenes lave tyngdepunkt som ivaretar fremragende klipperesultat under ellers vanskelige driftsforhold.

Behind Per Erik Larsen stands the hilly terrain characteristic of Oslo cemeteries. Mowing 80 hectares of turf on hills can be like mowing 120 hectares of turf on the level, unless the mower is designed to handle the conditions.

Bak Per Erik Larsen ser man tydelig bakker og skråninger som karakteriserer terrenget til Oslo's kirkegårder. Det å klippe og vedlikeholde 80 hektar med gressplener i bakkert terreng, kan sidestilles med over 120 hektar flatt terren. Dette viser at Walker er konstruert og utviklet med tanke på vanskelige driftsforhold.

Arbeidsleder Per Erik Larsen har lang erfaring med Walker på Alfaset gravlund. Maskinen er nå syv år med en gangtid på over 3,500 timer. Moddelen som brukes er utstyrt med 107 cm. mulching klippeaggregat.

Som Larsen utaler bruker de Walker maskinen vesentlig i

skråninger. Den er raskere en andre maskiner kombinert med lavt tyngdepunkt som gir meget god stabilitet. Vårt klippeareal er på 88 hektar. Walker maskinen brukes 20 dager pr. måned fra mai til ut september, fra tidlig morgen til kveld.

På tross av tøffe driftsforhold, har Walker maskinen holdt seg meget godt legger Larsen til. Det har ved enkelte tilfeller vært behov



for reparasjon, men gjennom Berema's forhandler Ø.W Farge og Verktøyhjørne har dette vært håndtert på en fremragende måte.

Selv om Walker maskinene i hovedsak er å se i arbeid på Oslo's kirkegårder, blir de også benyttet i hovedstadens parkområder hvor det bor ca. 700.000 innbyggere. **WT**

Leveling out the slopes in Oslo's cemeteries

The city of Oslo, Norway operates 19 cemeteries and uses eight Walker mowers to help maintain them. The reason? Many of the cemeteries are located in very hilly areas. The Walkers, with their low centers of gravity, level out these areas and make efficient mowing possible.

Working leader Per Erik Larsen operates the Walker at Alfaset Gravlund. The machine, equipped with a 107-cm mulching deck, is seven years old and has seen approximately 3,500 hours of mowing time.

"We use the Walker primarily on the slopes," tells Larsen. "It's faster than the other mowers, and it has a low center of gravity which gives it more stability."

According to Larsen, the cemetery has 88 hectares of turf. The Walker is used 20 working days a month from May to September, operating nearly nonstop from 7 a.m. to 3 p.m. daily.

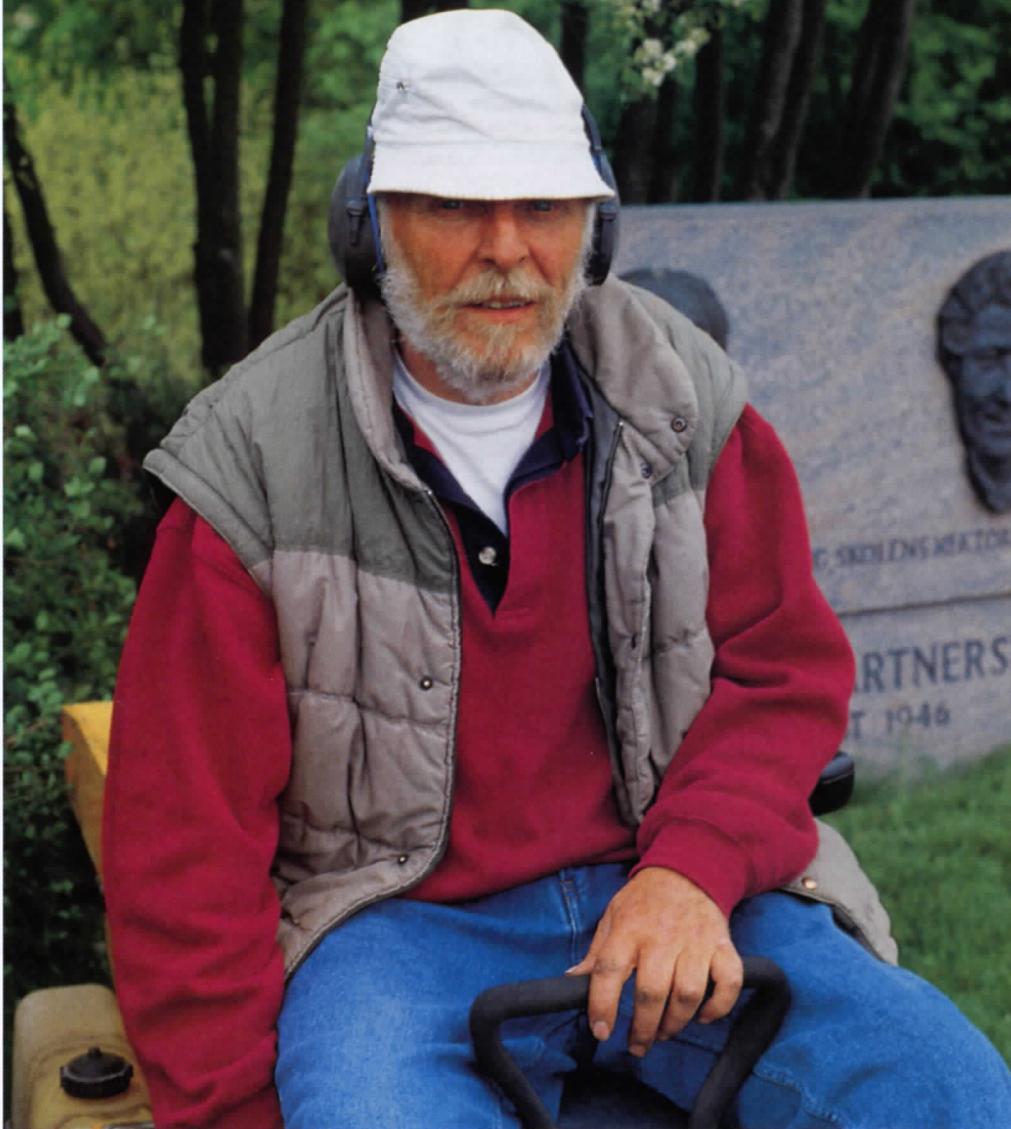
Despite the tough regimen, the Walker has held up extremely well, Larsen adds. When there is repair work to be done, third-generation dealer Ø.W. Farge og Verktøy-Hjørne is capable and ready to handle it.

Although the Walker mowers are generally seen working in the Oslo cemeteries, they are also used throughout the city of 700,000 people to maintain common areas.

Skolene bruker Walker i sitt treningsprogram

Park head master Dag Arneson mows with the Walker two days a week for five months out of the year. Students get an opportunity to operate the mower, as well.

