

THE VOICE OF THE GREEN INDUSTRY

LANDSCAPE *management*

www.landscapegroup.com

AUGUST 1999 • \$4

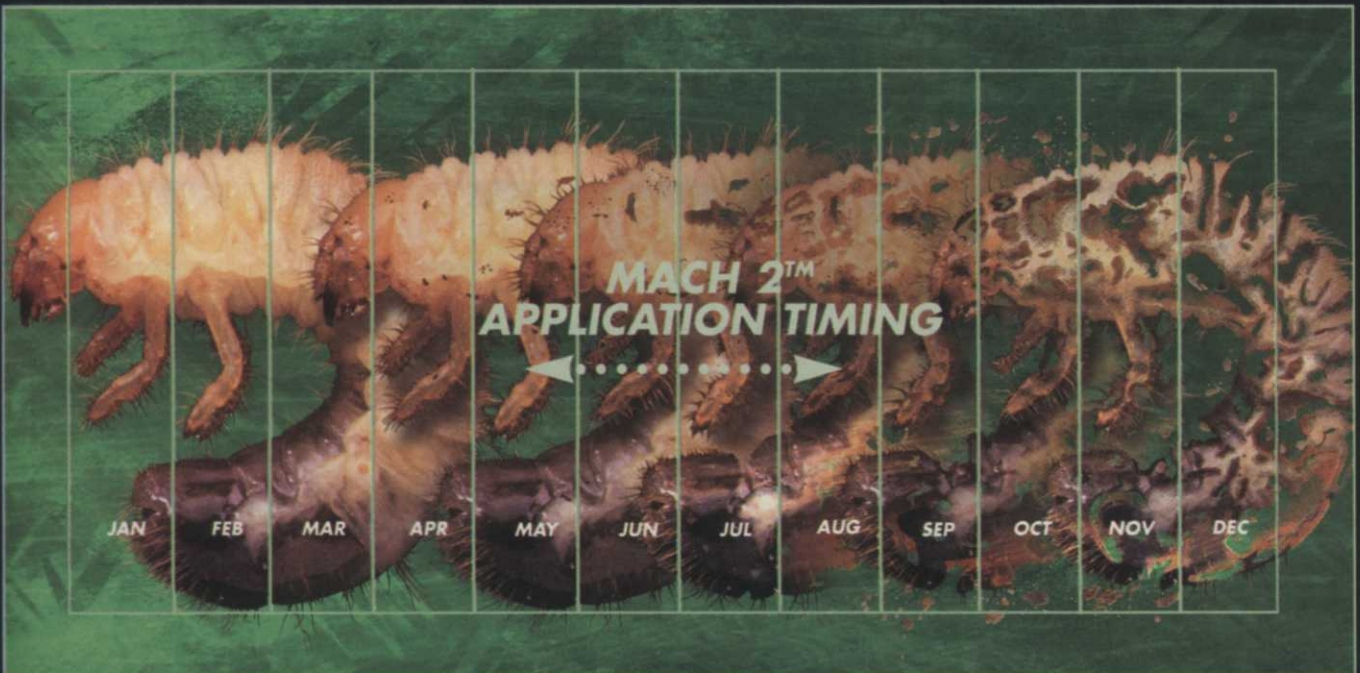
**Seed supply
looks great**

**The lowdown
on bamboo**

**Your banker,
your partner?**

EMERALD AWARDS '99

**PREVENT
GRUBS.
STOP THEM IN
THEIR TRACKS.
OR MAKE SURE
IT'S NOT EVEN
AN ISSUE.**



Now you can control grubs preventatively or curatively. With a single application. Only with new MACH 2™ Turf Insecticide.

MACH 2 is a powerful killer with a new chemistry that accelerates the molting process of target insects.

Just hours after ingesting MACH 2, the insect stops feeding. Then it dies beneath the surface in 2 to 3 weeks. It's that simple.

With MACH 2™ Turf Insecticide, you'll kill target enemy insects all season long. Grubs. Cutworms. Armyworms. Sod webworms. Plus, odorless MACH 2™ is easy to apply.

You don't even have to water it in immediately.

So don't let grubs control your grounds, or your schedule. Depend on MACH 2™ Turf Insecticide. It's all you need to prevent or cure.

For more information or for the distributor nearest you, call 1-888-764-6432 and visit our website at www.mach-2.com.

MACH 2™
TURF INSECTICIDE
ALL YOU NEED TO PREVENT OR CURE.

Circle No. 141 on Reader Inquiry Card

INSIDE



14

THE VOICE OF THE GREEN INDUSTRY

LANDSCAPE *management*

FEATURES

14 THE 1999 EMERALD AWARDS

What products do you like best? Our reader poll shows the most popular landscape products.

BY REDMOND CAROLIPIO

22 SEED SUPPLIES WILL BE AMPLE

Production is up, supplies are strong, prices are stable — it's a great time to be a buyer.

BY LM STAFF

28 AWARD WINNING LANDSCAPE: ABBOTT PARK

PGMS' winner for industrial and office parks shows how to handle large properties of nearly 500 acres.

32 BAMBOO MAY BE FOR YOU

Bamboo is a more versatile than you think, even in your climate.

BY NANCY STAIRS



44

34 BUILD A BUSINESS PLAN: BENEFIT FROM YOUR BANKER

Develop a partnership with your banker and you'll have the leverage you need to grow.

BY ROBERT REAVES

42 SURFIN' TURF 2

Have you checked out these green industry sites yet? You should — they offer a lot.

BY DAVID WEINSTOCK & CURT HARLER

44 IRRIGATION TRENCHING MADE EASY

The secret to easy installation is using the right horsepower.

BY RICHARD YACH

49 LM REPORTS: PRODUCTS THAT KEEP YOU TRUCKIN'

Cut your time and hassles with these accessories.

BY CURT HARLER

COLUMNS

8 OPENING SHOTS

How hot were the new products at EXPO '99? Sizzlin!

46 ASK THE EXPERT

Motivate moss to grow; no, that isn't apple scab

DEPARTMENTS

10 HOT TOPICS

47 JOBTALK

51 EVENTS

52 PRODUCTS

57 SUPPLIER NEWS

57 INFO CENTER

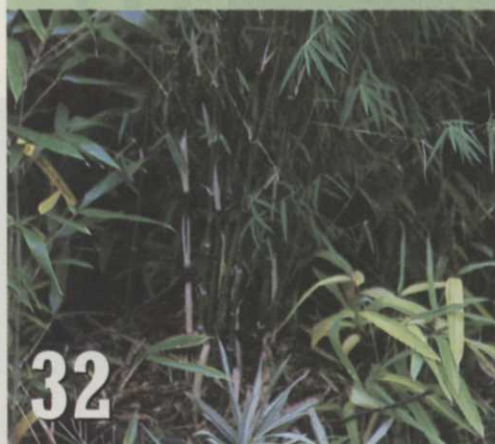
59 CLASSIFIED

61 AD INDEX

62 GRAB BAG



22



32

ON THE COVER: NATIONAL LAWN ENFORCEMENT OFFICERS' MEMORIAL IN WASHINGTON, DC. DRAMATIC NIGHT PHOTO © ERIC TAYLOR, FAIRFAX STATION, VA

VISIT US ON THE WEB AT
WWW.LANDSCAPEGROUP.COM

The tools you need from a name you trust.



Introducing the Cat® Rental Store.

Now there's a rental store that's equipped with the tools and service you can count on. Plus, something else no other rental store has: the Caterpillar name. That means you'll get what you need, when you need it, along with:

- A big selection of tools and equipment from Caterpillar and other top brands
- Quick response to your needs
- Knowledgeable and experienced people
- Tools maintained by expert mechanics

For a Cat Rental Store near you, call 1-800-RENT-CAT or visit us at www.TheCatRentalStore.com.



