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I would like to receive (continue receiving) LANDSCAPE MANAGEMENT free each month: O Yes O no

Signature: Date:

1. My primary business at this location is: (fill in ONE only)
   O 1. Golf Courses
   O 2. Landscape Service/Construction
   O 3. Lawn Care Service
   O 4. Custom Chemical Applicators
   O 5. Tree Service Companies
   O 6. Landscape Architects
   O 7. Land Reclamation & Erosion Control
   O 8. Irrigation Contractors
   O 9. Sports Complexes
   O 10. Parks
   O 11. Right-of-Way Maintenance for Highways, Railroads or Utilities
   O 12. Schools, Colleges, Universities
   O 13. Industrial or Office Parks/Plants
   O 14. Shopping Centers, Plaza or Malls
   O 15. Private/Public Estates or Museums
   O 16. Condos/Apartments/Rows
   O 17. Cemeteries/Memorial Gardens
   O 18. Health Care Institutions
   O 19. Military Installations
   O 20. Private/Public Estates or Museums
   O 21. Government Facilities
   O 22. Extension Agents/Consultants for Horticulture
   O 23. Sod Growers/Turf Seed Growers/Nurseries
   O 24. Dealers/Distributors/Wholesalers
   O 25. Manufacturers
   O 26. Other (please specify)

2. Which of the following best describes your title? (fill in ONE only)
   O 26. Executive/Administrator—President, Owner, Partner, Director, General Manager, Chairman of the Board
   O 27. Manager/Superintendent—Arborist, Architect, Landscape/Grounds Manager
   O 29. Specialist—Forestier, Consultant, Agronomist, Pilot, Instructor, Researcher
   O 30. Other Titled and Non-Titled Personnel (please specify)

3. Is your golf course:
   O 31. A Public
   O 32. B Semi Private
   O 33. C Private
   O 34. D Hotel/Resort
   O 35. E Municipal

4. If you work for a golf course, how many holes are on your grounds?
   O 36. 0 1 9
   O 37. 0 2 18
   O 38. 0 3 27
   O 39. 0 4 36+

5. How many acres are maintained at your facility?

6. SERVICES PERFORMED (fill in ALL that apply)
   O 40. A Mowing
   O 41. B Turf Fertilization
   O 42. C Turf Insect Control
   O 43. D Turf Disease Control
   O 44. E Irrigation Services
   O 45. F Turf Aeration
   O 46. G Turf Weed Control
   O 47. H Ornamental Care
   O 48. I Landscape Installations
   O 49. J Landscape/Golf Design
   O 50. K Paving, Deck & Patio Installation
   O 51. L Pond/Lake Care
   O 52. M Landscape Installation
   O 53. N Snow Removal
   O 54. O Other (please specify)

7a. Do you specify, purchase or influence the selection of landscape products?
   O 55. Yes
   O 56. No

7b. If yes, check which products you buy or specify: (fill in ALL that apply)
   O 57. Aerators
   O 58. Herbicides
   O 59. Fertilizers
   O 60. Fungicides
   O 61. Sweeper
   O 62. Insecticides
   O 63. Line Trimmers
   O 64. Sprayers
   O 65. Mowers (reel/rotary)
   O 66. Snow Removal Equipment
   O 67. Truck Trailers/Attachments
   O 68. Sprinkler Equipment
   O 69. Utility Vehicles
   O 70. Other (please specify)
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3. Is your golf course:
31 O A Public 32 O B Semi Private 33 O C Private 34 O D Hotel/Resort 35 O E Municipal

4. If you work for a golf course, how many holes are on your grounds?
36 O 1 37 O 2 38 O 3 39 O 4 40 O 5+ 41 O 6+ 42 O 7+ 43 O 8+ 44 O 9+

5. How many acres are maintained at your facility?

6. SERVICES PERFORMED (fill in ALL that apply)
40 O A Mowing 45 O B Turf Fertilization 41 O C Turf Insect Control 46 O D Turf Disease Control 42 O E Tree Care 47 O F Ornamental Care 43 O G Turf Aeration 48 O G Landscape/Golf Design 44 O H Irrigation Services 49 O I Weed Control 50 O K Paving, Deck & Patio Installation 51 O L Pond/Lake Care 52 O M Landscape Installation 53 O N Snow Removal 54 O O Other (please specify)