Gartnersjefen Dag Arneson benytter sin Walker to dager i uken gjennom hele sesongen på 5 måneder. Samtidig får studentene muligheten for å kjøre maskinene når de selv måtte ønske.



Gjennestad Gartnerskole lokalisert utenfor Oslo er den eneste private skole for utdanning av gartnerne i Norge. Skolen er grunnlagt i 1946, og har 150 studenter hvorav 100 bor på skolen. Området er et treningsareal for unge gartnerne som vil ende opp som en resurs for landskaps arkitekter, eller starte sin egen gartnervirksomhet.

Gjennestad Gartnerskole har benyttet Walker proff klippere i over 4 år. Tidligere brukte de traktor til å klappe det 4,8 hektar store skole området.

"Jeg liker meg meget bra når jeg kan kjøre rundt med

School trains new Walker users, too

Located just outside of Oslo, Gjennestad Gartnerskole is the only private horticulture school in Norway. Founded in 1946, the school has approximately 150 students, 100 of whom live on campus. It is a training ground for young horticulture workers who will most likely end up working for other landscapers or start their own businesses.

Gjennestad Gartnerskole has operated a Walker mower for four years. Previously, it operated a small tractor that just couldn't hold up mowing the 4.8 hectares around the school's property.

"I enjoy myself when I drive the Walker," tells Dag Arneson, head master for the park. "It maneuvers very easily around the trees, and it's a good machine overall." In addition, he says, "Operating a Walker is like dancing with a lady, except you have more control with a Walker."

The school offers a three-year degree in horticulture. Although learning to operate a Walker mower may not be part of the curriculum, graduates take with them valuable Walker experience they can put to use in their new jobs.

Walker," utaler Dag Arneson som har ansvaret for utseendet av parken. Den manøvrerer lett rundt alle trær og vi er meget fornøyd med kvaliteten på maskinen. I tillegg sier han "Det å kjøre rundt med Walker føles omrent som å være på dansegulvet med damene, bare at du har bedre kontroll med Walker."

Skolen tilbyr en tre årig utdannelse innen gartner yrke. Selv om praksisen på Walker ikke er pensum, tar studentene med seg verdifull erfaring, som vil komme til anvendelse i deres fremtidige jobber. **WT**



Of four mower shop locations, the Kuldīga store sells the most power equipment. From left to right: Zigis Goldmanis, Māris Grīniņš, Andris Zatlars, Ingrīda Priedite (seated) and Maris Fansons

No četrām zālesplāvēju pārdošanas vietām Kuldīgas veikals pārdod vislielāko daudzumu. No kreisās uz labo: Zigis Goldmanis, Māris Grīniņš, Andris Zatlars, Ingrīda Priedite un Māris Jansons.

Latvija iepazīstas ar Walker zālesplāvējiem

Septiņus gadus pēc komunistu valdīšanas beigām mazā Baltijas valsts Latvija ar iedzīvotāju skaitu tikai 2,5 miljoni cenšas sakārtot savu ekonomiku uz pareizā cēla.

Četrās vietās valstī tirgojot plaši pieprasītu produkciju, firma Gamma-Rent ir viens no līderiem ar dzinēju darbināmu iekārtu apgādē. Bez Husqvarna, Murray un Briggs & Stratton kompānija tagad pārstāv arī Walker.

"Mēs domājam, ka mums izdosies šeit izveidot Walker tirgu," saka kompānijas ģenerāldirektors Zigis Goldmanis. Tas ir grūts uzdevums pārliecināt cilvēkus izdot tik daudz naudas par zālesplāvēju, bet stāvoklis mainīsies."

Starp citu, valstī ir maz zālāju, bet tie, saprotams, ir galvenais nepieciešamais

nosacījums zālesplāvēju lietošanai.

"Ir grūti pārliecināt vecāko paaudzi dārzeņu vietā audzēt zālāju," skaidro Rīgas filiāles direktore Ingrīda Priedite. "Bet arī tas mainīsies." Pagaidām veikali meklē risinājumus, kā apkalpot jau esošos klientus, no kuriem daudzi ir iegādājušies motorzāģus un pamazām orientējas uz zālesplāvēju tirgu.

"Viens veids, kā to darīt," piebilst Goldmanis, "ir uzsākt pašiem savu ainavu izveidošanas biznesu. Tādā veidā mēs varam iegūt ienākumus ar Walker un vienlaikus demonstrēt šo produktu."

Gamma-Rent ne tikai pārdod un remontē dažādus agregātus, bet arī eksportē kokmateriālus. Tas lielākais zāģu un plāvēju veikals atrodas Kuldīgā, kurā ir 25,000 iedzīvotāju. **WT**

Developing a Walker market

Just seven years out of Communist domination, the small Baltic country of Latvia, with a population of only 2.5 million, is looking to get its economy on track.

With four locations throughout the country, Gamma-Rent is leading the way in power equipment, introducing premium products to customers. In addition to selling Husqvarna, Murray and Briggs & Stratton, the company is now a Walker dealer.

"We have an idea we can develop a Walker market here," tells company general director Zigis Goldmanis. "It's a difficult road now to convince people to spend so much money on a mower, but things will change."

Among other things, the country lacks grass, certainly a key ingredient to any lawn mower equation.

"It's difficult convincing the older generation to grow grass instead of vegetables," explains Riga store director Ingrīda Priedite. "But that, too, will change." In the meantime, the store will look for ways to service its current customers, many of whom are chain saw owners, and gradually develop a "grass cutter" market.

"One way to do that," adds Goldmanis, "is to start a landscaping business of our own. That way, we can generate some revenue with the Walker and gain exposure for the product."

In addition to selling and servicing power equipment, Gamma-Rent also exports wood products. Its biggest power equipment store is located in the city of Kuldīga, with a population of 25,000.



NETHERLANDS

Nederlands bedrijf met volledige heeft grote proje



ge dienstuitvoering cten en uitdagingen

Drielanden te Harderwijk bestaat reeds 27 jaar en tegenwoordig zijn er het hele jaar door 180 mensen werkzaam en 270 gedurende het hoogseizoen. Het groenvoorzieningenbedrijf met volledige dienstuitvoering heeft nog twee andere vestigingen in Nederland, en verricht tevens werkzaamheden in België, Duitsland en de Tsjechische Republiek.

Door vier afzonderlijke afdelingen en een zusterafdeling is Drielanden in staat onder andere onderhoudswerkzaamheden, ontwerp en aanleg, interieurinrichting en speelplaatsinspecties te verzorgen. Daarnaast is het bedrijf tevens gespecialiseerd in milieuzorg van percelen, het ontwerp en onderhoud van begraafplaatsen en de installatie en het onderhoud van dakterrassen.

"Met zo veel verschillende projecten is één van de grootste uitdagingen het vinden van de juiste apparatuur voor het werk," aldus bedrijfsleider C. van den Berg. Vandaar dat het bedrijf onlangs een Walker-maaier heeft toegevoegd aan zijn park van 50 maaiers en 50 tractoren.

