Your target wants to see more from you.

Advanstar Direct Mail Lists are precisely targeted.

Which means that regardless of what you’re sending, your target will receive it.

TARGETED NAMES

UPDATED QUARTERLY—NEW NAMES!

GUARANTEED DELIVERABILITY

HIGHLY SELECTABLE

ASK ABOUT 24 HOUR TURNAROUND

Call today:

888-RENT-LIST

we target!

Art, Beauty & Fashion
Entertainment / Marketing
Energy & Environmental Management
Landscaping, Pest Control & Roofing
Motor Vehicles
Telecommunications
Travel / Hospitality
And More...
Windfoil sprayer for the landscape market

The Yardwalker SC Pro Series Sprayer is a professional spray applicator from Rogers Innovative Inc. of Saskatchewan, Canada. Redeveloped from the Windfoil Sprayer used in the golf market, this sprayer allows applications to be sprayed in the wind without drift since the spray is applied inside a movable container. The sprayer is convenient to transport through gates and narrow spaces and comes in 50 and 70 inch spray widths. A 5 US gal tank, wheel driven pump, cross handle on/off valve and nozzle flow monitor all contribute to ease of use and productivity.

Call Rogers Innovative at 888/9975-8294 or fax 306/975-0499 for details and information about their complete line of Turf Sprayers, or Circle No. 283

Guide helps control turfgrass diseases

ProStar® Tank Mix Solution Central quick reference guide from AgrEvo shows golf course superintendents exactly which programs they should tank mix, along with ProStar Fungicide, to control most of the diseases they would encounter.

According to George Raymond, Marketing Manager, AgrEvo Green Industry, “ProStar Fungicide is the ideal basis for providing broad spectrum control of a wide variety of turfgrass diseases, including brown patch, fairy ring, red thread, Southern blight, yellow patch and other infestations that can be difficult to identify and even harder to suppress. But by mixing ProStar with other fungicides according to this guide, the superintendent can control most any disease on his golf course, and there’s no guesswork involved.”

The reference guide is a 22” x 28” four-color poster that lists which products can be mixed with ProStar, and the diseases that each program combination is designed to control. To obtain this free poster, call AgrEvo at 800/843-1702. Circle No. 284

Control more than a dozen diseases with these

For golf course superintendents who like to stay two steps ahead of the game, The Scotts Company introduces Golden Eagle fungicide and Golden Eagle plus Scotts fertilizer. Golden Eagle is a systemic fungicide containing the active ingredient myclobutanil to prevent, and control, turfgrass diseases. The combination product uses Scotts Contec fertilizer technology to feed all types of turfgrass while controlling diseases with one application. Golden Eagle is effective at combating more than seven turfgrass diseases including dollar spot, brown patch, summer patch, and anthracnose. It provides all-weather control, even when temperatures and humidity rise and disease pressure is highest.

Penstar Flo, a convenient liquid turf fungicide for control of pink and gray snow mold, leaf spot, and damping-off is another new Scotts product. This sprayable control product can also be used for dollar spot or brown patch on warm climate grasses. Penstar Flo contains PCNB, an excellent contact fungicide. Its concentrated flowable formulation provides optimum turf coverage for both warm and cool season grasses. Penstar Flo offers a choice of application rates depending on the type and severity of infestation and kind of protection desired. Penstar Flo is offered in two packing configurations — a unique four-gallon container for treatment of one acre of fine turf, and a 30-gallon drum for high-volume applications. Scotts Tech Reps provide agronomic and management support for a complete maintenance program or for special needs. For technical advice or specific questions, superintendents and their staffs may contact Scotts at 800/543-0006. Mention LM when you call, or Circle No. 285
AquaScape fountain has four spray patterns

The AquaScape Surface Aerator/Fountain has a new Multinozzle on the 1 and 2 HP Fountains. To change spray patterns among the four easily interchangeable disks, simply unscrew one bolt, exchange a disk and tighten the bolt. An optional light system and colored lenses are also available.

The Surface Aerator/Fountain increases dissolved oxygen levels and provides circulation which helps control pollutants and limit algae growth. For more information contact AquaScape at 800/569-1345; fax 612/521-1455, or

Circle No. 286

Make a concrete impression!

Classic Imprint Systems has developed a concrete impression roller with interchangeable patterns. The patterns include brick, cobblestone, herringbone, slate and tactile warning and come in several sizes: 8", 16", 32" and 48". Custom patterns can also be manufactured.