7a. Do you specify, purchase or influence the selection of landscape products?
O Yes O No

7b. If yes, check which products you buy or specify: (fill in ALL that apply)
55 O 1 Aerators 61 O 6 Herbicides 56 O 2 Blowers 62 O 7 Insecticides 57 O 3 Chain Saws 63 O 8 Line Trimmers 58 O 4 Chipper-Shredders 64 O 9 Mowers (rotary) 59 O 5 De-scrapers 65 O 10 Snow Removal Equipment 60 O 6 Fertilizers 66 O 11 Tractors 61 O 7 Fungicides 67 O 12 Trucks 62 O 8 Sprayers 68 O 13 Sprinklers 63 O 9 Sweepers 69 O 14 Snow Removal Equipment 70 O 10 Tractors 71 O 15 Sweeper 72 O 11 Trailers/Attachments 73 O 16 Tractors 74 O 12 Trailers/Attachments 75 O 17 Truck Trailers/Attachments 76 O 13 Trailers/Attachments 77 O 18 Trucks 78 O 14 Trailers/Attachments 79 O 19 Trucks 80 O 15 Trailers/Attachments 81 O 20 Utility Vehicles

8. Do you have a modem?
O Yes O No

Signature: ____________________________ Date: ______________

31 O A Public 32 O B Semi Private 33 O C Private 34 O D Hotel/Resort 35 O E Municipal

4. If you work for a golf course, how many holes are on your grounds?
36 O 1 37 O 2 38 O 3 39 O 4 40 O 5+ 41 O 6+ 42 O 7+ 43 O 8+ 44 O 9+

5. How many acres are maintained at your facility?

6. SERVICES PERFORMED (fill in ALL that apply)
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O Yes O No

7b. If yes, check which products you buy or specify: (fill in ALL that apply)
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8. Do you have a modem?
O Yes O No

Signature: ____________________________ Date: ______________
Lava rock for landscapes

Lava rock occurs naturally in three shades, earthy red, black or gold from Mountain West Colorado Aggregate (MWCA) of Rexburg, ID. Reds blend into any garden, black is appealing with lush greenery, and gold, mined exclusively by MWCA, is now available. One-third the weight of regular rock, lava rock withstands the elements and won't blow or wash away. For more information contact MWCA at 800/727-9959, or www.mountainwest-ca.com or Circle No. 264

Attachments move trees, other materials

The Nursery Jaws line of attachments from Diversified Products Marketing (DPM) allows any type of loader or forklift to manipulate trees and shrubs in B&B, wooden boxes and plastic containers, as well as boulders, landscape materials and palletized products. Mounting in seconds to a front-end loader with a Quick-Tach system, Nursery Jaws can be run using auxiliary hydraulics. A two-man job can be turned into a one-man operation, increasing productivity, reducing injuries, liability and product damage. For complete information and video, contact DPM, Inc., Box 36, Davenport, NE, 68335, call 800/669-4408, fax 402/364-2194, email: nurseryjaws@navix.net, or www.nurseryjaws.com, or Circle No. 266

Soil renovator for skid-steer loaders

The RotaDairon RDH-60, from Dairon S.A. of France, is specifically designed for skid-steer loader application with a quick attachment system presently made to fit newer models of Bobcat™, New Holland™ and John Deere™ loaders. The RDH-60 has a working width of 60 inches, tills to a depth of 5.5 inches and uses an oil-bath chain drive system and hydraulic motor. It also features the patented 'Self Safety System', designed to protect operators from flying rocks, wood and debris as the machine renovates the turf and soil in its path. Available for other loaders in the future, the basic requirement for the RDH-60 is a front lift capacity minimum of 1,550 lbs.