"Wij zijn van plan de machine te gebruiken op recreatieterreinen en andere kleine gebieden," voegt A. Ganzevles, hoofd van de technische dienst en de persoon binnen het bedrijf die hoofdzakelijk verantwoordelijk is voor de aankoop van de

Walker, hieraan toe. "We zijn van plan de machine minstens 400 uur per jaar te gebruiken en dat aantal in de nabije toekomst bijna te verdubbelen."

In het totale plaatje is het werk met de Walker-maaier een klein onderdeel van de werkzaamheden van dit enorme bedrijf. Zoals echter zowel Van den Berg als Ganzevles aangeven, is de sleutel tot succes voor ieder willekeurig bedrijf, ongeacht of dit groot of klein is, ervoor zorgen dat de apparatuur en mensen optimaal presteren. Op één gebied betekent dit eenvoudigweg succesvol zijn. Landschapsarchitecten moeten de juiste apparatuur hebben voor het werk en opgeleide mensen om de apparatuur te bedienen. Dat is geen eenvoudige taak voor een bedrijf met de omvang van Drielanden.

Op een ander gebied is dit dynamische bedrijf van plan de krachten te bundelen met andere bedrijven, met als einddoel klanten de best mogelijke service te bieden. Welke andere reden is er om een nieuwe Walker-maaier te kopen, meer mensen aan te nemen en op te leiden, meer diensten aan te bieden en je werkzaamheden in het algemeen uit te breiden? Ja, bij ieder bedrijf draait het uiteindelijk om het saldo. De enige manier om je doel echter te bereiken, is manieren vinden om de best mogelijke service te bieden, benadrukt Van den Berg. 

Drielanden director C. van den Berg (left) with head of technical service A. Ganzevles. The company plans to put 400 hours on its new diesel Walker in the first year of operation, and nearly double that total as more applications are found for the mower.

Drielanden's Directeur C. van den Berg (links) met het hoofd van de technische dienst A. Ganzevles. Het bedrijf is van plan in het eerste gebruiksjaar 400 uren gebruik te maken van de nieuwe diesel-Walker, en dat totaal bijna te verdubbelen wanneer er meer toepassingen voor de maaier gevonden worden.

Full-service company has big projects, challenges

Drielanden in Harderwijk has been in business 27 years, and today employs 180 people year-round and 270 during the high season. The full-service landscaping company has two other locations in Holland, and also does work in Belgium, Germany and the Czech Republic.

Four separate divisions and a sister division allow Drielanden to provide maintenance, design and installation, interiorscaping and playground inspection, among other services. In addition, the company also specializes in environmental care of properties, the design and maintenance of cemeteries, and the installation and maintenance of rooftop gardens.

With such a wide variety of projects, one of the biggest challenges is to fit the right equipment to the job, tells company director C. van den Berg. Hence, the company recently added a Walker mower to its fleet of 50 mowers and 50 tractors.

"We plan to use the machine in recreation parks and other small areas," adds A. Ganzevles, head of technical service and the one person in the company primarily responsible for the Walker purchase. "We look to operate it at least 400 hours a year, and nearly double that number in the near term."

In the big picture, the Walker mower is a small part of this huge company's operation. Yet, as both van den Berg and Ganzevles point out, the key to success for any company large or small is making sure equipment and people perform at the optimum level. At one level, that means simply to be successful. Landscapers need to have the right equipment for the job and people trained to operate the equipment. That's no small task for a company the size of Drielanden.

At another level, this dynamic company is looking to combine its strengths with those of other companies, the ultimate goal being to provide customers with the best service possible. What other reason is there to buy a new Walker mower, add and train more people, provide more services and overall expand your business? Yes, the bottom line in any business is the bottom line. Yet, the only way to reach your goal is to find ways to provide the best service possible, emphasizes van den Berg.

Sociaal bewust bedrijf schakelt ook Walker in



Mr. Zuidberg is head of Groen & Bouw's technical development. He tells that the company went from mid-size walk mowers to Walkers because it wanted walk mower maneuverability with rider ease-of-operation.

Dhr. Zuidberg is hoofd van de afdeling technische ontwikkeling van Groen & Bouw. Hij vertelt dat het bedrijf van middelgrote handmaaiers overstapte naar Walkers omdat het de wendbaarheid van handmaaiers wilde met het bedieningsgemak van een berijder.

Groen & Bouw, gevestigd te Zwolle, is één van de 80 instellingen door heel Nederland waar gehandicapte medewerkers werkzaam zijn. Het bedrijf, dat gedeeltelijk wordt gesubsidieerd door de overheid, heeft circa 900 mensen werken in vier marktsectoren: constructie, schilderwerk, drukwerk en groenvoorziening en -onderhoud.

Het instituut bestaat al 30 jaar en kocht de eerste Walker-maaier 10 jaar geleden — een Briggs & Stratton-model van 11 pk. Vervolgens ging het bergopwaarts met twee modellen van 16 pk. Nu gebruikt het bedrijf vier dieselapparaten, alle voorzien van mulchdekken.

“De Walkers zijn bijzonder nuttig voor het onderhouden van bungalowparken,” vertellen dhr. Zuidberg, hoofd van de afdeling technische ontwikkeling van het bedrijf, en dhr. Doldersum, projectplanner. Het karwei dat *Walker Talk* bezocht, was een bungalowpark met 365 eenheden. Een team met drie Walkers maakte het gehele perceel van 36 hectare in 2,5 dag.

De Walkers worden in het park echt op de proef gesteld, aangezien ze de gehele dag non-stop zijn ingeschakeld. “Ik kan nu 5 of 6 eenheden in vijf minuten,” vertelt een bediener die drie jaar bij het bedrijf werkzaam is. “Ik vind dat er geen betere machine verkrijgbaar is.”

Behalve dat zij rond afzonderlijke eenheden maaien, maaien de bedieners ook rondom de tennisbanen, zwembaden, gemeenschappelijke gebieden en de zijkanten van de toegangswegen naar het complex.

Bij de afdeling groenonderhoud van Groen & Bouw zijn 200 werknemers van het totale personeel van het bedrijf werkzaam. Voordat de Walker gekocht werd, maakte de afdeling met vijf middelgrote handmaaiers. De logica achter de keuze voor de Walkers? “We wilden dat onze medewerkers konden zitten en toch de wendbaarheid zouden hebben die ze hadden bij het gebruik van de handmaaiers,” vertelt Zuidberg. **WT**

Socially aware company puts Walkers to work, too

Groen & Bouw, located in Zwolle, is one of 80 institutes throughout The Netherlands that employ handicapped workers. The company, which is partially subsidized by the government, puts approximately 900 people to work in four market sectors: construction, painting, printing, and green care and maintenance.