**The right tools,
right now.**

Simple Math

★ ADVANSTAR LANDSCAPE GROUP



www.landscapegroup.com

24-hour access to the Green Industry's most comprehensive information

INFORM ♦ INTRODUCE ♦ INFLUENCE ♦ INSTRUCT

REPRINTS

Reprints of *Landscape Management* articles, advertisements, news items or special announcements are available through Advanstar Marketing Services. Customized to meet your specific needs, reprints are highly effective when you use them to:

- Develop direct-mail campaigns
- Provide product/service literature
- Create trade show distribution materials
- Present information at conferences and seminars
- Train and educate key personnel, new hires
- Enhance press kits
- Compile reference materials
- Track trends and emerging technologies

ARTICLES
NEWS ITEMS
ADVERTISEMENTS

LANDSCAPE
management

ADVANSTAR MARKETING SERVICES
1-800-736-3665
216-891-2744
FAX: 216-891-2740

LANDSCAPE
management

EDITORIAL STAFF

Sue Gibson **Executive Editor** (440) 891-2729
E-mail: sgibson@advanstar.com
Ron Hall **Managing Editor** (440) 891-2636
E-mail: rhall@advanstar.com
Karl Danneberger, Ph.D. **Chief Science Editor**
E-mail: Danneberger1@osu.edu
Vernon Henry **Group Editor** (440) 826-2829
Lisa Lehman **Art Director** (440) 891-2785
Lisa Bodnar **Sr. Graphic Designer** (440) 891-3101

Visit us on the World Wide Web at: www.landscapegroup.com

READER ADVISORY PANEL

Jerry Gaeta **The Good Earth Inc.** Mt. Pleasant, SC
Judson Griggs **Lied's Landscape Design & Development** Sussex, WI
Dwight Hughes **Dwight Hughes Nursery** Cedar Rapids, IA
Larry Iorii **Down to Earth Landscaping** Wilmington, DE
Rick Kier **Pro Scapes** Jamesville, NY
Lou Kobus, Jr. **Village Turf, Inc.** Mount Vernon, VA
Tom Riccardi **The Goodyear Tire & Rubber Co.** Akron, OH
Jack Robertson **Jack Robertson Lawn Care** Springfield, IL

BUSINESS STAFF

John D. Payne **Group Publisher** (440) 891-2786
E-mail: jpayne@advanstar.com
Danielle Zarycki **Administrative Coordinator** (440) 891-2734
Karen Lenzen **Production Manager** (218) 723-9129
Debi Harmer **Production Director** (218) 723-9325
Karen Edgerton **Circulation Manager** (218) 723-9280
Angela Pearson **Green Book Coordinator** (218) 723-9418

ADVERTISING STAFF

Cleveland Headquarters
7500 Old Oak Blvd.
Cleveland, OH 44130-3369
Heather M. Fox **Eastern Account Manager**
(440) 891-3168 Fax: (440) 891-2675
E-mail: hfox@advanstar.com
Gene Homan **Midwest Account Manager**
(440) 891-2772 Fax: (440) 891-2675
E-mail: ghoman@advanstar.com
Anthony Lavdas **Account Manager**
(440) 891-3118 Fax: (440) 826-2865
E-mail: tlavdas@advanstar.com
Leslie Zola **Classified/Market Showcase** (440) 891-2670;
(800) 225-4569 x670
E-mail: lzola@advanstar.com
Jessica Hendricks **Directory Sales** (800) 736-3665 ext. 104
Regional Offices
Tom Galligan **Group Sales Director**
3901 52nd Ave.
Kenosha, WI 53144-1830
(414) 653-9523 Fax: (414) 653-9524
E-mail: tgalligan@advanstar.com
John Kiesewetter **Western Sales Manager**
859 Willamette St.
Eugene, OR 97401
(541) 338-0022 Fax: (541) 338-0044
E-mail: [jkiesewetter@advanstar.com](mailto:jkiezewetter@advanstar.com)

★
ADVANSTAR
COMMUNICATIONS

Chairman and Chief Executive Officer Robert L. Krakoff
Vice Chairman James M. Alic
VP/Finance, CFO and Secretary David W. Montgomery
Executive Vice President, Business Development Skip Farber
Executive Vice Presidents William J. Cooke, Alexander S. DeBarr
Vice President & General Counsel Eric I. Lisman
Vice President-Controller & Treasurer Adele D. Hartwick

LANDSCAPE management

A proud supporter of these green industry professional organizations:



Associated Landscape Contractors of America
150 Elden Street, Suite 270, Herndon, VA 20170
(703) 736-9666; <http://www.alca.org>



American Nursery & Landscape Association
1250 I St. NW, Suite 500, Washington, DC 20005
(202) 789-2900



Independent Turf and Ornamental Distributors Association
25250 Seeley Road
Novi, MI 48375
(248) 476-5457



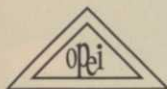
The Irrigation Association
8260 Willow Oaks Corporate Dr. Suite 120
Fairfax, VA 22031-4513
(703) 573-3551; <http://www.irrigation.org>



National Arborist Association
The Meeting Place Mall, P.O. Box 1094,
Amherst, NH 03031-1094
(603) 673-3311; <http://www.natlarb.com>



Ohio Turfgrass Foundation
1100-H Brandywine Blvd., PO Box 3388,
Zanesville, OH 43702-3388
(888) 683-3445



The Outdoor Power Equipment Institute
341 South Patrick St.
Old Town Alexandria, Va. 22314
(703) 549-7600; <http://opei.mow.org>



Professional Grounds Management Society
120 Cockeysville Rd., Suite 104,
Hunt Valley, MD 21031
(410) 584-9754



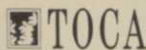
Professional Lawn Care Association of America
1000 Johnson Ferry Rd., NE, Suite C-135,
Marietta, GA 30068-2112
(770) 977-5222; <http://www.plcaa.org>



Responsible Industry for a Sound Environment
1156 15th St. NW, Suite 400,
Washington, DC 20005
(202) 872-3860; <http://www.acpa.org/rise>



Sports Turf Managers Association
1375 Rolling Hills Loop, Council Bluffs, IA 51503-8552
(712) 366-2669; (800) 323-3875;
<http://www.aip.com/stma>



Turf and Ornamental Communicators Association
P.O. Box 156, New Prague, MN 56071
(612) 758-5811

MARKETING SERVICES

Marcie Nagy **Reprints (100 minimum) (440) 891-2744**
Joe Gilliam **Circulation List Rental (800) 225-4569, ext. 773**
Advanstar Marketing **Microfiche/film Copies (800) 598-6008**
Subscriber/Customer Service (218) 723-9477/(888) 527-7008
Tammy Lillo **International Licensing (218) 723-9539**
Books, directories, back issues, photocopies (800) 598-6008; (218) 723-9180

The Landscape Management Handbook

The best single-source reference containing the most current and comprehensive information on the basics of turfgrass and landscape management available today!

edited by
William E. Knoop
125 pages, softcover
Item #LSMB830

\$24⁹⁵

- Provides an overall understanding of turf and landscape care and management and covers all the basics of the green industry
- Covers all the topics golf course superintendents and students of turfgrass and landscape management need to know
- Combines practical information with the tried and true basics of management to provide a single, practical, affordable and up-to-date text
- Features detailed information, charts, diagrams, figures and tables to illustrate key information points

The Landscape Management Handbook provides a unique, single-source reference of comprehensive information on a variety of turf and landscape topics. It's an ideal handbook for golf course and lawn care superintendents and crew members, and is also appropriate for schools that teach basic turf and landscape management.

Call 1-800-598-6008

Fax: 218-723-9146

Outside the U.S. 218-723-9180

Order on-line at www.landscapegroup.com

ADVANSTAR MARKETING SERVICES
Customer Service Dept. • 131 W. 1st St., Duluth, MN 55802

Shipping/Tax: UPS—add \$5 per order, plus \$1 per additional book. International, Hawaii, Alaska, Canada and expedited shipments—call for rates. Residents of CA, CT, GA, IA, IL, MN, NJ, NY, OH and TX must add sales tax. Price subject to change.

