

INSIDE



THE VOICE OF THE GREEN INDUSTRY

LANDSCAPE *management*

FEATURES

16 1998 EMERALD AWARDS
Learn which supplier products are favorites among readers who entered our annual contest. Winners tell us what they like in a product. Service sells!
JAMIE PETERS

21 LM REPORTS: SPREADERS
The broadcast or drop spreader you choose has to match the job it's designed for. We list suppliers and specs for select models.
CURT HARLER

26 SEED INDUSTRY REPORT
We review events of the seed industry field days held this past June to get the latest news on seed industry research, production and seed availability. The seed industry is more active than ever, as science continues to develop genetically enhanced seed varieties.
TERRY MCIVER

34 WARM-SEASON ANNUALS
Annuals and herbaceous plants to add color during winter months is one option which can add to the visual appeal of the landscape.
NANCY STAIRS



Visit us on the web at www.landscapegroup.com

COLUMNS

- 8** OPENING SHOTS
- 11** ASK THE EXPERT
- 121** ARBOR VIEW

DEPARTMENTS

- 14** HOT TOPICS
- 43** EVENTS
- 44** SUPPLIERS CORNER
- 44** INFO CENTER
- 45** PRODUCTS
- 55** CLASSIFIED
- 51** AD INDEX
- 56** GRAB BAG

ON THE COVER: POND INSTALLATION CAN BE A VERY PROFITABLE SERVICE OFFERING THAT SETS YOU APART FROM THE CROWD.

PHOTO COURTESY AQUASCAPE DESIGNS.

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). **To subscribe,** call (218) 723-9477; fax: (218) 723-9437.

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 ©1998 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 photocopy, recording, or any information storage and retrieval system, 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.