In business for 30 years, the institute purchased its first Walker mower 10 years ago — an 11-hp Briggs & Stratton model. It then upgraded to two 16-hp models. Now it operates four diesel units, all with mulching decks.

“The Walkers are especially helpful for maintaining bungalow parks, relates Mr. Zuidberg, head of the company’s technical development, and Mr. Doldersum, project planner. The job that *Walker Talk* visited was a bungalow park that housed 365 units. Crews using three Walkers mowed the entire 36-hectare property in 2.5 days.

The Walkers are really put to a test in the park, going nonstop all day. “I can mow 5 or 6 units in five minutes,” tells one operator who has been with the company three years. “In my opinion, there is no better machine on the market.”

In addition to mowing around individual units, the operators mow around the tennis courts, swimming pools, common areas, and sides of the road leading to the complex.

The green care division of Groen & Bouw employs 200 of the company’s total work force. Before purchasing the Walker, the division mowed with five mid-size walk mowers. The logic for getting the Walkers? “We wanted our employees to sit down and still have the maneuverability they had with the walk mowers,” tells Zuidberg.



Mr. Zuidberg and Mr. Doldersum with their Walker crew. Three Walkers can mow a 36-hectare bungalow park in 2.5 days. The park is maintained every two weeks.

Dhr. Zuidberg en dhr. Doldersum met hun Walker-team. Drie Walkers kunnen een bungalowpark van 36 hectare in 2,5 dagen maaien. Het gras wordt iedere twee weken gemaaid.



ITALY



Brothers Luigi and Adriano Mauri now run their family business that is over 100 years old.

I fratelli Luigi e Adriano Mauri conducono ora la loro ditta familiare, che ha già superato i 100 anni d'età.

I rinnovatori d'Italia

Gamma Verde usa le motofalciatrici Walker per un lavoro molto specifico: portare i 50 campi sportivi che installa o rinnova ogni anno in tutta Italia in condizioni perfette. La motofalciatrice Walker viene usata nelle fasi finali del lavoro per pulire il campo e dare un taglio finale al prato prima di consegnarlo definitivamente al proprietario.

L'ingegnosa idea è venuta ai fratelli Luigi e Adriano Mauri che, oltre ad essere i proprietari della Gamma Verde, la conducono da oltre 25 anni. La società, che ha sede nelle vicinanze di Lecco, era stata avviata a dire il vero oltre 100 anni fa dal nonno Francesco Mauri e si occupava allora dell'allestimento e della cura di giardini. La Gamma Verde ha oggi due distinti rami d'attività: una si occupa di vivai e allestimento di giardini e l'altra del rinnovamento di campi sportivi. È proprio in quest'ultimo settore dove la Walker dà il meglio di se stessa. "La Walker ha una formidabile capacità di aspirazione," spiega Luigi. "Raccoglie tutti i residui dal prato molto velocemente e lascia un taglio magnifico." **WT**



The Walker is used for its vacuuming capabilities on Gamma Verde's sports field renovation projects.

La Walker viene usata per le sue eccezionali capacità di aspirazione in tutti i progetti di rinnovamento dei campi sportivi della Gamma Verde.

Italy's renovators

Gamma Verde uses Walker mowers for a very specific job: bringing the 50 sports fields they install or renovate throughout Italy each year to maturity. And in the final steps of the renovation, the Walker mower is used to clean the field and give a final cut on the lawn before it is ultimately presented to the owners of the property.

This clever idea comes from brothers Luigi and Adriano Mauri, who have owned and operated Gamma Verde for over 25 years. The company, located just outside of Lecco, was actually started as a landscape installation company over 100 years ago by their grandfather Francesco Mauri. Gamma Verde now has two branches: a nursery and landscape installation branch, and a sports field renovation branch. Sports field renovation is where the Walker shines. "The Walker has such strong vacuum capabilities," explains Luigi. "It cleans up all of the debris off the lawn very quickly and leaves a beautiful cut."

Luigi Missano says the ease of using the Walker makes it fun to go to work, and it also keeps a smile on his face.

Luigi Missano dice che la facilità d'uso della Walker rende divertente andare a lavorare e non gli fa perdere il sorriso.



“Qui, con questa motofalciatrice, posso fare qualsiasi lavoro”

Sorridente, anche in situazioni un po' particolari!

Luigi Missano di Correggio, Italia, ama il suo lavoro. D'accordo, lavora in un cimitero. Ma è quello che fa nel cimitero che lo fa sorridere. "Adoro guidare la Walker," dice Missano. "Rende il mio lavoro molto facile e sono davvero contento quando posso manovrare la motofalciatrice."

Missano ha lavorato in proprio per 11 anni occupandosi della manutenzione del prato che circonda le 10'000 tombe del Cimitero Comunale di Correggio, le cui origini risalgono alla fine del 1800. Missano conferma che usa tutto l'anno almeno una delle due Walker in dotazione. Nel periodo invernale una viene equipaggiata con gli accessori che permettono di usarla per la spalatura della neve. Descrive il lavoro della

Walker sulla neve come un "lavoro perfetto."

La passione per la motofalciatrice del 34enne Luigi è facilmente intuibile. "La prima constatazione che posso fare è questa: è una motofalciatrice perfetta," spiega. "Il risultato è che puoi lavorare bene, velocemente ed esattamente."

Ora Missano sta lavorando per conseguire un diploma di consulente finanziario nel settore bancario. Ma, dice, non dimenticherà mai le sue esperienze con la Walker. "Manovrare questa motofalciatrice mi ha insegnato che ci possono essere modi migliori per fare le cose," spiega Missano. "Voglio improntare la mia vita a questa filosofia — indipendentemente da quello che faccio e che farò." **WT**

Missano uses the Walker to mow in many tight places at Cimitero Comunale di Correggio. He even encounters small hills throughout the cemetery.

Missano usa la Walker per falciare l'erba anche in posti molto stretti sparsi qua e là nel Cimitero Comunale di Correggio. Non mancano neppure piccole collinette.



"I can do any job here with this mower"

Having a good time in Italy

Luigi Missano of Correggio, Italy, loves his job. Sure, he works in a cemetery. But it is what he does in the cemetery that brings a smile to his face. "I love running the Walker," says Missano. "It makes my job very easy, and I really like to operate the mower."

Missano has worked by himself for 11 years to maintain the grass that surrounds the 10,000 graves at the Cimitero Comunale di Correggio, which dates back to the late 1800s. Missano says he uses at least one of the two Walkers all year long, including the snow attachments. He describes the Walker's work on snow as a "perfect job."

The 34-year-old's excitement about the mower is easy to see. "The first thing is that it is a perfect mower," he explains. "The results are that you work good, fast and proper."

For now, Missano is working on earning a diploma to be a financial adviser for a bank. Yet, he says he will never forget his experiences with Walker. "Running this mower has taught me that there can be better ways of doing things," explains Missano. "I am going to use that philosophy throughout my life — no matter what I do."