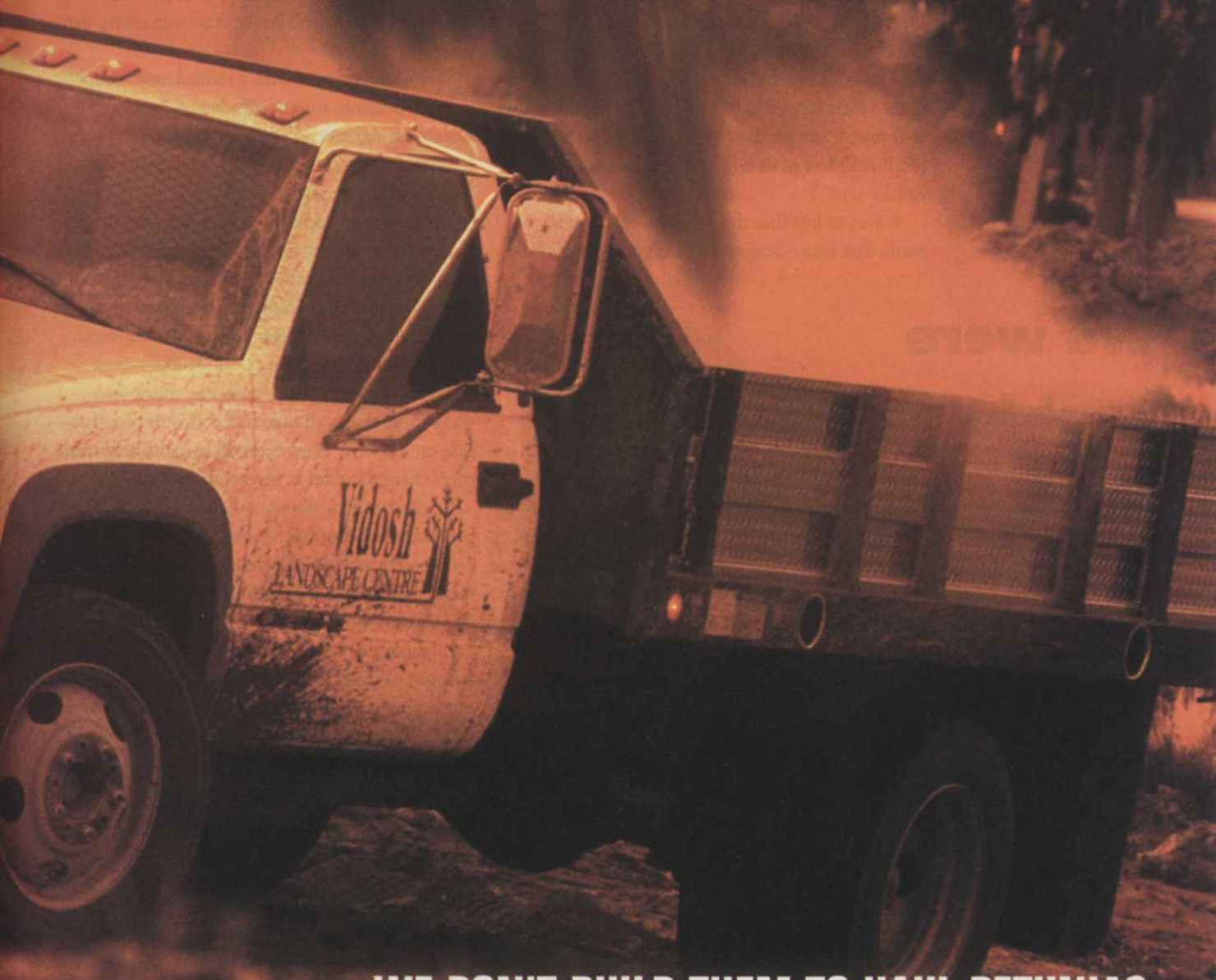
CODE: 950854

*Chevy Commercial Customer Choice program. Excludes the all-new Silverado. See your dealer for details. †Shown with landscaping dump body from an independent supplier. See the owner's manual for details.



The Chevy C3500 HD Chassis Cab isn't for backyard flower gardens. But it is for guys who

information on Alterations and Warranties. **Includes vehicle, passengers, equipment and cargo. ©1999 GM Corp. Buckle up, America!



WE DON'T BUILD THEM TO HAUL PETUNIAS.

appreciate 900 bucks. Because it comes with up to a \$900 cash allowance* on upfits. Combine its dump body† with its 15,000-lb. GVWR** and you've got the power to change the face of the earth. That's what you'd expect from a dependable, long-lasting Chevy Truck. 1-800-950-2438 or visit www.chevrolet.com.

COMMERCIAL
SPECIALTY VEHICLES



LIKE A ROCK

Circle No. 103 on Reader Inquiry Card

We were cookin' at Expo 99



Ron Hall

RON HALL

Managing Editor

Hot. Hot. Hot. How hot was it in Louisville for the Outdoor Power Equipment Expo 99?

Let me tell you.

It was so hot that the Kohler Engine folks had to grill those delicious Wisconsin brats a little longer than usual just to get them up to temperature on the top of our heads. (Free food! And lots of us enjoyed the shade of the Kohler tent.)

It was so hot that those insane checkered pants that Dane Scag wore to his company's Friday night reception seemed . . . well, almost "cool" by comparison.

It was so hot that we saw some of the young maintenance guys trying out new mowers and driving them *slowly*.

Making waves

OK, so I'm no Carson, and enough about the heat. Here are some of what we saw at Expo 99, starting with Dane.

Opinionated. Feisty. Perceptive. At 80-plus years old, Dane makes as many waves in the mow-

ing industry as ever, building his 2 1/2-year-old company. (How many times has he done this before?) While some manufacturers are building mowers with ever-bigger decks powered by ever-bigger engines, he announced that his company is focusing on machines that are simple, affordable and efficient. His reasoning—there's a lot bigger market out there for mowers that cost \$3,000 than for machines selling for \$25,000.

While price is always a consideration with mowers and other landscape equipment, so is the work they let you and your crews do each day. This was the number-one message of several manufacturers at Expo 99. We saw lots of productive new ideas like:

► Even more compact construction equipment, purple and teal mini-excavators and mo-

torized installation gadgets to make work easier and more productive. Everybody's searching for equipment that can reduce their dependence on labor which, as we all know, has been pretty darn scare.

► Riding mowers with a radical new independent suspension; others with larger, more comfortable seats; several convenient tow-behind cutter attachments; and of course, plenty of cup holders for those riders.

► "Designer" looks sporting sleek, rounded, plastic components; high-end operating indicators; even more sound and vibration deadening.

► Great new specialty products like mowers for everything from steep hills to dams, inventive new hydroseeders, plenty of built-like-a-tank walk-behind mid-mount mowers, quick-as-a-wink topdressers, double leaf collector bins that ride on mowers, even extendible hand-held trimmers that articulate in several directions.

► And, talking about mowers, we saw a new generation of automated robot mowers, units powered by both battery and the sun. These little mowers looked like something from the Jetsons. The battery-powered mower that we saw demonstrated cut a small patch of grass (almost without a sound), then returned by itself to the recharging station when it started running low on power. Commercial applications? Certainly, but they'll be specialized.

Look for the new stuff

Not everything at the Expo was steel and iron. There were plenty of great ideas too, like the rollout of a nighttime landscape franchise, as well as some interesting fertilizing, marketing and equipment transporting ideas.

Look for upcoming issues of LM—and particularly our New Products section—for more great ideas from Expo 99. **LM**

Landscape Management

Wins Big Again

12 New Journalism/Design Awards

For the third consecutive year, *Landscape Management* has been recognized as the editorial spearhead of America's lawn care industry.

Two national professional journalism societies recently recognized that publication's editorial and design superiority with 12 new writing and design awards, including four First Place or Gold Awards, two Silver Awards, and five Merit Awards. In separate ceremonies, TOCA (Turf and Ornamental Communicators Assn.) made eight of the awards, while the ASBPE (American Society of Business Press Editors, Central Region), represented another three. Susan Gibson, executive editor, Ron Hall, managing editor, and Lisa Bodnar, senior graphic designer are the individual award winners.



Landscape Management is now celebrating 37 years of editorial leadership in America's multibillion dollar landscape and lawn care industry. So its award-winning editorial and design performances, while most welcome, come as no surprise. They underscore our commitment to providing high-quality coverage of your industry and your businesses. Your successes and challenges.

It is our mission to provide the most informative, useful and easy-to-read magazine in the industry. It shows year after year because, as the industry

judges keep changing, they continue to recognize the excellence of *Landscape Management*. From excellent writing and design to articles that cut right to meat of the topic, *Landscape Management* is a fun and interesting read.

Year in and year out, our commitment is to be the best green industry publication available to you, the landscape professional. That's the prize *Landscape Management* wants to win every year.

