**February 1999**

This card is void after April 15, 1999

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

**Signature:** **Date:**

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**INSTITUTIONAL FACILITIES**

| 09   | 290 Sports Complexes |
| 10   | 295 Parks |
| 11   | 300 Right-of-Way Maintenance for Highways, Railroads or Utilities |
| 12   | 305 Schools, Colleges, Universities |
| 13   | 310 Industrial or Office Parks/Plants |
| 14   | 315 Shopping Centers, Plazas or Malls |
| 15   | 320 Private/Public Estates or Museums |
| 16   | 325 Condominiums/Apartments/Housing Developments/Hotels/Resorts |
| 17   | 330 Cemeteries/Memorial Gardens |
| 18   | 335 Hospitals/Health Care Institutions |
| 19   | 340 Military Installations or Prisons |
| 20   | 345 Airports |
| 21   | 350 Multiple Government/Municipal Facilities |
| 22   | 355 Other Groundscare (please specify) |

**SUPPLIERS AND CONSULTANTS**

| 02   | 235 Extension Agents/Consultants for Horticulture |
| 23   | 330 Sol Grovers, Turf Seed Growers & Nurseries |
| 24   | 335 Dealers, Distributors, Formulators & Brokers |
| 25   | 370 Manufacturers |
| 26   | 375 Other (please specify) |

**SERVICES PERFORMED (fill in ALL that apply)**

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3. **SERVICES PERFORMED (fill in ALL that apply)**

- A Moving
- B Turf Aeration
- C Turf Weed Control
- D Turf Insect Control
- E Irrigation Services
- F Turf Disease Control
- G Turf Fertilization
- H Ornamental Care
- I Landscape
- J Turf Weed Control
- K Paving, Deck & Patio Installation
- L Pond/Lake Care
- M Landscape Installation
- N Snow Removal
- O Other (please specify)

4a. Do you specify, purchase or influence the selection of landscape products?

- Yes
- No

4b. If yes, check which products you buy or specify: (fill in ALL that apply)

- A Daily
- B Weekly
- C Monthly
- D Occasionally

5. **Do you have Internet Access?**

- Yes
- No

5a. If so, how often do you use it?

- A Daily
- B Weekly
- C Monthly
- D Occasionally

5b. **If you have Internet Access?**

- Yes
- No

---

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**LANDSCAPE management**

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The Spade, you can dig it

The Spade is a reasonably priced, versatile attachment for any brand skid loader. This unique, patented design is ideal for a variety of tasks. Digging trenches for drain pipe installation or irrigation, transplanting trees and shrubs and even retaining wall construction are all within the ability of this simple attachment. The boom-like design and chain attachment also allows easy unloading of planting stock from trailer to planting site.

For more information contact Triple D Enterprises at 800/478-7077 or Circle No. 265

EZ dispensing systems

CCI Products, Inc. introduces a family of products for the small equipment, power tool industry. The EZ Oilier and EZ Pumper containers measure and meter two cycle oil/gas ratios using a patented ratio/ounce dial and pumping system for no math and no mess. Crankcases and gas tanks are filled with exact amounts from 2/10ths to 6 oz. The one-gallon containers also have a dial lock and a 24-inch extendible spout add to the ease of use. The EZ Pumper is also able to drain fluids and is good for specialty additives.

For more information contact Sharon Suffolk, CCI Products, Inc., at 248/486-6901, fax 248/486-6945, email ccipro@aol.com or Circle No. 266

Animal repellent from Sweden

Plantskydd™ is a Swedish-made, 100% natural, non-toxic animal repellent that offers up to six months of protection against browse damage. Made from specially processed edible animal protein, vegetable fats, salt and water, animals avoid plants before they bite, not after. Plantskydd repels deer, elk, moose, rabbits and possum with an odor which is not offensive to humans.

Plantskydd is available in 2.2 lb. dry powder packages which is combined with 1.5 gallons of water. The solution is applied by dipping the plant in or spraying, and it will stick, even under severe snow/rainfall conditions, for six-plus months over winter or four-plus months with a spring or summer application. Also available in a pre-mixed 1-L spray bottle.

Forest companies, nurseries and landscapers find Plantskydd to be effective for trees, flowers and shrubs. For more information contact Claude Boisvert, Tree World, at 800/252-6051, fax 604/885-3535, email tree-world@sunshine.net or Circle No. 268

Distance® Fire Ant Bait

Valent introduces this newly approved fire ant bait that stops the queen from reproducing. When Distance is applied around the fire ant mound, workers take the bait granules back to the colony where the queen and immature fire ants feed. Degeneration of the reproductive organs causes sterility in the queen and developing ants. Within three to four weeks there is substantial colony mortality and within eight weeks the majority of the colony has been eliminated.

Suitable for a variety of locations, application can begin in early spring or summer at the first sign of fire ant activity. Distance works best as a broadcast treatment but can also be used as a mound treatment.