SPAIN

Trabajando ingenio en Barcelona





Capoeuila says the fast-moving Walker helps him stay out of the way of many activities at Escola de Policia de Catalunya and still get his job done.

Capdevila afirma que la rápida siega de Walker le ayuda a no interferir en las actividades de la Escola de Policia de Catalunya y tener hecho su trabajo.

En la Escola de Policia de Catalunya en Barcelona, Espana, cortar el césped no es el tema más importante. Lo realmente importante aquí, es preparar a hombres y mujeres para ser oficiales de policía en el único centro de entrenamiento policial en la región de Catalunya, Espana. Pero para Juan Capdevila, su trabajo si que es importante. Él se encarga del mantenimiento de los céspedes y jardines de la escuela.

Para Capdevila, el cortacésped Walker es la mejor elección para el mantenimiento eficiente del terreno, y no molestar a los cadetes y profesores mientras completan sus seis meses de entrenamiento. "La Walker nos permite movernos rápidamente," nos

explica Capdevila. "Por lo que no entorpecemos ningún ejercicio de entrenamiento." Además de la clase de entrenamiento, sus intensas maniobras incluyen, armamento, auto-defensa, e incluso operaciones de conducción en moto.

Con sus dos empleados, Capdevila mantiene las diferentes áreas en el campus que incluyen, jardines exteriores, campos de atletismo, y varios terrenos pequeños de césped. Capdevila dice que en sus cuatro años como jardinero jefe, ha aprendido mucho sobre trabajar eficientemente. "Segar con Walker hace mi trabajo fácil y que el campus quede bien. Dos cosas en las que estoy muy interesado." **WT**

Head gardener Juan Capoeuila says he likes spending his time on the Walker, because it works harder than any piece of equipment they have.

El jefe de jardineros Juan Capdevila dice que le gusta emplear su tiempo con la Walker, porque trabaja más y mejor que cualquier otra máquina que tiene.

Working smart in Barcelona

At Escola de Policia de Catalunya in Barcelona, Spain, mowing lawns is not the most important thing. The matter of importance here is preparing men and women to become police officers at the only police training center in Spain's Catalonia region. But for Juan Capoeuila, his job is important to him. He maintains the lawns and gardens at the school.

For Capoeuila, the Walker mower is his choice for efficiently maintaining the grounds, and being inconspicuous to the cadets and teachers as the cadets complete their six months of training. "The Walker allows us to mow quickly," explains Capoeuila. "So we are not bothering any training exercises." Besides classroom training, the intense curriculum includes weapons, self-defense, and even proper motorcycle operation.

With his two employees, Capoeuila maintains the different areas of the campus that include formal gardens, athletic fields and many small lawns. Capoeuila says in his four years as head gardener, he has learned a lot about working efficiently. "Mowing with the Walker makes my job easy and makes the campus look nice. Those are two things that I am very interested in."

*"No puedo vivir
sin una Walker"*

Ahormando tiempo y dinero en España



Los ocho años es una edad temprana para empezar a trabajar en cualquier cosa. Cuando Josep Sebastià tenía ocho años empezó a segar céspedes con su padre Ernest.

Desde 1977, Ernest tiene y dirige Catalana d'Espais Verds, S.L. en Barcelona, España. Su empresa está especializada en la construcción de paisajes y mantenimiento de jardines tanto públicos como privados, así como en el mantenimiento de algunos espacios verdes oficiales y de la industria privada. Hoy, Josep ya ha crecido y todavía siega céspedes para el negocio de su padre. Pero ahora es diferente.

"Cuando comencé a segar, teníamos unos cortacéspedes muy lentos," explica Josep.

"Necesitábamos cortacéspedes que trabajasen más rápido y nos permitiese emplear menos trabajadores." Ernest dice

que encontraron lo que necesitaban en 1991 con el cortacésped Walker. "Cuando vi la Walker en funcionamiento por primera vez, supe que podía hacer el trabajo de tres personas y que nuestro negocio iría mejor," explica Ernest.

Ernest afirma haber recuperado su inversión en Walker más rápidamente que con cualquier otra máquina de su equipo. "Sabía

Father and son team Ernest and Josep Arnolot have been working together since Josep was eight years old. They call the Walker the best investment they ever made

Ernest y Josep Sebastià, padre e hijo, han estado trabajando juntos desde que Josep tenía ocho años. Dicen de Walker que es la mejor inversión que han podido hacer.



Although Josep is taking on more of a role in the business, Ernest continues to teach him from his many years in the mowing business.

Y aunque Josep está cada vez más introducido en el negocio, Ernest continúa enseñándole de lo mucho que sabe por su experiencia en el negocio de la siega.

que trabajaríamos más rápido, pero pensé que habría un alto coste de mantenimiento. Para mi asombro, el coste total de mantenimiento era mucho más bajo que el de cualquier otra máquina que tengo."

Catalana d'Espais Verds, S.A. emplea en la actualidad a 12 trabajadores, 3 de los cuales son operadores Walker. Ernest dice que el número total de trabajadores empleados, en caso de no tener la Walker, ascendería en 10.

Para Josep, que empieza ahora a supervisar los ejercicios de siega, la Walker es la que mantiene en marcha sus operaciones. "Adoro Walker," nos explica Josep. "No puedo vivir sin una Walker." **WT**

"I cannot live without a Walker"

Saving time and money in Spain

Eight is an early age to start anything. When Josep Arnolot was eight, he started mowing lawns with his father Ernest.

Since 1977 Ernest has owned and operated Catalana D'Espais Verds, S.L. in Barcelona, Spain. His company specializes in landscape installation and maintenance of public and private gardens, along with the maintenance of many high-profile government and private industry facilities. Today, Josep is grown, and still mows lawns for his father's business. But now it is much different.

"When I first started mowing we had mowers that moved very slowly," Josep explains. "We needed mowers that could work faster so we could use fewer employees." Ernest says they found that change in 1991 with the Walker mower. "When I first saw the Walker in operation, I knew it could do the work of three people, and we'd be a better business right away," says Ernest.

Ernest says they made their money back on the Walker faster than any equipment investment he has ever made. "I knew we would work faster, but I thought there might be a hidden cost for maintaining the Walker," relays Ernest. "To my surprise, it was less expensive overall to maintain than many of our other pieces of equipment."

Catalana D'Espais Verds, S.L. now employs 12 people, three of which are Walker operators. Ernest says the number of employees actually mowing would be as high as 10 if they did not have the Walkers.

For Josep, who is now beginning to oversee the mowing operations, the Walker is what keeps his mowing crews moving. "I love the Walkers," explains Josep. "I cannot live without a Walker."



SWEDEN



Ryktet går i Sverige

Fem kyrkogårdar, fem Walker-klippare

Kyrkogårdsvaktmästaren Lars Johansson sägs vara den mest stolte Walker-användaren i Sverige. Han har använt klipparen i sju år vid skötseln av Östra Torsås kyrkogård i Ingelstad.