To start a subscription today, call Customer Service toll-free at: 1-800-346-0085, Ext. 477

TOCA 1999 AWARDS

FIRST PLACE WINNERS

- ★ Feature Article Writing/Ornamentals, Ron Hall
- ★ Editorial Design/Single Page, Lisa Bodnar
- ★ Editorial Design/Two Pages Or More, Lisa Bodnar
- ★ Editorial Design/Two Pages Or More, Lisa Bodnar

MERIT AWARDS

- ★ Editorial/Opinion, Susan Gibson
- ★ Business Management Article Writing, Ron Hall
- ★ Cover Page Design, Lisa Bodnar
- ★ Overall Magazine Design, Lisa Bodnar
- ★ Feature Article Writing/Turf, Ron Hall (for sister publication *Athletic Turf Maintenance & Technology Magazine*)

ASBPE NATIONAL AWARD

GOLD

- ★ Front Cover Design/Buyer's Guide, Lisa Bodnar

ASBPE CENTRAL REGION AWARDS

GOLD

- ★ Front Cover Design/Buyer's Guide, Lisa Bodnar

SILVER

- ★ Feature Article Writing, "Disney's Grand Green Experiment", Ron Hall
- ★ Opening Editorial Page or Spread Design, "Disney's Grand Green Experiment", Lisa Bodnar



PLCAA's Arlington project held special meaning for working LCOs

WASHINGTON D.C.— Public service. That's what about 70 landscape and lawn care professionals did here on the Monday morning of July 20. The lawn pros will remember this particular Renewal & Remembrance project—PLCAA's third—at Arlington National Cemetery for some time.

On the sultry morning that the landscape pros ap-

hundreds—and then thousands—of tourists passed by the laboring LCOs with both curious looks and smiles. Many of these visitors made their way up the winding shaded roads toward the grave site of former president John F. Kennedy. They were making the trek because of JFK Jr.'s tragic disappearance off Martha's Vineyard just three days previously.

These events gave a special poignancy to a morning that, in many respects, showed the green industry in its finest colors.

Just after 9 a.m., before the day's heat sapped workers' energy, the landscape pros rededicated a garden site in the cemetery with comments by both the Honorable Togo D. West, Jr., Secretary of Veterans Affairs, and a short but moving address by 16-year-old Jackie Hague, the daughter of Douglas and Pam Hague, Lawn Classics Inc., Findlay, OH.

The garden area, ablaze with bright red "Veterans Honor Roses" from Jackson & Perkins, was designed and landscaped by Environmental Care Inc. and U.S. Lawns, Calabasas, CA. Donations of products and services were made by: Village Turf Inc., Mount Vernon, VA; Chantilly Turf Farms Inc., Chantilly, VA; Shemin Nurseries,

plied lime and fertilizer, felled a big tree and laid sod at Arlington, a Navy honor guard solemnly escorted the horse-drawn wagon that transported the flag-covered casket of former astronaut Pete Conrad to its final resting place. The cemetery fell silent and LCOs looked skyward as Navy pilots streaked low over Arlington, one peeling his aircraft away from the formation to signify the loss of a fallen comrade.

Elsewhere in Arlington,



Dave Armitage, Dallas, was one of six Home Team Lawn Care pros working through the heat and humidity at Arlington.



Jackie Hague, 16, made a short but moving dedication prior to the start of the project. Seated behind her are PLCAA President Bob Ottley, left, and the Honorable Togo D. West, Jr., Secretary of Veterans Affairs.

Burtonsville, MD; Pine Hall Brick Co. Inc., Winston-Salem, NC; and Georgia Marble Co., Kennesaw, GA.

The PLCAA pros, using motorized spreaders and tractors with pull-behind spreaders, hustled to complete their assigned tasks so that they wouldn't detract from the solemn events which unfolded around them.

Co-sponsors for this project included: FMC, Novartis, American Cyanamid, Bayer Corp., Dow AgroSciences and AgrEvo. Contributors: Lesco, The Andersons, Jacklin Seed, Riverdale Chemical and Zeneca.

The only hitch of the morning—a well-deserved but very late-arriving lunch.

—Ron Hall

LCOs urge Congress to guide U.S. EPA

WASHINGTON, DC — Don't expect anything earth shaking from the 106th Congress. In fact, don't expect much at all until after the 2000 general elections, predicted Charles Cook, a popular political pundit here and the dinner speaker at PLCAA's Day on the Hill in July.

A do-little Congress is not good news for the pesticide-using segments of the green industry. Indeed, most industries that relay upon pesticides, including agriculture, are urging Congress to pass legislation that would, in effect, put a leash on the U.S. Environmental Protection Agency's enforcement of the 1996 Food Quality Protection Act (FQPA). They want

legislation that "directs" how the U.S. EPA enforces the FQPA.

To date, the EPA's interpretations of FQPA indicate that it favors eliminating classes of chemical products (organophosphates are high on the list) to reduce the public's cumulative exposure. But, the Agency is not basing these interpretations on sound science, many in the green industry contend.

Getting this message to individual legislators was the top issue of the 70 or so professionals attending this year's Day on the Hill.

Allen James, executive director of Responsible Industry for Sound Science (RISE), briefed industry members on

H.R. 1592, the House's version of The Regulatory Fairness & Openness Act of 1999. By month's end it had attracted about 170 cosponsors. On July 29 Senators Chuck Hagel (R-NE) and Blanche Lincoln (D-AR) introduced a companion bill in the U.S. Senate.

The legislation would:

- ▶ Prevent unnecessary loss of pesticides.

- ▶ Provide for a smooth transition to accommodate evolving changes in science policy and allow for the development of newly needed data.

- ▶ And, most important, require the EPA to regulate pesticides based on reliable data and sound science.

"We're not asking Congress to change the law," James told the lawn pros. "We're asking Congress to enter a set of amendments . . . to tell the EPA how to implement the law."

How likely is it that Congress will pass the legislation that RISE and its members are seeking?

There is strong support for it Capitol Hill where much of July was spent squabbling on how large (or small) of a tax break legislators will give taxpayers.

"Don't count on a heck of lot happening with this Congress," Cook told the lawn pros several hours after James briefed them, and the evening before they hustled to Capitol Hill to petition their legislators.

Cook pointed out that the Republicans have a scant majority in the Senate and are hugging the middle of the road with elections approaching.

"This could be one of the least productive Congresses in modern history," he added.

The green industry, along with agriculture, is working the Hill to make sure that, at least, it passes legislation clarifying the U.S. EPA's interpretation of the FQPA.

—Ron Hall

U.S. EPA meets deadline; bans uses of products

WASHINGTON, DC —

The U.S. EPA on Aug. 3 banned most uses for two organophosphate pesticides used almost exclusively in agriculture.

"This was the first big deadline the EPA had to meet with the FQPA," Elizabeth Lawder of Responsible Industry for a Sound Environment (RISE), told *Landscape Management*. Under the 1996 law, the agency faced a deadline to finish reviewing the first third of hundreds of chemicals by early August.

Starting next year, the pesticide methyl parathion may not be used on a variety of crops from apples to turnips. Uses on some other crops will continue. Also banned was azinphos methyl, again mostly used in agriculture (but also with some uses for nursery crops and mosquito control).

While pesticide-using industries complain that the agency isn't using sound science in its FQPA decisions, the National Resources Defense Fund threatened a lawsuit against the EPA because it doesn't think the U.S. EPA is moving fast enough to remove chemical pesticides from the marketplace.

GREEN INDUSTRY EXPO/99

THE NATIONAL EXPO FOR LAWN & LANDSCAPE PROFESSIONALS

YOU'RE INVITED TO GIE'S 10TH ANNIVERSARY CELEBRATION

November 13-16, 1999

Baltimore Convention Center ♦ Baltimore, Maryland

- ♦ 12 Exclusive Trade Show Hours
- ♦ Outdoor Equipment Demonstration
- ♦ 3 Educational Conferences
- ♦ 300 Exhibiting Companies
- ♦ More than 5,500 Industry Professionals

About GIE Attendees:
93% Make Purchasing
Decisions

TRAVEL WORLDWIDE NETWORK FOR HOUSING AND TRAVEL INFORMATION
Call Travel Worldwide Network at (800) 631-9675 or visit them at www.travelworldwideweb.com.