For more information contact Valent at 800/89-VALENT, on the web at www.valent.com or Circle No. 267
Biofertilizer products from PHC

Plant Health Care, Inc. (PHC, Inc.) introduces Healthy Start™ biofertilizer planting tablets. The 12-8-8 macro tablets contain spores of nitrogen-fixing and phosphorus-solubilizing bacteria together with a blend of slow-release nitroform fertilizer, natural organic nutrients and humic acid to enrich the soil and promote healthy, consistent plant growth. They will not burn or damage tender plant roots. Healthy Start tablets can be used in existing landscapes, on balled-and-burlapped, bareroot and containerized plants and on seedlings, and are available in 21-, 7- and 3-gram sizes that last up to two years.

BioPak and BioPak FE biostimulant products with beneficial bacteria are specifically designed to stimulate root growth and reduce stress on trees, shrubs and ornamental plants. They were developed to provide the beneficial bacteria, humic acids, amino acids, vitamins and sugars naturally found in healthy soil ecosystems. BioPak improves water and nutrient uptake and stimulates beneficial microbial activity in the soil. BioPak FE is specifically recommended for lawns, trees and shrubs which display iron deficiencies, with 10% chelated iron.

For more information, contact PHC at 800/421-9051, fax 412/826-5445 or Circle No. 269

Biostimulants from PBI/Gordon

Two new biostimulant products are now available: Focus®, formulated to enhance the vigor and stress tolerance of turf exposed to intensive use or maintained at a high quality level; and Launch®, for application where seeding, sodding or sprigging are used to establish or renovate turf.

Focus contains cytokinins and auxins from cold water kelp, humic and fulvic acids, triple-chelated iron and organo-modified siloxane surfactant. Launch is a manure-based product with the same biostimulants ingredients as Focus.

For more information call PBI/Gordon at 800/821-7925 or Circle No. 270

Growth Products for plant growth

A variety of choices for crystal-clear liquid fertilizers from Growth Products, Ltd., includes recent introductions:

- Starter Plus 8-32-5 (with 50% Slow Release Nitrogen), a high phosphorus solution, ideal for newly seeded areas and for hydroseeding.
- All Season K 8-4-24 (with 50% Slow Release Nitrogen and 0.25% Iron) is formulated for year-round fertilization and provides a high potassium to nitrogen ratio, immediately available for uptake, and is good for problem turf areas.
- Organic Iron 5% (Sugar Acid Chelate) is derived from a naturally fermented chelation process, is extremely stable and more effective than EDTA in higher pH soils.
- pH Reducer (citric acid solution with wetting agent) is for soil and water applications where the pH needs to be lowered to an acidic range, is natural and environmentally and has no adverse effects on microflora.

For more information call 800/648-7626, fax 914/428-2780, email PRInquiry@GrowthProducts.com or Circle No. 272

Update your older skid steer loader

The “Uni-Hitch” Hitching System from Kasco allows “universal hitch” attachments to be used on older Case, Gehl, John Deere, Mustang and New Holland skid steers. The original attaching plates stay in place so that the original attachments can still be used.

For more information contact Kasco Manufacturing Company at 800/458-9129, on the web at www.kascomfg.com or Circle No. 271
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LANDSCAPE MANAGEMENT February 1999 85
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- Aeration Speed: 2.5 to 5 MPH
- Aeration Rate: Up to 105,000 Sq. Ft. Per Hour
- Transport Speed: Tractors road Speed
- Drive Type: 540 PTO Drive

Planet Air Aerator
(by Bjorge Manufacturing, Inc.)
Austin, MN 55912
Office Phone/Fax: 507-437-7796
David: 507-433-5788 • Scott: 507-455-0073
Patent registered to Bjorge Manufacturing Inc.
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LANDSCAPE MANAGEMENT February 1999 87
HELP WANTED

LANDSCAPE MAINTENANCE SUPERVISORS

An established landscape maintenance company seeks experienced Supervisors in the Memphis, TN area to begin work in March or April 1999.

Qualifications include:
Three (3) or more years experience supervising landscape maintenance personnel, knowledge of all phases of commercial and residential landscape maintenance including chemicals, pesticide applicators license, great motivational and organizational skills. Excellent salary and benefits.

Fax resume to (901)754-4554 by 03/31/99
Your reply will be kept confidential.

LAWN CARE TECHNICIANS WANTED

Rapidly growing company seeks experienced lawn care technicians. Must be career-minded, dependable, clean driving record and all proper licenses - pest control and applicators required. Possible management opportunities available.
We offer: Paid Vacations/Holidays, Year Round Employment, Excellent Starting Pay. This is a chance to join a growing team of lawn care professionals. Home office based in Hanson, MA.