Johanssons arbetsuppgifter inkluderar klippning av 20.000 m² gräsmatta två gånger i veckan under växtsäsongen. Före Walker-klipparen använde han en cylinderklippare. Han gillar Walkers klippdäck, 48" GHS med



Long-time church gardenkeeper Lars Johansson can't say enough good things about his Walker. He likes the way it handles, mows and picks up grass. It's durable, too. As he says, a machine that doesn't work is like having no machine at all. If his Walker needs parts, Johansson says he can have them within the day from his local dealer.

Mångåriga kyrkogårdsvaktmästaren Lars Johansson kan inte nog prisa Walker. Han gillar sättet den hanteras på, rör sig och plockar upp gräset. Den är pålitlig också. Som han säger: "En maskin som inte fungerar är ingen maskin alls." Om hans Walker behöver reservdelar kan han få dem levererade samma dag från sin lokala återförsäljare.



Nearly 80% of the Walkers sold in Sweden are diesel-powered, helping users save on fuel costs.

Nästan 80% av de Walkers som säljs i Sverige är dieseldragna, vilket hjälper användaren att sänka bränslekostnaden.

skuldror och axlar, men detta har nu förvunnit. Walkern är så lätt att köra. Det finns andra fördelar också av att använda Walkern, påpekar han.

Uppsamlingssystemet är utmärkt på att plocka upp löv. Och sådana finns det gott om från mer än 100 träd på området. De uppsamlade löven komposteras och används senare som jordförbättring.

"En Walker är inte den billigaste maskinen på marknaden," erkänner Johansson. "Andra maskiner kanske kostar mindre, men de är också mindre pålitliga. En maskin som står stilla är ingen maskin alls!"

Johansson har lång erfarenhet av att arbeta för kyrkan: Fadern arbetade här och under sin uppväxt hjälpte han till med att sköta området. Han är välkänd i samhället med 2.400 invånare och om han gillar eller ogillar något, så får övriga invånare minsann höra det. Hans förkärlek för Walkern är väl känd, så väl att övriga fyra kyrkor i regionen också använder Walker.

Ja, Lars Johansson kanske är den stoltaste Walker-användaren i Sverige. Han är också en av de bästa talesmännen för tillverkaren. **WT**

den stora uppsamlaren, som plockar upp nästan allting — inklusive en mängd hästkastanjer. Strålkastarna tillåter honom att arbeta i mörker under höstsäsongen. Sammanlagt använder han sin Walker ungefär 350 timmar per år.

Att handha Walker-maskinen är inte Johanssons enda syselsättning eller ansvar, men det han gillar mest. Och det har även fått en annan positiv inverkan: Innan Walkern säger han sig ha haft problem med sina

Spreading the word in Sweden

Five community churches, five Walker mowers

Gardenkeeper Lars Johansson is said to be the proudest Walker user in Sweden. He's been using the mower for seven years, maintaining Ostra Torsas Kyrkogardsförvaltning, a church and cemetery in Ingelstad.

Johansson's regimen includes mowing 20,000 square meters of turf two times a week during the growing season. Prior to the Walker, he used a reel mower. He likes the Walker's 122-cm, tilt-up GHS deck and big catcher that picks up nearly everything, including an abundance of horse chestnuts, and the lights that allow him to work past dark during fall cleanup. All told, he puts approximately 350 hours a year on the Walker.

Operating a Walker is not Johansson's only responsibility, but it is his favorite one. And there has been a bonus, too. Before the Walker, he said he had problems with his shoulders, but not anymore. The Walker is so easy to drive. There are other advantages to using a Walker, he points out. The collection system is great at picking up leaves. And there are plenty of them that fall from more than 100 trees on the property. The collected leaves are composted and later used as a soil amendment.

"A Walker is not the least-expensive machine on the market," Johansson admits. "Other machines may cost less, but they are also less durable. A machine that stands still is no machine at all."

Johansson has plenty of experience working for the church. In fact, his father worked there. And Johansson himself has grown up maintaining the property. He is well-known in the community of 2,400. And if he likes or doesn't like something other residents will hear about it. His penchant for the Walker is well known, so much so the other four churches in town use Walkers, as well.

Yes, Lars Johansson may be the proudest Walker user in Sweden. He's also one of the best spokespeople for the manufacturer.

Folkhögskola testar underhållsutrustning

Walker-klipparen som används vid Grimslövs Folkhögskola i Grimslöv, Sverige, vet vad det säger att klippa. Den sju år gamla dieseldrivna maskinen har avverkat 2.400 timmar under nästan alla tänkbara förhållanden. Områden för sportutövning, allmänna ytor liksom små utrymmen och trädgårdar har inte bjudit på någon större utmaning för klipparen. Inte heller de små sluttningar eller den backiga terräng som skolans 30.000 m² stora område av gräsytor och gräsmattor utgörs av.

"Vi har bara behövt ersätta en eller två remmar i maskiner under de här sju åreni, säger Stig Lindahl, en trotjänare vid skolan sedan 34 år och ansvarig för såväl inre som yttre underhåll. Det tar 10 timmar att klippa hela egendomen och dieselmotorn tar endast ca 1½ liter i timmen, vilket betyder att klipparen inte bara är mångsidig utan dessutom ekonomisk."

Förutom klippning använder skolan Walkern till att ta bort löv under hösten. Detta arbete, säger Lindahl, håller inte bara egendom ren och snygg utan minskar dessutom lövens volym till en fjärdedel av den ursprungliga. Slutprodukten komposteras för framtida användning.

Grimslövs Folkhögskola, för studenter mellan 18 och 65, grundades 1876. Skolan har 165 elever och 45 anställda. Nästan två tredjedelar av studenterna bor på skolan under läsåret.

Walkern har varit en strålande investering för skolan, tillägger Lindahl. Förutom mångsidigheten startar den varje gång och är lätt att köra, underhålla och serva. Klippdäcket, som går att tillta gör dessutom klipparen lätt att göra ren.

Kommer skolan att satsa på ännu en maskin? Lindahl puffar eftertänksamt på sin pipa och rycker på axlarna. "Ja, men antagligen inte förrän om tre år," berättar han. "Fram till dess kommer den här att fungera bra." **WT**



Walker operator Bengt Andersson demonstrates that not all mowing at the school is on the level.

Walker-operatören Bengt Andersson demonstrerar att all klipningen vid skolan inte alltid sker på jämna ytor.

Veteran school employee Stig Lindahl says the Walker is not only long-lasting, versatile and easy to service, but is also economical to run with its diesel engine.

Stig Lindahl, sedan många år anställd vid skolan, säger att Walker inte bara har lång livslängd, är pålitlig och lätt att serva utan dessutom ekonomisk i drift genom sin dieselmotor.