What Exhibitors Said About GIE/98:

- ♦ "Still working on outstanding leads from the GIE Show."
- ♦ "Always a great show for us."
- ♦ "Keep up the good work. We appreciate the opportunity to be a part of the show."
- ♦ "Well organized, professional show."

Show Schedule

CONFERENCES

November 13 - 16, 1999

OUTDOOR EQUIPMENT DEMONSTRATION

November 14, 1999

TRADE SHOW

November 15 - 16, 1999

"The Cadillac of networking within the industry."

-GIE/98 Attendee

GIE SPONSORS

ALCA

Associated Landscape Contractors of America
(800) 395-2522 • www.alca.org



PLCAA

Professional Lawn Care Association of America
(800) 458-3466 • www.plcaa.org

PGMS

Professional Grounds Management Society
(800) 609-7467 • www.pgms.org

YES! I want to know more about GIE/99.

- Send me information on exhibiting my products!
- Send me information on attending conferences & show!

Contact: _____

Title: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: (____) _____ Fax: (____) _____

Clip and send to:
GIE, 1000 Johnson Ferry Rd., NE, Suite C-135, Marietta, GA 30068-2112
Fax: 770/578-6071 Phone: 770/973-2019

NEW! ♦ Visit GIE at www.gieonline.com

Internet sites match contractors with clients

Two new Internet services might make it easier for landscape managers to connect with potential clients. The sites, www.imandi.com and www.improvenet.com allow consumers to seek bids for landscape design, build, installation and lawn care/maintenance services.

The cofounder of Imandi, Raghav Kher, says the idea stemmed from his own difficulties in finding an appropriate landscape contractor. When he retired from Microsoft, his wife gave him a long to-do list. Frustrated with finding a landscaping or

lawn care company for his property, he established imandi.com so other homeowners would have an easier time finding such companies.

"It was such an inefficient process," says Kher. "I wasted so much time tracking down lawn care companies, leaving messages and playing phone tag. Then, it occurred to me—I could change this process myself."

Improvenet.com will research your company's legal and financial status, which it rates for online users. It also allows you displays photographs of finished projects.



After a consumer completes the online forms at either site specifying his or her needs, the sites list several local firms in their database.

It's up to the contractors to contact consumers directly with competitive bids (Imandi) or appointments (ImproveNet). — Jim Guyette



Team Turfco



Aerate Zero to 33,000 sq. feet in 3,600 seconds!

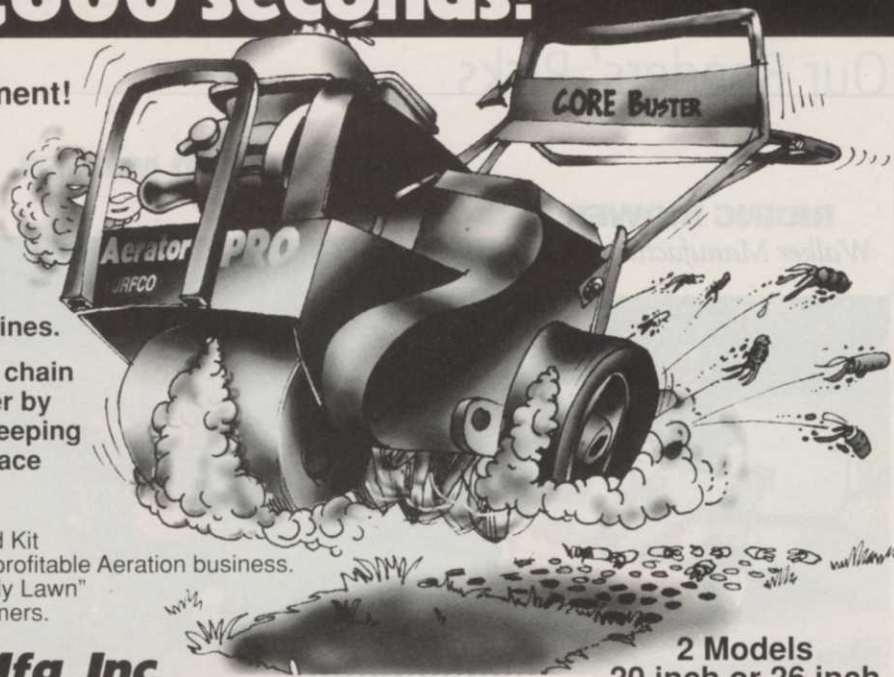
**No More Daily Chain Service!
End Annual Bearing Replacement!**

Speeding down the track will only pay off when you keep the pit-stop time to a minimum.

Competitive machines require daily chain service because they put the drive chain and bearings right down in the dirt between the tines.

The Turfco Aerator design gets the chain up out of that gritty torture chamber by enclosing it in a durable housing keeping it clean all season. Win the profit race with an aerator from Turfco!

Call Now for your **FREE** Getting Started Kit
Step-by-step instructions for starting a profitable Aeration business.
FREE start-up supply of "Why Aerate My Lawn" brochures for you to mail to your customers.



TURFCO® **Turfco Mfg. Inc.**

1655 101st Ave. N.E. • Minneapolis, MN 55449-4420 • (612) 785-1000 • (612) 785-0556

**2 Models
20 inch or 26 inch**

You, the readers, chose some familiar products as your favorites in our 1999 Emerald Awards contest — Lesco, Kubota, Echo — as well as a newcomer, Walker Manufacturing. **By REDMOND CAROLIPIO**

The 1999 Emerald Awards are the chance for you, the readers, to sound off about the products that you believe are the best in the green industry. You were encouraged to fill out entry forms, noting your favorite products in many categories, which included riding mowers, walk-behind mowers, turf fertilizers and turf insecticide. We then counted the votes and the product with the most votes ended up winning the award.

This year, many LANDSCAPE MANAGEMENT readers named perennial favorites in categories such as compact tractors, turf aerators, leaf blowers and line trimmers.

New king of the riding mower hill

Unlike the past years, a new face emerged in the riding mower lineup. Walker managed to edge out Toro as the favorite among this year's voters.

Bob Walker, owner of Walker Manufacturing Company in Ft. Collins, CO, said he was very excited about winning the award for the first time. One of his more popular models is the MTGHS mower, a 20-hp unit with a 48-in. deck.

"It fits in nicely with the work contractors are doing," he says. "It has a nice balance in terms of size and capacity. The overall job time is favorable."

Dale Beard, owner of Botanica Services Inc. in Hagerstown, MD, says that he likes the "quality of the cut," which is why he selected Walker mowers. "They're also built like a tank."

The walk-behind mower category proved to be favorable for Toro in Bloomington, MN, a perennial winner in this particular category.

Brian Masterson, senior marketing manager for Toro's landscape contractor equipment division, says the reaction to winning the award is "positive," especially when the customers have input on their favorite products. Masterson mentioned some of the features that are unique to a Toro mid-size mower.

"There is the T-Bar single-control system, which offers speed and direction at the same time," he says.

Your 1999

Our Readers' Picks

RIDING MOWER

Walker Manufacturing Co.



WALK-BEHIND MOWER

Toro



LINE-TRIMMER

Echo SRM2601

"There's also the operator presence switch, which disengages the blade without killing the engine."

Masterson also mentioned the super-flow system (where the cutting chambers cut and discharge grass separately, enabling each blade to work individually), as well as a floating deck, which pivots on four points and enables the mower to adjust to various types of terrain.

Judy Stoltenberg, landscape designer for Freelance Landscaping in East Moline, IL, says that easy maintenance was the first thing that she noticed about Toro walk-behind mowers, as well as their light weight and durability.

Lesco and Echo win big

Lesco, of Rocky River, OH, was no lightweight in this year's awards, receiving most of the readers' votes in four categories: turf fertilizer, pre-emergence herbicide, perennial ryegrass and turfgrass mix or blend.

Ken Sekley, vice president of marketing for Lesco, says that he's not really surprised

at the outcome, given Lesco's rapid growth. "We're pleased that Lesco's presence in the industry continues to grow," he says. "We realize that we're serving professionals, so the quality of our products is a key thing."

Another familiar name heads the leaf blower and line trimmer lists, as Echo managed to take home awards for the fourth consecutive year.

Robin Pendergrast, public relations consultant for Echo, says while Echo is pleased about winning the award, the results do not really surprise them.

"(The results) are indicative of the market dominance we have as a manufacturer," he says. "It's kind of an international phenomenon."