For more information contact the North American distributors, Emrex, Inc., Box 1349, Kingston, Pa. 18704 at 717/288-9360 or Circle No. 267

Batteries Plus catalog

Batteries Plus, a national business-to-business and retail battery chain, introduces its newest catalog, Land Mobile Batteries, which offers a broad selection of batteries for a variety of items including two-way radios, pagers, laptop computers and cell phones. Automotive, lawn equipment and heavy duty truck batteries are also available, as are UPS/backup system batteries for computers, security alarms and emergency lights.

For more information contact 800/67-START, website www.batteriesplus.com or Circle No. 265

5000-PSI cold-water pressure washer

Landa introduces a new cold-water pressure washer that surpasses the traditional pressure threshold of 3,000 PSI. The gasoline-driven MPG5-50921E delivers 5,000 PSI, enough power to strip concrete from steel forms.

The model combines the extra high pressure with a flow of five gallons per minute and is driven by a 25-hp Kohler OHV engine. The two six-gallon fuel tanks provide nearly 6.5 hours of continuous operation. As with all Landa pressure washers, the MPG has a five-year warranty on manufactured parts.

For more information contact Crismon Lewis, Landa at 800/547-8672, ext. 175 or Circle No. 268
For your draining and funneling needs

The new Ultra-Drainmate Superfunnel from UltraTech International, Inc., adds safety and efficiency to draining and funneling tasks. A steel drain grid elevates oil filters, pails, etc., during the draining process for complete drainage of residues. Steel construction of the large 25x25x8.5 in. funnel will not support combustion, allowing safe usage with petrochemicals. Ultra-Drainmate II features a lockable, hinged cover with UL listed fusible link for automatic fire closure. Options include a steel rack designed to hold multiple plastic oil jugs in an inverted position, and 'Punch-n-Drain', a tool which punctures oil filters to allow complete drainage.

For more information contact UltraTech International, Inc., at 800/353-1611 or 904/292-1611, fax 904/292-1325, website http://spillcontainment.com, email ultratech@spillcontainment.com or Circle No. 269

Convenient pole pruner

Stihl introduces the new HT 70, a fixed length pole pruner which reaches branches 10 to 11 feet off the ground. The HT 70 is part of the 4137 series family engine, whose major components are interchangeable within the series.

With a unit weight of 11.8 lbs, the pruner can be used to trim branches, tall hedges and small tree limbs that don't require a telescoping shaft. Other features include the Easy Start system and an automatic gear-driven oiler.

For more information contact your nearest Stihl dealer, call 800/GO STIHL or website www.stihlusa.com, or Circle No. 271

Heat conducting rubber mats warm up winter

ClearPath, Inc., introduces ThermaWalk, an affordable, durable, heat-conducting rubber mat that melts ice and snow from sidewalks. ThermaWalk is composed of a unique UL-approved heating element between two layers of thin, durable, slip-resistant rubber that connect to a snap-on power-strip, ThermaBar, which plugs into an electrical outlet.

ThermaWalk comes in custom-cut lengths and rolls up for convenient off-season storage. Made with DuPont Hypalon rubber, they are as durable as automobile tires, surviving punctures and harsh wear while continuing to operate safely and efficiently for years of trouble-free service.

ClearPath also offers ThermaRoof and, soon to be released, ThermaDrive and ThermaStair. For more information contact ClearPath at 800/NO-SNOW or Circle No. 272

SnowEx from TrynEx

The SnowEx tailgate spreader is ideal for parking lots, driveways and roads. The SP-1075 has a unique pivot mount option which provides full tailgate access and requires no drill holes in the truck bed and variable fingertip key touch with digital system status. The SP-575 can be mounted with a Class 3, utility or three-point mount. Both the SP-1075 and the SP-575 have a direct drive, heavy duty 12-volt DC motor in a weather-tight enclosure, and a capacity of 10.75 ft³/700 lbs. and 5.75 ft³/350 lbs., respectively.

