

INSIDE

THE VOICE OF THE GREEN INDUSTRY

LANDSCAPE management

FEATURES

16 COVER STORY: THEY'RE HOT, THEY'RE HERE!

Exciting new products promise to help make landscape management more efficient and productive.

GARY BURCHFIELD

22 LM REPORTS: ZERO-TURN MOWERS

These mowers increase productivity with their quick maneuvering ability and compact design. Here's a look at some of the leading models available for professional managers.

23 PERENNIALS ADD VARIETY

"Perfect" perennials have a long season of bloom, few insect or disease problems, and are adaptable to a variety of soil conditions. They also have very low maintenance requirements. Have a look!

STEPHANIE COHEN

28 SPRING FERTILITY: TEST FIRST, THEN APPLY

Don't be in a hurry to fertilize turf in the spring. Get a soil test and wait until the turf is growing.

BILL KNOOP, PH.D.



33 HOW TO BUY A MOWER

A quality, high-production mower is often the reason—the *only* reason—the professional contractor can turn a profit in the cut-throat mowing industry. Here's why.

J. PAUL LAMARCHE



ON THE COVER: BALD MOUNTAIN PROVIDES THE BACK-DROP FOR SUN VALLEY GOLF COURSE, SUN VALLEY, IDAHO. SUPERINTENDENT IS KEN ZIMMERMAN, CGCS. PHOTO BY SCOTT PLATZER / F-STOCK, INC.

COLUMNS

2 OPENING SHOTS

8 ASK THE EXPERT

DEPARTMENTS

10 HOT TOPICS

14 LETTERS

43 INFO CENTER

44 EVENTS

46 PRODUCTS

50 CLASSIFIED

53 AD INDEX

54 GRAB BAG

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc. Corporate, editorial and advertising offices: 7500 Old Oak Blvd., Cleveland, OH 44130. Accounting, advertising production and circulation offices: 131 West First St., Duluth, MN 55802.

Subscription rates: one year, \$39, two years \$58 (U.S.); one year \$66, two years \$99 (Canada and Mexico); one year \$130, two years \$195 (all other countries). For air mail delivery, include an additional \$70 per order annually. Current issue single copies (pre-paid only): \$4 (U.S.); \$7 (Canada and Mexico); \$12 (elsewhere); add \$3.50 per order for shipping and handling. Back issues, if available, \$10 (U.S.); \$14 (Canada and Mexico); \$20 (other countries); add \$3.50 per order for shipping and handling (pre-paid orders only).

Office of publication: Advanstar Communications, Inc., 131 W. First St., Duluth, MN 55802. Periodicals postage paid at Duluth, MN 55806 and additional mailing offices.

Copyright ©1997 by Advanstar Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording, or any information storage and retrieval systems, without permission in writing from Advanstar Marketing Services, Attn: Permissions, 7500 Old Oak Blvd., Cleveland, OH 44130 or phone (800) 225-4569 x742. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications for libraries and other users registered with the Copyright Clearance Center.



Canadian G.S.T. Number: R-124213133, IPM number: 841919

POSTMASTER: Send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806.