Pendergrast cited the PB-46LN "Quiet 1" blower, which produces a mere 65 decibels when at full throttle. Pendergrast touts it as "the quietest leaf blower ever made."

Budd Perlman, owner of Tex-Scape in Plano, TX, apparently speaks for other vot-

ers when he says that his landscape crew members prefer Echo leaf blowers because of their toughness.

"From a durability and maintenance standpoint, they are far superior to anything else we've used," he says.

Pendergrast also credits the evolution of the SRM-2601 line trimmer for its Emerald Award success this year.

"(The SRM-2601) has a great power-to-weight ratio," he explains. "It also doesn't weigh as much as all of the other competing products, which means longer use for the owners."

Chain saws that lead the pack

Stihl in Virginia Beach, VA, cut right through the competition by taking the biggest slice of the votes in the chainsaw category.

Jim Hampton, product manager for Stihl's chainsaws, seemed flattered to learn that Stihl was chosen by *LM's* readers.

"It's an honor to know that the readers recognize Stihl as a quality product with quality features," he says.

Emerald Award winners



LEAF BLOWER
Echo PB46LN



PRE-EMERGENCE HERBICIDE ▶

Lesco

PERENNIAL RYEGRASS

Lesco

TURFGRASS MIX OR BLEND

Lesco

◀ TURF FERTILIZER

Lesco



1999 Emerald Awards

Hampton says that one of Stihl's most popular models is the O29 chainsaw, which features a side access chain adjuster, and well as "ease of service."

One of Stihl's newest products, the O18C chainsaw, will feature a quick chain adjuster, or QCA, says Hampton. This will allow users to find the proper chain tension without the use of a tool.

Mike English, owner of Perfect Image Lawn Care in Danville, IA, listed some of the advantages he sees in a Stihl chainsaw.

"They're light, powerful and quiet," he says. "They're also the most comfortable to work with, and they have good resale value."

Compact tractors for versatility

The compact tractor category remains unchanged from last year, as Torrance, CA-based Kubota managed to win again. Pat Carroll, national advertising and public relations manager for Kubota, says that the company is proud to have won the award.

"Kubota is committed to innovating quality products that are environmentally friendly and built to last," she says.

Tom Jones, budget director of Country-side Lawn and Landscape in Newark, DE,

can attest to the durability of a Kubota tractor.

"They're very reliable," he says. "We have one that we've used for 15 years that still runs as well as the day we got it."

Favorite trucks and aerators

Pick-up trucks from Ford in Bloomfield, MI, picked up another award from landscape readers, and added to the collection.

John Zabel, president of Greenworks, Inc., Conway, AR., says that his Ford allows him more room to operate. "I've got a lot of stuff back there," he says. "The club cab doors open on both sides, which makes it more accessible."

Landscape managers again named the Ryan turf aerator from Textron in Racine, WI, as their favorite product, snagging an award once again this year. According to Peter Whurr, vice president of Textron turf care and specialty products, the results speak for themselves.

"It just goes to show you that the product the people have been voting for does the job," he says. "It shows that we listen to the customer."

Whurr also noted the longevity of a Ryan turf aerator as one of its advantages.

"The machine will just keep going and going," he says.

Marty LeBeau, a technician for Spring-Green Lawn and Tree Care in Bradley, IL., likes the way the Ryan aerator is designed.

"It's unique because the wheel is in the front and the aerator is in the back," he says. "It uses the weight of the whole machine to put more pressure in the ground. There's also a lever there to lift up the back wheels, so it's more maneuverable."

Chemicals, PGRs & bluegrass

Moving from hard equipment to chemicals, Bayer's Merit insecticide came out on top in the turf insecticide category.

Neal Cleveland, turf and ornamental manager for Bayer in Kansas City, MO, sees the victory for the six-year-old insecticide as a confirmation of the landscape professionals' trust.

"I think that by choosing Merit for this honor two years in a row, our customers are communicating that they still trust its long-residual, broad-spectrum control," he says.

LeBeau says that Merit's long-lasting nature can eliminate some worries. "Since it's longer lasting, you don't have to worry

cont. on page 19

Our Readers' Picks

CHAIN SAW

Stihl



COMPACT TRACTOR

Kubota B2710HSD



PICK-UP TRUCK ▲

Ford 1999 F-150

TURF AERATOR

Ryan

TURF INSECTICIDE

Merit (by Bayer)

POST-EMERGENCE

Round-Up (by Monsanto)



The Crusaders (Mid) 24"

Stop the Car (Early-Mid) 24"

COLORBLENDS[®]

Tulips for Fall Planting

Salmon Run (Mid) 22"

The Royals (Mid) 24"



THE PERFECT MARKETING FLYER

Use this simple color menu of new ideas to offer flowerbulbs direct to your customers. Just insert this flyer with your monthly statements in the late summer and early fall. Your customers can then choose from the insert and order directly from you.

This 8 1/2" x 11" marketing flyer, printed both sides in color and folded for easy insertion into #10 envelopes, is available for \$9 per hundred delivered.

Call Tim at COLORBLENDS WHOLESALE for more information or a catalog 1-888-TIP-TOES or 1-888-847-8637.

This text area will be left blank for your company's business card, stamp or label.

Pink Margarita (Mid) 26"

Lava (Mid) 24"



Hot, Hot, Hot (Mid) 24"

Strike Me Pink (Late) 24"





Yellow Sun, aka King Alfred (Early) 14"

COLORBLENDS[®]

Daffodils and Crocus for Fall Planting

FLOWERBULB LIFE CYCLE

April: Tulips bloom in The Netherlands.

June/July: Flowerbulbs are dug from the ground, graded and stored at proper temperature.

August: Flowerbulbs are packed for export to the US.

September: Flowerbulbs arrive in the US.

October/November/December: Flowerbulbs are

delivered and planted* in US gardens before the onset of Winter.

March/April/May: Crocus, daffodils and tulips bloom in gardens in the US.

*The flowerbulbs will be delivered in the Fall when soil temperatures in your area drop below 60°F. This is the proper time for planting. Tulip, daffodil, crocus flowerbulbs, etc., have to be planted in the Fall to establish a root system before the onset of Winter.

Ice Follies (Early) 18"



Hocus Crocus (Very Early)



Apricot Daffodil (Early) 14"



1999 Emerald Awards

Branch manager wins \$500 big ones

Congratulations to Daniel Wood, branch manager of the Orlando, FL, office of TruGreen-ChemLawn. He won the drawing for \$500 in our 1999 Emerald Awards contest where lawn/landscape/grounds professionals tell us about their favorite green industry products.

Wood, who started in the landscape business 17 years ago, submitted his entry while he was a grounds manager for Sea World in Orlando, and it took us a while to track him down to let him know of his good fortune. Upon receiving word that he'd won the dough, Wood remarked that he's known from his first days in the green industry that the landscape business was for him.

Wood's TG-CL branch numbers 120 employees, and he says one of his biggest challenges is showing the Orlando market that TG-CL does considerable work for commercial clients. "When people see the TruGreen name, they sometimes think that we're just residential," said Wood.

Our second place winner, Marc Clement, is the owner of Clement Landscaping, Georges Mills, NH. Marc has been in the landscaping business three years. His doubled in size last year, he pointed out. "I don't want to grow too big, too fast. I don't want to lose touch with my customers," he said. Clement Landscaping is about 70% maintenance/30% design, Marc added. He receives \$300 from LM.

Our third winner (\$200) is Marty LeBeau, Bourbonnais, IL, a lawn technician with the big lawn care company, Spring Green. Marty has been involved with landscaping for six years.

Look for LM's 2000 Emerald Awards contest entry forms in future issues of the magazine. Fill them out and tell us which products you like so that you can be in the running for some cool cash, compliments of *Landscape Management*.



cont. from page 16

about the timing of your spray or precision," he says.

Round-Up, by Monsanto Co., St. Louis, MO, won in the post-emergence herbicide category.

"The great thing about Round-Up is that you can spray it all over ivy, and the ivy won't be affected," says Rich Buchanan, area manager of Contra Costa Landscape in Martinez, Ca.

The readers named **Daconil** as the turf fungicide of choice. Tony Rademaker, turf marketing manager for Zeneca Professional Products in Wilmington, DE, says that Daconil has been a leading product in the turf industry for more than 30 years.