For more information contact TrynEx, 322 East Lincoln, Box 69, Royal Oak, MI, 48068-0069, call 800/725-8377, fax 248/546-5101, or Circle No. 270
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(Required by 39 U.S.C. 3685)

1. Publication Title: Landscape Management
2. Publication Number: 0894-1254
3. Filing Date: 9/15/98
4. Issue Frequency: Monthly
5. Number of Issues Published Annually: 12
6. Annual Subscription Price: $39.00
7. Complete Mailing Address of Known Office of Publication:
   39 Old Oak Boulevard, Cleveland, Ohio 44130-3369
   Contact Person: Karen Edgerton
   Telephone: (216) 723-9280
8. Complete Mailing Address of Headquarters or General Business Office of the Publisher:
   7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
   Contact: Sue Gibson, 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
   Managing Editor: Ron Hall, 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
9. Full Names and Complete Mailing Addresses of Publisher, John Payne, 7500 Old Oak
   Boulevard, Cleveland, Ohio 44130-3369
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    Holdings, Inc., 575 Boylston Street, Boston, MA 02116.
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12. Does Not Apply
13. Publication Title: Landscape Management
15. Extent and Nature of Circulation

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MAINTENANCE MANAGERS & SUPERVISORS Esposito Nursery is looking for a qualified Landscape Designer with a degree in landscape design, or related field, and must have a minimum 2 years professional experience in design field. Esposito Nursery is located in Tallahassee, Florida, has been in business for 29 years and is a full service garden center. Please send resume to: Esposito Nursery, 2748 NE Capital Circle, Tallahassee, FL 32308 Fax: 850-385-6291 or phone: 850-386-2114 11/98

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DEPARTMENT MANAGER - CONSTRUCTION AND MAINTENANCE: Full-service design-build firm located in Northeast New Jersey seeks dynamic self-starter to oversee landscape department and sell and manage construction projects. Require a growth-oriented, team player with three to five years landscape sales/management/production experience. Excellent leadership, organizational and communications skills a must. A degree in Horticulture or Landscape/Grounds Management desired. Responsibilities include estimating; sales, scheduling and supervising crews; purchasing and inventory; and budget and profit control. Excellent career opportunity with growing, progressive company with outstanding 20-year service record. Competitive salary and benefits. Send or fax resume to: Jacobsen Landscape Design and Construction, 41 Birch Street, Roseland, NJ 07068, Fax: 201-536-6462. 11/98

C R A S S I F I E D S

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FLORAPERSONNEL, INC. In our second decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 1740 Lake Markham Road, Sanford, FL 32771. PHONE (407)320-8177. FAX (407)320-8083. Email: Hortsearch@aol.com. Website: http://www.florapersonnel.com. 12/98

MAINTENANCE DIVISION MANAGER Award winning full service landscape management firm is seeking a motivated individual to add to its senior management team as Maintenance Division Manager. Located in the fast paced San Francisco Bay Area, our rapid growth has created the need for additional key personnel. Top candidates will be good communicators, organized, customer focused, and understand a financial statement. An Associate or Bachelor degree is preferred with five years experience in the commercial field. We offer generous salaries and profit distribution, company vehicle, health/dental/life insurance, and 401k with company match. For immediate confidential consideration, mail, fax, or E-mail resume to: Gachina Landscape Management, Inc., 1130 O'Brien Dr., Menlo Park, Ca. 94025, Fax: 650/853-0430, E-Mail: jobs@gachina.com 11/98

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**SALES-LANDSCAPE SERVICES** Leading Dallas full service landscape company seeks salesperson with at least 5 years industry experience. Duties include: Expand commercial customer base in a protected territory. Sales & Customer Service to existing customers in same territory. Fax or mail your resume with salary requirements to: Lawns of Dallas, P.O. Box 35448, Dallas, TX 75235-0448 Fax: (214) 352-8243

Plant health care professional with strong background in horticulture needed to manage landscape division of long established firm. Emphasis on warranty issues and customer relations. Great benefits, pay, profit sharing, and long range opportunities. Call Joe Samnik at (727) 786-8128.