The units are powder coated with a durable finish and attach easily to a bull float handle. The patterns can be changed and ready to use in 3 minutes. All rollers come with an instructional video. For more information contact Classic Imprint Systems at 888/550-1999, check their website at: www.concreteroller.com, or

Circle No. 288

Attacking fungal enzymes works

In recent test comparisons by Rohm and Haas of their Dithane® dry flowable formulation, researchers found that, among Mancozeb-based fungicides, Dithane had the smallest mean particle-size. Using a Coulter particle-size instrument which measures and calculates the size and distribution of thousands of particles, researchers determined that the mean particle size of the other Mancozeb products was from 60 to 90 percent larger than that of Dithane and that the maximum particle size was at least three times larger.

Mancozeb fungicide formulations inactivate fungal enzymes, ultimately causing the fungi to die. The effectiveness of the fungicide is dependent on the proximity of the fungicide to the particle. Correctly applied, small particles result in more uniform coverage and reduce the possibility of fungi spores landing in a fungicide-free location. According to Jim Walter, Rohm and Haas product development manager for Turf and Ornamental Products, the Rohm and Haas researchers concluded that “a given dose of Dithane provides more uniform coverage to a greater surface area, providing greater efficacy for the user.”

For more information, contact Rohm and Haas at 215/592-3000 and mention LANDSCAPE MANAGEMENT, or

Circle No. 287

EPA Approves New Protect T/O Labeling

EPA has approved the most recent amendments to the label of Cleary’s Protect T/O, a micro-ground 80 percent mancozeb fungicide. Recent label improvements include: the addition of a 1 to 2 pound/100 gal use range to increase user flexibility in disease situations and residue management; the expansion of the disease list to over 70 pathogen species; the expansion of the host list to over 155 host plants or plant groups; and the incorporation of research to support the cut fern industry. Protect T/O is packaged in pre-measured 12 ounce water soluble bags and 50 pound bags for larger use needs.

For further information contact Cleary Chemical at 800/524-1662, your local Cleary distributor, or

Circle No. 289
"We do twice the seeding with half the crew."

Landscape, grounds managers and superintendents rave about the ATI Preseeder Tiller. Now you too can reduce labor and improve results for all types of landscape construction and renovation work.

One operator can easily turn a rough grade into a perfect seedbed every time. Use it to renovate lawns, turf, golf courses. Rake and level. Ideal for sports field maintenance. Fixed angle and pivoting models in two sizes.

“We looked at other machines,” says one customer, “But none even comes close for versatility and tough construction.” Don’t settle for less. Call today for FREE color brochure.

We Specialize in Remote Controls

No more wasted time at the controller or running back and forth to the field with our New TRC Commander and Sidekick FM remote controls for irrigation. Now with PDT™FM transmission we transmit 5 miles with one 9V battery. Our remotes will operate on any 24 VAC soleniod valve irrigation system and are backed by a 3 year warranty. In addition, we are introducing our new line of receiver cards with no hardwiring for the Rain Bird®ESP MC and the Irritrol® Dial and MC series.

IMPERIAL creeping bentgrass shows improved turf density due to its finer leaf texture and better heat tolerance. IMPERIAL can be used on golf greens, tees, and fairways, grass court tennis, bocci ball or croquet courts in high maintenance sports turf applications. IMPERIAL has improved wear tolerance, among other newer bentgrass varieties in the latest NTEP trials. It has a fast establishment rate and very good seedling vigor.
Every month the Market Showcase offers readers a complete and up-to-date section of the products and services you're looking for. Check it out every month, or you might miss out.

For all ads under $250, payment must be received by the classified closing date. VISA, MASTERCARD, & AMERICAN EXPRESS accepted. Send to: Advanstar Marketing Services, 7500 Old Oak Blvd., Cleveland, OH 44130

BOX NUMBER REPLIES: Landscape Management; LM Box #, 131 W. First St., Duluth, MN 55802