"It has a broad spectrum, meaning that it handles many diseases," he says. "There also hasn't been a documented resistance to it in 30 years of service, and it is a very versatile and economical product."

Primo from Novartis in Greensboro, NC, dominated the plant growth regulator category.

The Kentucky Bluegrass category of seed was won by **Midnight** of Turf-Seed, Inc. in Hubbard, OR.

Tom Stanley, marketing manager for Turf-Seed, says that Midnight has been at the top since its arrival in the early 1980s. Midnight also has some unique features that set it apart from other bluegrass products.

"It has a very dark, green color," he says. "It's darker than anything else out there. It also ranked at the top in both the high and low maintenance NTEP trials, and it's a low-growing, dense variety, lending itself to sod production, golf fairways, home lawns and athletic turf."

"In the early years, the supply could not meet the demand," he continues. "But today, we have a lot of both blue-tag certified and gold-tag sod quality."

Rebel II from AgriBioTech/Lofts Seed Inc., Winston-Salem, NC, finished in first place in the turf-type tall fescue category.

LM

Our Readers' Picks

TURF FUNGICIDE

Daconil (by Zeneca)

PLANT GROWTH REGULATOR

Primo (by Novartis)

TURF TYPE TALL FESCUE

Rebel II (ABT/Lofts)

KENTUCKY BLUEGRASS ►

Midnight (Turf-Seed)

DELALIO SOD FARMS

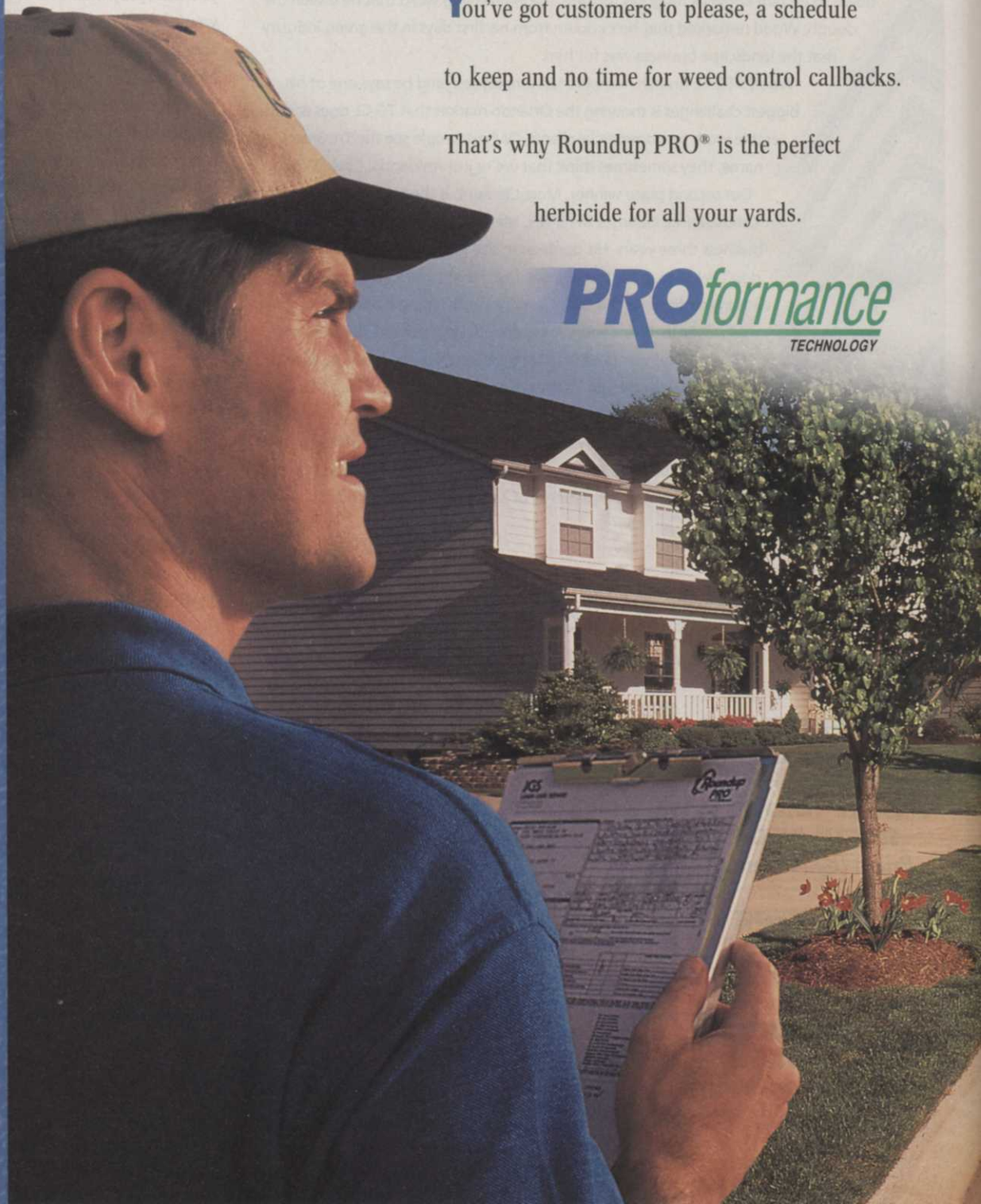


Perfection,

P r e v e n t c a l l b a c k s w i t h

You've got customers to please, a schedule to keep and no time for weed control callbacks. That's why Roundup PRO® is the perfect herbicide for all your yards.

PROformance
TECHNOLOGY



by the yard.

P R O f o r m a n c e T e c h n o l o g y

With its PROformance Technology, Roundup Pro penetrates the leaves and roots of weeds faster. The result is more complete weed control with no regrowth. And rainfastness in 1-2 hours for wider windows of application.

Roundup PRO also carries a caution label for your peace of mind. So when you've got

to stay on schedule and keep your customers happy, rely on Roundup PRO with PROformance technology.

For more details today, visit your retailer or call 1-800-ROUNDUP.



Circle No. 142 on Reader Inquiry Card

Always read and follow label instructions.
Roundup PRO is a registered trademark of Monsanto Company.
(4862 js 5/99) © 1999 Monsanto Company. PRO-LCO-4862-99

**Roundup
PRO**

Seed supplies will be ample

Turfgrass seed production is up in 1999, supplies are adequate and prices are stable with only spot shortages forecast.

By RON HALL/ Managing Editor

Commercial buyers of seed should be smiling this season, particularly those who do a lot of overseeding. Production is up, supply is up and prices are stable for most seed species and varieties—particularly perennial ryegrass. Demand should remain strong too.

Several factors affect demand for seed, including the level of new construction. New commercial properties, new homes, new golf course construction/renovation boost seed usage. Most experts feel that new construction will remain robust, but beware: interest rates started creeping up this summer and this could slow building.

Weather is a determining factor in the seed industry too—for both seed production and demand, as Wayne Horman, of The Scotts Company, Marysville, OH, pointed out.

For instance, a severe summer drought in the Northeast and Mid-Atlantic will unquestionably create greater seed demand—particularly in Maryland, Delaware, New Jersey and eastern Pennsylvania which has suffered one its worst droughts ever. Lawn/landscape pros are going to be busy with renovations on unirrigated residential and commercial properties in these areas this fall.

Off to a cool start

Weather affects production too. Week after week of 50° to 60°F weather this past spring and early summer in the Willamette Valley in Oregon slowed maturity of both tall

*story cont. on page 26
seed chart begins on page 24*



Above, Dr. Joe Duich (right, center) explains the latest findings at the 1999 Turf-Seed, Inc./Pure Seed Testing, Inc. Field Day. Test plots, like these in Rolesville, NC, allow breeders to compare varieties.

Burn ban fuels cottage hay industry

Grass seed growers in Oregon's fertile Willamette Valley this year are exporting about \$40 million in straw to Asia for use as roughage in cattle feed. Oregon produces 60% of the U.S. grass seed crop, and 93% of that comes from the Willamette Valley.

It's estimated that almost 100 million tons of straw result each year from the over 400,000 acres planted for turfgrass seed production in the Willamette Valley.