Please fax or mail resumes to:
NaturaLawn of America, Thomas E. Bates, Owner
P.O. Box 282, Halifax, MA 02338
Fax: 508-587-2494

LANDSCAPE MAINTENANCE MANAGER

Established residential design/build landscape company on Long Island's South Fork seeks an experienced manager to develop a new full service maintenance division. Candidates must possess strong communication and organizational skills, ability to train and supervise others, be self motivated and committed to integrity and professionalism. Experience with organic management principles and mechanical ability a plus. Minimum of 3-5 years in similar position necessary. We offer an attractive salary/benefits package, a comfortable working atmosphere and an opportunity to develop a rewarding career.

Mail or fax resume to:
LANDSCAPE ASSOCIATES LTD.
P.O. Box 2324 East Hampton, NY 11937
Fax: (516)329-5147

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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 confidentiality guaranteed. Fax resume to: Jacobsen Landscape Design and Construction, 41 Birch Street, Midland Park, NJ 07432. PHONE (407)320-8177. FAX (407)320-8083. Email: Hortsearch@aol.com. Website: http://www.florapersonnel.com.

GREENSEARCH—Attention Employees—can't find good managers and supervisors? Or maybe you're a job seeker looking for a new opportunity? We can help you! Serving Green Industry company categories throughout the United States. Candidates pay no fee. Complete an on line application @ www.greensearch.com or call toll-free 888-375-7778 and Fax (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161. 11/99

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 written and 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 control 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, Midland Park, NJ 07432. 201-444-4334. Attention: Personal Department Foreman.

LANDSCAPE/IRRIGATION FOREMAN:

Krueger's Associated Landscapes, a full service landscape contracting company servicing the beautiful Portland Metro area, is seeking additional key personnel. Qualified applicants should possess good communication skills, be customer service oriented, have knowledge of scheduling and planning projects, understanding a financial statement, and have proven leadership and interpersonal skills. Bilingual preferred, experience/education required. We offer excellent pay, full benefits and advancement opportunities. For immediate consideration please fax resumes to (503) 647-9861, or call (503) 647-1000.

LANDSCAPE MAINTENANCE SUPERVISOR: Responsibly person needed to oversee lawn maintenance operations. 3-5 years exp. Must be able to organize, motivate and work in the field with crews. Salary 38-40K, vac. bonus, ret. plan. Fax or mail resume to: Monroe Landscaping, Inc., 100 Foster Street, No Andover, Mass 01845 Fax: (978)899-0934

LANDSCAPE SUPERVISOR: Individual will lead and manage landscape activities for multiple westside apartment communities. Applicant must be a team player, possess strong communications, organization, and interpersonal skills. Be detail-oriented and have previous supervisor experience. Requires knowledge and hands-on experience in soil repair; fertilization; irrigation; weed control, pesticides, chemical licensing, and diseases; and equipment operation and repair. Will perform grounds keeping duties including planting, mowing, cleaning and load clean. Salary based upon experience, competitive benefit package. Please send resume to LM Box 530

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ESTIMATOR/PROJECT MANAGER Large, fast growing Colorado landscape installation contractor seeking full-time estimator/project manager. Must have experience estimating irrigation and landscape installation projects. Knowledge of golf course development and landscape maintenance industry a plus. Computer skills necessary. Aver-age contract size $600,000.00. Health insurance and profit sharing benefits included. Send salary requirements and resumes to Urban Farmer, Inc., 3232 S. Platte River Dr., Englewood, CO 80110 or call 888-643-3276. 2/99

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Dr. Pat Cobb takes new path

Dr. Pat Cobb retired in mid-January as Professor of Extension Entomology at Auburn University, Auburn, AL, but she probably won't be slowing down. Pat had been in the position for 21 years.

"I've had the best of all worlds," Pat told LM a week before her retirement from Auburn, where she had also earned her masters and doctorate degrees. "I've gotten to teach some and get back into the classroom a little bit. I've gotten to research and I've gotten to do extension and the reason I've gotten to do that is because I didn't have a research counterpart and I was afraid that I wouldn't have something to tell folks."

Dr. Cobb insisted she's going to remain in the industry. In fact, most of her first month of retirement promised to be busy, including a stint helping out at Penn State University and a speaking engagement for the Florida Turfgrass Association.

"I'm a bug person and I want to get back to being an entomologist," said Pat, who insisted she's going to remain very active in the green industry—at least for a few more years.

GIE Emerald Awards Draw

Your votes really do count. The two days of the GIE Show in Nashville brought in a lot of entries for our Emerald Award choices for 1999. As promised, we drew one name for each day of the show, for a $150 prize. The winners are:

• Thomas Tarbox of Tarbox Landscaping, Yorktown, NY
• Kenny Sprague of Sprague's Lawn Service, Inc. of Ligonier, IN.

Thanks to everyone for their votes. For those of you who weren't at the show or didn't fill out a ballot with your Emerald Award choices, check out the ballot on page 80 of LM and mail or fax it in.

We're offering even more money — $500. You could be a winner too!

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...