FOR ADVERTISING INFORMATION AND AD PLACEMENT, CONTACT: BILL SMITH, 440-891-2670, 1-800-225-4569, (ext. 670), Fax 440-826-2865, Email bsmith@advanstar.com
SALES OPPORTUNITIES: Sales Manager, Contracted Maintenance Salesperson, Architect/Design Salesperson. Salary offers depend on experience, sales record, and ability to coordinate & enhance sales efforts for Maintenance, Construction & Nursery Operations. Motivate, train & manage our sales force w/some personal sales expectations. Contracted Maintenance Salesperson to build relationships & secure the opportunity to bid multi-family and commercial/industrial accounts. Architect/Design Salesperson - target volume $600,000 in residential development projects. Excellent opportunity to join a growing Chicagoland industry leader. We offer a generous salary w/commissions & great benefits (co. vehicle, insurance, 401(k), etc.) all in a friendly environment w/advertisement potential. Work out of either Naperville or Waconda office. For immediate confidential consideration, please call Maureen (847)526-4545 or fax/send resume & salary history to: 610 W. Liberty St., P.O. Box 448, Waconda, IL 60084. (847)526-4596. EOY. 6/98

MAINTENANCE MANAGERS & SUPERVISORS - The Brickman Group, Ltd., one of the nation’s leading landscaping full service landscape companies, has an immediate need nationwide for maintenance managers and supervisors. Brickman seeks energetic, team-oriented graduates with proven leadership, communication and interpersonal skills. Brickman offers full-time positions, excellent advancement opportunities and exceptional compensation and benefits with an industry leader for over 23 years. If you are the right candidate, please call: The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9600. EOE. 6/98

FLORAPERSONNEL, INC. - In our second decade of performing confidential key person searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and without obligation. Send resume & salary history to: The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9600. EOE. 12/98


EXCITING CAREER OPPORTUNITIES FOR VEGETATION MANAGERS - Rapidly growing Vegetation Management Company is looking for experienced Division Managers to work out of our regional and branch locations throughout the United States. Must have a minimum of 5 years experience in Vegetation Management and/or a degree in horticulture/aboriculture/urban forestry or related field. Must be self-motivated, decisive, creative, and have excellent people skills. WE OFFER: Excellent starting salary, - Company paid health insurance, - Excellent working environment, - Bonuses, - vacations, - 401(K) Program - opportunity for ownership and advancement consideration, - pension plan, - company vehicle, - 10% maintenance + 25% snow plow - 401K with generous company match, - relocation allowance. Only those who are serious about relocation in near future should apply. Please send your resume via e-mail to: DeANGELO BROTHERS, INC., Atten: Paul D. DeAngelo, 100 North Conahan St., Elgin, IL 60120 or Fax: (847)695-0417. 6/98

BUSINESS OPPORTUNITIES

DON'T BE LEFT IN THE DUST!!!

The majorites of our franchise owners come from the ground up. Why?

- Cutting Edge Organic Based Fertilizers & Biological Controls
- Rapid Track Growth
- Successful Marketing Methods
- Volume Purchasing Discounts
- Exclusivity in Their Territory

Call today, and let Naturalawn of America show you how to dramatically improve the profits of your business! 1-800-989-5444 or www.nl-amer.com
EDUCATIONAL OPPORTUNITIES


Two year AAS degree program in Golf Course Maintenance Operations, Landscape Contracting, and one year Golf and Grounds Certificate. Fully accredited, VA approved, expanded learning facilities, new equipment. Graduate placement assistance available. Contact Golf Course Operations/Landscape Technology Dept., Western Texas College, Snyder, TX 79549. 915-573-8511 ext. 305 12/98

FOR SALE

KEEP YOUR CREWS BUSY ALL YEAR LONG. LANDSCAPERS...Buy manufacturer direct professional synthetic turf putting greens for home and commercial use. Dealer Program includes Exclusive Distribution Area, Market Research Report, carry NO inventory, many extras FREE VIDEO 1-800-866-9667 6/98

MOWER REPLACEMENT PARTS. FREE 200 page catalog SAVE $$ on mower parts, air & oil filters, trimmer line, belts, plugs, oil, tools, water garden supplies. Mow More Supplies 1-800-866-9667 Order free catalog MM98LM. 7/98

MKI THE LANDSCAPERS SUPERSTORE™ WHOLESALE PRICES PARTS & SUPPLIES CALL FOR A FREE CATALOG 1-800-724-2229 BUY DIRECT & SAVE!!! 9/98

1987 Ford F-350 Spray Truck, 600 gal stainless steel tank and plumbing (400/200 split), jetigation, hose reel, Meyers I2C PTO driven, two stage centrifugal pump. All output lines have hydraulic fittings. Spreader mount and extensions on hard to reach valves. Ready for operation. $12,000. 215.721.2810 ask for Bob Williamson. 6/98

WEBSITES

Find all your Golfcourse and landscape Maintenance contacts quickly and easily on the Internet- IRRIGATIONSUPPLIS.COM; GOLFCOURSEEQUIPMENT.COM; GOLFCOURSESUPPLIES.COM; GOLFCOURSESERVICE.COM 6/98