High School puts maintenance equipment to a test

The Walker mower operated by Grimslov High School in Grimslov, Sweden, knows what it's like to mow. The seven-year-old, diesel-powered machine has logged 2,400 hours in just about any type of mowing condition imaginable. Sports turf, common areas, and small enclaves and gardens have posed little challenge for the mower. The small inclines and other hilly terrain that highlights much of the school's 30,000 square meters of lawn haven't either.

"We've only had to replace one or two belts on the machine over the seven years," tells Stig Lindahl, who is a 34-year veteran employee at the school, and responsible for both inside and outside maintenance. "It takes 10 hours to mow the entire property, and the diesel engine burns only 1.5 liters of fuel per hour, which means the mower is not only very versatile but also economical."

In addition to mowing, the school uses the Walker to pick up leaves in the fall. The action, says Lindahl, not only keeps the property looking clean but reduces the leaves to 1/4 of their original volume. The end product is used for making compost.

Grimslov High School, for students between the ages of 18 and 65, was founded in 1876. The school has a student population of 165 and employs 45 people. Nearly 2/3 of the students live on campus during the school year.

The Walker has been a solid investment for the school, adds Lindahl. In addition to its versatility, he says it starts every time and is easy to drive, easy to maintain and easy to service. The tilt-up deck makes the mowers easy to clean, too.

Will the school be in the market for another Walker? Lindahl thoughtfully puffs on his pipe and shrugs his shoulders. "Yes, but probably not for three years," he relates. "Until then, this one will work just fine."



SWITZERLAND



Local dealer Paul Brauchli of Brauchli Rasenmäher (right) is located just down the street from Schloss Au, which helps him respond quickly to any power equipment problems Carmene Pacceallo may have.

Der lokale Händler Paul Brauchli von Brauchli + Co. hat sein Geschäft gleich an der Strasse unterhalb von Schloss Au, was natürlich für Carmene Pacceallo sehr praktisch ist, wenn er Fragen zum Walker hat.

Walker hält den Umschwung Schweizer Schlösser in Schuss

Direkt am Seeufer des Zürichsees, fernab von der Hektik der Stadt, liegt Schloss Au in einer gepflegten, wunderschönen Umgebung. Man sieht dem Schloss seine lange, historische Geschichte an, man kann förmlich den Hauch der Bewohner früherer

Zeiten fühlen: Generäle, reiche Persönlichkeiten oder Philosophen aus aller Welt.

Das Schloss wurde im 13. Jahrhundert erbaut und hat seitdem schon viele Renovationen und Restaurierungen hinter sich. Au, das der Stadt Zürich gehört, ist heute auch der Öffentlichkeit zugänglich. Für den gepflegten Umschwung sorgt Carmene Pacceallo, Gartenvorarbeiter.

Herr Paceallo ist ein neuer Walker Besitzer, hat aber den Wert seiner neuen Maschine sofort erkannt: „Es nimmt das Gras effizient auf. Ich bin jeweils ganz stolz, wenn das Gras frisch geschnitten ist; es sieht einfach perfekt aus.“ Das ganze Grundstück von 12'000 Quadratmetern wird einmal pro Woche gemäht; wenn es gedüngt wird sogar zweimal.

Paceallo freut sich auf die Herbst Saison: „Nachdem ich gesehen habe, was der Mäher mit dem Gras machen kann, will ich sehen wie die Blätteraufnahme funktioniert.“ Paceallo lobt den Service des lokalen Händlers Paul Brauchli von der Firma Brauchli + Co. in Thalwil. Paul Brauchli hat sich viel Zeit genommen als Paceallo den Mäher gekauft hat um ihn in die Welt des „Walker-Mähens“ einzuführen und um ihm zu zeigen, wie die Maschine zu bedienen und zu unterhalten ist. Paul Brauchli steht auch jederzeit zur Verfügung, wenn Kunden Fragen zum Walker oder zum Mähen haben. **WT**

Carmene Paceallo works full time to oversee the maintenance of the 12,000-square-meter Schloss Au.

Carmene hat einen Vollzeit Job um die 12'000 Quadratkilometer Fläche von Schloss Au zu unterhalten.



Walker keeps Swiss castle's lawn clean

On the banks of Lake Zurich sits Schloss Au, a beautiful property with a long and rich history. This magnificent castle with a background of military generals, celebrities and philosophers from all over the world was built and named in the 13th century, and has undergone many facelifts since then. The property is now publicly owned by the county of Zurich and is maintained by head gardener Carmene Paceallo.

Paceallo is a new Walker owner, but he has immediately realized the value of the Walker. "It efficiently picks up all of the grass and debris," explains Paceallo. "I enjoy using it, because the lawn looks so clean when I am done." The 12,000-square-meter property is completely mowed once a week. But when it has been fertilized, it will be mowed two times.

Autumn leaf season is the time Paceallo says he looks forward to. "After seeing what the mower does with grass," says Paceallo, "I am really excited to see how easy the leaf cleanup will be."

Paceallo credits the services of local dealer Paul Brauchli of Brauchli Rasenmaher with educating him on the basics of operating and maintaining the mower. "Paul spent time with me when we bought the mower," explains Paceallo. "And he has always been responsive when I have questions."

Zürich's Erfolgsstory



The Walker is the perfect machine for the many housing complexes Erwin Jakober AG maintains.

Der Walker ist die perfekte Maschine für all die Häuser- und Gartenkomplexe, welche die Firma Erwin Jakober AG unterhält.

Wir treffen Erwin Jakober. Vor zwölf Jahren war das ein Mann und sein Walker. Heute steht dieser Name für eine Firma mit über 120 Vollzeit Angestellten und eine der bekanntesten Grundstücks Unterhaltsfirma in der Schweiz.

Erwin Jakober AG bietet heute einen Unterhalts-Vollservice für Garten und Gebäude für Kunden im Grossraum Zürich an. Im Moment betreut er davon über 450 pro Woche. Die Erwin Jakober AG ist in folgende drei Sparten aufgeteilt:

- Rasen- und Gartenpflege
- Gebäudereinigung
- Unterhaltsarbeiten an Gebäuden und kleinere Reparaturen

Herr Jakober erklärt seine Sympathie zum Walker Mäher, indem er erzählt, wie enttäuscht er war als seine Bank ihn vor fünf Jahren anrief und ihm mitteilte, dass er von nun an in seinem Büro arbeiten könne und nicht mehr Rasenmähen müsse. Jakobers Begeisterung färbte sich aber zum Glück auch auf seine Mitarbeiter ab: „Ich möchte nur mit Walker arbeiten,“ erklärt der Rasen- und Gartenpflege Abteilungsleiter Herr Andreas Kast.

Heute hat die Firma sieben Walker in Betrieb und im Laufe der Jahre hat Jakober insgesamt 20 Walker gekauft. Er ersetzte die Walker Mäher erst nach 10 Jahren Einsatz und das nur, weil Verbesserungen wie tilt-up Mähwerke (90° Anhebung) auf den Markt kamen. „Glauben Sie mir, die Geräte waren bis zum Tag des Verkaufs im harten Einsatz!“

WT

Zurich's full-service success story

Meet Erwin Jakober. Twelve years ago this phrase meant a single man and his Walker mower. Today, this phrase means a company of 120 full-time employees and the most recognized lawn maintenance company in Switzerland.