**OPERATIONS MANAGER** Tovar’s Landscape Contractor’s inc., located 25 miles west of Chicago seeking a self motivated operations manager with 5-10 years industry experience. Candidates must have strong management skills. Responsible for complete operations including scheduling, purchasing, & supervision of field personnel. Salary based on experience. Please forward resume to: TLC, 977 Elizabeth St., Elgin, IL 60120 or Fax: 847-695-0417.

**OPERATIONS/SALES REPRESENTATIVE** Well established full service company in Dallas, Texas, seeks energetic, highly motivated, and well-organized person to join our company. We are seeking an individual with a horticulture degree or equivalent experience in landscape (and/or horticulture), with a strong emphasis on sales and customer service. Excellent compensation and benefits, reasonable hours, professional environment. Please mail or fax resume to Turtlecreek Landscape Services, 2607 Manor Way, Dallas, Texas 75235; fax (214)351-2530

**DESIGN/BUILD SALES** Well established full service company in Dallas, Texas, seeks bright-eyed, highly motivated, and well-organized person to join our company. Good design skills, artistic flair and horticulture knowledge of Texas necessary. Ability to mix traditional landscape/hardscape with perennials and innovative ideas. Salary + benefits, professional environment. Please mail or fax resume to Turtlecreek Landscape Services, 2607 Manor Way, Dallas, Texas 75235; fax (214)351-2530

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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

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The Equipment & Engine Training Council (EETC) is offering $50 dues reduction for dealers through November for new members. The regular membership is $175.

The EETC is a professional organization focused on ensuring that there will be a continuous and highly trained pool of service technicians available in the future to meet the needs of the outdoor power equipment industry. It is made up of manufacturers, dealers and distributors' service and training personnel, vocational and technical schools, national educational associations and other industry and educational leaders.

For more information—or to take advantage of the dues special—contact the EETC at 1946 So. IH-35, Suite 100-A, Austin, TX 78704-3693. phone: 512/442-1789; fax: 512/442-1789; e-mail: opecertl@io.com.

Move over, Len Berman

The Stihl Timbersports Series competition can be seen on ESPN starting in November. The competition consists of three different wood chopping events: springboard, underhand and standing chop; and three sawing events: stock saw, modified hot saw and single buck cross cut sawing. The five taped shows premier on ESPN Nov. 21 and 28 at 6 and 2 PM EST, respectively and on Dec. 5, 20 and 27 at 6, 5 and 1 PM EST.

'thirty' turf is on the move

A remarkable exhibit concluded a five-month run November at the Canadian Centre for Architecture in Montreal. It's entitled The American Lawn: Surface of Everyday Life. It's described as an "interpretive three-dimensional installation." Some of the objects in the multi-media exhibit: space age lawnmowers; lovingly festishized lawn ornaments; photographs (including this one taken by David Mellor of the Milwaukee Brewers grounds crew), excerpts from movies and television, and . . . surprise, plugs of actual grass. The exhibition was designed by experimental New York architects Diller + Scofidio. If you missed it in Montreal, don't despair. It will be coming to Cincinnati this spring as part of a three-year tour of North America.

Texas A&M honors alumnus Dr. Jim Watson

The Texas A&M University College of Agriculture and Life Sciences recently honored Dr. James R. Watson as an "Outstanding Alumnus." Watson is best known as the vice president of customer relations and agronomy for the Toro Company, his employer since 1952. Before that, he was an assistant professor of agronomy at Texas A&M, where he selected the first turf-type bermudagrasses for use in Texas. He later developed and released a bentgrass that is used in golf courses in the Northern Plains and Central Canada.

Watson is founder of the International Turfgrass Society and has served as president one year and director since 1979. He received his bachelor's degree in agronomy from Texas A&M University in 1947 and his doctorate from Pennsylvania State University in 1950, the first doctorate ever earned in the turfgrass field.

Woods Equipment builds new plant

Woods Equipment Co., recently broke ground on a 68,000-square-foot manufacturing plant in Gardner, MA. The new facility will manufacture Wain Roy quick coupler systems currently manufactured in Hubbardston, ten miles away. In addition, the Gardner facility will also manufacture other construction equipment.

Woods recently acquired Wain Roy to broaden its product offering in the construction equipment market, a release from the company said.