AD INDEX

106 American Cyanamid ..........15 Reg 121 Monsanto ..........7L
122 ATI ..................................54 113 Nextel Communications ...9
136 Bayer Corp. .............14L-15L 113 Novartis ..........14G-15G
123 Bayer Corp. ..............6G-7G 130 Novartis ..........2G-3G
158 Burlington Seeds ...........54 135 Nutramax Labs ..........17G
118 Chevrolet Trucks .........19L 127 Remote Control Technology ..54
102 Corona Clipper ..................5 104 Rexius ..........5
124 Dodge/Chrysler ............CV2-1 126 Rohm & Haas ..........19G
105 Dow Agrosciences .........10-11 135 Rohm & Haas ..........9G
119 Echo Power Equip. ............6-7 114 Rohmid LLC ..........47 Reg
110 Florists Mutual Insurance ....21L 110 Scotts ..........CV3
108 FMC ..............................44-45 111 Tee-2-Green ..........CV4
115 GMC Truck ......................3L 111 Terra Intl Inc ..........23(North)
116 GMC Truck .................8L-11L 140 Terra Intl Inc ..........13L
107 Husqvarna ......................13 120 Turfco Mfg Inc ..........25L
111 John Deere ....................35-40 109 United Horticulture Sup ......17-18
101 Kubota ...........................3 112 Versa-Lok ..........54
112 Kubota ...........................3 112 Wilbur-Ellis Co ..........11G

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.
Fade to the right

A survey by "Golf in America" online finds a great majority of US golfers are Republicans. Fifty-three percent of the 600 golfers surveyed said they share Republican points of view. Independents made up 24 percent of those surveyed, and the Whigs came in last with 18 percent. President Clinton's reported love of golf hasn't helped the game either, says the survey. More than 90 percent of those surveyed said the publicity surrounding Clinton's golf hunger has contributed little or nothing to golf's popularity. The survey was conducted over the National Golf Foundation/USA Today websites.

‘Big Bugs’ exhibit a fun feature at Epcot

American Cyanamid was a participant in the Fifth Annual Epcot International Flower & Garden Festival, April 17-May 31. Visitors to the theme park enjoyed special exhibits and workshops designed to provide information and advice on various gardening and horticultural topics. Cyanamid was featured in "Gardening for Tomorrow," which included the "IPM Garden" and "Big Bugs" exhibits. Integrated Pest Management was a key topic.

Jake, Ransomes deal combines resources

Since news of the sale of Ransomes to Jacobsen Division of Textron, Inc. in January 1998, the two companies have been combining resources, facilities and people, and have named the company Textron Turf Care and Specialty Products.

Peter Wilson, president of Ransomes, has been named president; Phil Tralies, president of Jacobsen Textron, is president of the Textron Turf Care and Specialty Products Americas.

The company formed by the buyout markets products to the golf, professional lawn care and industrial markets. Brands include: Jacobsen; Ransomes; Cushman; Ryan; Bob-Cat; Brouwer; Bunton; Steiner.

Textron Turf Care and Specialty Products Americas now has manufacturing plants in Wisconsin, Nebraska, North Carolina, Kentucky and Florida.

Steiner-Brouwer is based in Orville, Ohio.

"We have combined two sales and marketing teams," says Harold Pinto, new senior vice president of sales and marketing. "to create an 'all-star team' focused on staying competitive and satisfying our customers' needs."

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

Scotts offers the broadest line of granular and sprayable fungicides in the business at a very competitive price. Which means that cost-effective, proven performance for your specific needs has never been more convenient.

You know you can call your Scotts Tech Rep anytime for the best fertilizers, herbicides and fungicides, like new Scotts Golden Eagle and Fertilizer Plus Golden Eagle... But he’s also your key to other popular fungicides such as Heritage, Daconil, Eagle, and Aliette.

And, as always, the added advantage is The Scotts Difference in experience, innovation and expertise.

For more information, contact your Scotts Tech Rep today. Or call 1-800-543-0006.

© Copyright 1998, The Scotts Company. All rights reserved. Heritage is a registered trademark of Zeneca. Daconil is a registered trademark of ISK Biosciences. Eagle is a registered trademark of Rohm & Haas. Aliette is a registered trademark of Kibbie Poulenc. Golden Eagle, Scotts, and The Scotts Difference are trademarks or registered trademarks of The Scotts Company.