Erwin Jakober AG now operates as a full-service maintenance and installation business for customers throughout the Zurich area, looking after some 450 accounts per week. They're so busy they have to turn work away. The company is made up of three branches:

- Lawn care/installation
- Janitorial
- Building maintenance, including appliances

Jakober explains his endearment to the Walker by relating a story from five years ago when his banker called and told him he thought Jakober could afford to stay in the office instead of mowing on one of his crews. "I just love using the Walker," Jakober says behind a chuckle. "I didn't realize that everyone else was working while I was having fun." Jakober's enthusiasm has rubbed off on his employees. "It's the only mower I want to use," says grounds care manager Andreas Kast.

Today the company runs seven Walkers and has owned a total of 20 over the years. For Jakober, replacing his old Walkers started only after 10 years. "The only reason we started buying new ones was because of all of the new improvements like tilt-up decks," expresses Jakober. "Believe me, those mowers were still working hard, even the day we sold them."



Jakober stays active with his crews. "It keeps my eyes open in the business," he explains.

Jakober und seine Crew sind stets aktiv: „Ich halte die Augen offen,“ sagt er.



Jakober started 12 years ago mowing lawns by himself with a Walker. He now owns the largest lawn maintenance business in Switzerland.

Jakober startete vor zwölf Jahren mit seinem Walker und hat heute eine der grössten Grundstück Unterhaltsfirma der Schweiz.

Walker's European Distributors



AUSTRIA

M1 Team in Vienna, Austria, has been selling Walker mowers since 1994, and maintains approximately 150 mowers sold in Austria. Director Wolfgang Mach (left) and Manfred Klenkhart work together with an office staff and mechanic support to sell Walkers throughout Austria.



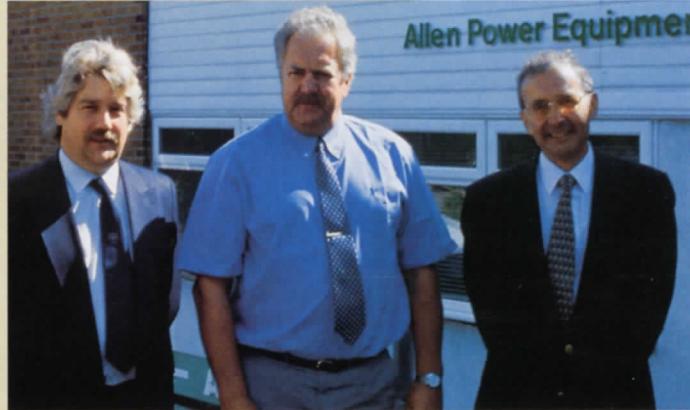
BELGIUM

Alain Depiere has been the Walker distributor in Belgium for nine years. His grandfather started the business in 1920, and Depiere is the second generation to sell power equipment. Depiere has 15 Walker dealers throughout Belgium, most of whom sell the diesel models with a grass-handling system.



DENMARK

Mogens Hansen, owner of Hansen & Kiilholm in Odense, has been the Walker distributor in Denmark since 1992. Working with daughter Malene to develop the market, Mogens has two Walker dealers and is looking to increase that number to five. On average, Denmark users purchase 16 or so Walker mowers a year.



ENGLAND

With their acquisition of Bob Andrews Ltd. in 1998, Allen Power Equipment Ltd. now distributes the Walker mower throughout the United Kingdom. (Left to Right) representative Tony Briars, sales director Lance Bassett and managing director Peter Jefferis now run the Walker programme, involving sales and maintaining the nearly 250 Walkers sold in the last 10 years.



FRANCE

In existence since the late 1800s, Saelen S.A. of Lesquin Cedex, France, has been distributing mowers in France since 1994. Managing director Olivier Willerval (right) and sales director Francois-Xavier Descamps oversee the program and network of dealers who sell new mowers and maintain the 1,500 Walkers now in France.

GERMANY

Helmut Wehling (right), owner of GILCO, GMBH in Stadthagen, Germany, has been a Walker distributor since 1995. He currently has 16 dealers and is looking to eventually double that number. Among them is Claus Missing, Motoren-Missing GMBH in Meerbusch. Missing has sold more than 20 Walker mowers over the last two years.



SPAIN

A Walker distributor since 1988, Suministros ILAGA S.A. of Barcelona, Spain, maintains an existing network of approximately 80 Walker mowers in Spain. Director Gustavo Johannson oversees the Walker program in Spain.



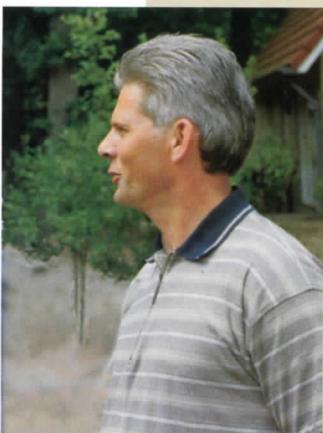
NORWAY

Norway distributor Oivind Rosjo operates Berema A/S in Ski, Norway. The company has been selling Walker mowers for five years. Its dealers have sold more than 50 units.



THE NETHERLANDS

B.H. Lankhaar, director of Lankhaar Techniek in Eethen, has been a Walker distributor for 11 years. During this time Lankhaar's eight Walker dealers have sold more than 300 mowers. Today, they average 35 units a year. He has three keys to success: product is demonstrated by an experienced operator, spare parts are readily available, and his dealers have always been honest with their customers.



ITALY

A.M.A. SpA of San Martino in Rio is Walker's new Italian distributor. Walker has been in Italy since 1991. There are now approximately 500 Walker mowers in Italy.

SWEDEN

Sweden Walker distributor Thomas Horberg with gardenkeeper Lars Johansson. Mr. Horberg owns Gronyte Maskiner AB in Vaxjo, Sweden. His company has been distributing Walker mowers for 13 years. During that time it has sold approximately 1,100 units.



SWITZERLAND

Arthur Loerli (white shirt) of Solo Motogerate in Neftenbach, Switzerland, has administered the Walker program for Switzerland with his family since 1986. The country now has approximately 350 Walkers. And, as pictured, Solo offers a full-service team as support to their dealers.



Somewhere Around The World*

someone buys

A Walker Mower

every

20 minutes

*during normal working hours

AFTER 19 YEARS on the market, customers are buying the Walker because it is a proven good investment. We invite you to join the growing Walker Mower family.



WALKER Dealer, Everette Schultz, H & B Equipment and Rental, Saginaw, Michigan, delivers the 7th Walker to Jonny and Cindy Heinz, Jonny Heinz Landscaping, spring 1999.

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