For years, grass seed producers had re-

sisted pressure from groups opposed to field burning—and later government regulators—over field burning, in which acres of the leftover straw would be set afire to sanitize the fields of pests and plant disease. In June of 1991, however, Oregon legislators placed restrictions on field burning. Today, turfgrass seed growers are allowed to burn a maximum of 45,000 acres in the valley, down from about 230,000 acres in 1980.

Because of tax incentives, many farmers have replaced burning with baling as the straw is cut and compressed for shipment to Japan, Taiwan and South Korea.

"At one time straw was viewed as a waste product—now it's viewed as a commodity," says Dr. Tom Chastain, a crop physiologist at Oregon State University. This sea-

son the overseas demand rose because of typhoons that damaged rice crops in several Pacific Rim countries.

"This is a great environmental success story," says Chastain. "There were people predicting the end of the (grass seed) industry without field burning, but the opposite has occurred; the markets have skyrocketed and demand has gone up."

Growers didn't make the change overnight, but they did adapt, says Dr. Craig Edminster with International Seeds, Halsey, OR. "Actually, it's a testimony to the resourcefulness of the growers here in the valley," says Edminster. "They had to make a change and they did."

Jim Guyette



Seed industry in transition

AgriBioTech, Inc. (ABT) is closing 33 facilities and eliminating over 300 positions, and expects to achieve profitability in FY 2000, said Richard Budd, chairman of the board and CEO of ABT. He made the announcement on July 1 (the start of the company's fiscal year) after the company's board approved a restructuring plan that should save ABT over \$14 million annually.

ABT had been on a buying spree the past several years, acquiring 34 turf and forage seed companies. Earlier this year, the company revamped its management with a focus on integrating these acquisitions.

"This board action is important for ABT because we can now put the integration behind us," said Budd. "We are excited about the new organization that has emerged from the integration effort."

Also:

► The three seed companies acquired by AgriBioTech, **Fine Lawn Research**, **Burlingham** and **Zajac**, are now under one name: Independent Seeds. Independent Seeds can be contacted at 3420 Cherry Ave. NE, Salem, OR, 97303; 800/221-7333.

► **Seed Research of Oregon**, Corvallis, OR, acquired the North America turfgrass marketing program of **Advanta Seeds Inc.**, both companies announced in June. Both firms will participate in a cooperative research program to develop new and improved turfgrass varieties. SRO will also take over Advanta's turf and forage seed production. "We are pleased to have a research partner with the sales and marketing capabilities of SRO," said Dave Holman, general manager of Advanta Seeds Pacific, Inc. Advanta will continue to market forage grasses in North America.

► **Barenbrug North America**, Tangent, OR, has acquired two seed companies: **Pro Seed Turf Supply Inc.**, Chantilly, VA and **Lloyd Seekamp Seed Company**, Gilcrest, CO. Pro Seed will continue to operate as Pro Seed and bring new products to the MDVA market. Special custom mixes will be the speciality of Barenbrug/Pro Seed. The Lloyd Seekamp Seed Company name will eventually be changed to Barenbrug-Colorado.

CULTIVAR	MARKETER	AVAILABILITY	PRICE
KEY (AVAILABILITY):			
A=expected surplus; B=adequate supply; C=limited supply.			
KEY (PRICE):			
H= higher price than last season; S= stable, equal to last season;			
L= lower prices than last season; NR = no response			
<i>Kentucky Bluegrass</i>			
1757	ABT/Lofts	B	S
ABBey	Scotts	B	S
Adelphi	Advanta	B	S
Alpine	Pickseed West	C	S
Apollo	ABT/Lofts	B	S
Ascot	Scotts	B	S
Award	Jacklin	B	H
Banff	Pickseed West	C	S
Blacksburg	Turf-Seed	B	H
Blue Jay	ABT/Olsen Fennell	C	S
Caliber	ABT/Lofts	B	S
Cannon	Advanta	A	L
Champagne	Lebanon	C	S
Chateau	ABT/Fine Lawn	B	S
Cocktail	Advanta	C	S
Cobalt	Turf Merchants	B	S
Coventry	Scotts	B	S
Cynthia	Advanta	B	L
Dawn	Lesco	C	S
Dellwood	ABT/Zajac	B	S
Dragon	ABT/Zajac	B	S
Eagleton	ABT/Lofts	B	S
Explorer	Pickseed West	C	S
Fairfax	Advanta	B	S
Fortuna	International Seeds	B	L
Gnome	Turf Merchants	B	S
Geronimo	Advanta	B	L
Haga	ABT/Burlingham	B	S
Liberator	ABT/Zajac	B	S
Midnight	Turf-Seed	B	L
Misty	Pennington	B	S
Nassau	ABT/Lofts	B	S
Nottingham	ABT/Willamette	B	S
Nuglade	Jacklin	C	H
Opal	ABT/Burlingham	C	S
Parade	Advanta	C	S
Preakness	ABT/Lofts	B	S
Princeton 105	ABT/Lofts	C	S
Ram I	ABT/Lofts	B	S
Rambo	Jacklin	C	H
Rugby	Medalist	B	S
Seabring	ABT/Olsen Fennell	C	S
Shamrock	Lesco	B	H
Sodnet	Turf Merchants	B	S
SR 2000	Seed Research	C	S
SR 2100	Seed Research	B	S
SR 2109	Seed Research	C	S
Unique	Turf-Seed	B	S
Viva	Advanta/Turf Merchants	B	S

CULTIVAR	MARKETER	AVAILABILITY	PRICE
Washington	Burlingham	B	S
Wildwood	Lesco	B	H
<i>Perennial Ryegrass</i>			
Accent	Medalist	B	S
Advent	Jacklin	B	L
Affinity	Turf Merchants	A	L
Ascend	Scotts	B	S
ASP 400	Advanta	B	S
ASP 410	Advanta	B	New
Blackhawk	Turf Merchants	A	L
Boardwalk	ABT/Olsen Fennell	B	S
Brightstar II	Turf-Seed	B	S
Caddie Shack	Medalist	B	S
Catalina	Turf-Seed	B	S
Charger II	Turf-Seed	B	S
Cutter	Pickseed West	B	S
Derby Supreme	International Seed	B	L
Dimension	Advanta	C	S
Divine	Scotts	B	L
Elegance	ABT/Olsen Fennell	B	S
Essence	International Seed	C	New
Evening Shade	Turf Merchants	B	S
Excel	ABT/Burlingham	B	S
Express	Pickseed West	B	NR
Fiesta II	Pickseed West	B	NR
Gator II	International Seed	C	New
Imagine	ABT/Lofts	B	S
Legacy II	Lesco	B	S
Line Drive	Lesco	B	S
Laredo	Turf Merchants	B	L
Majesty	Scotts	B	S
Manhattan 3	Turf Merchants	B	S
Mardi Gras	ABT/Zajac	B	S
Monterey	Jacklin	L	S
Morning Star	Pennington	B	S
Palmer III	ABT/Lofts	B	S
Panther	ABT/Zajac	B	S
Paragon	Turf Merchants	C	S
Pennant II	ABT/Burlingham	B	S
PhD	International Seed	B	L
Precision	Advanta	C	S
Prelude III	ABT/Lofts	B	S
Prizm	ABT/Zajac	B	S
Radiant	ABT/Burlingham	C	S
Rodeo II	Turf Merchants	A	L
R2	International Seed	B	L
Seville	ABT/Willamette	B	S
Seville II	ABT/Willamette	C	S
Sonata	Pennington	B	S
Shining Star	Pennington	B	S
SR 4200	Seed Research	B	S
SR 4330	Seed Research	B	S
SR 4400	Seed Research	B	S
Premier II	Barenbrug USA	C	S
Stallion Supreme	ABT/Lofts	B	L

COMING SOON TO A LAWN NEAR YOU!

Experience the turfgrass standard of the 21st century.

VERY UNIFORM

**MEDIUM - LOW
GROWTH HABIT**

**IMPROVED
STRESS
TOLERANCE**

*Tied for 2nd Place
in NTEP Traffic
Stress Tolerance*



MILLENNIUM TURF TYPE TALL FESCUE

**ATTRACTIVE
DARK GREEN COLOR**
*Tied for 1st Place in NTEP
Winter Color &
Spring Greenup*

**EXCELLENT
DISEASE
RESISTANCE**
*Tied for 1st Place in NTEP
Leaf Spot Resistance*

**MEDIUM FINE
LEAF TEXTURE**

DENSE TURF
*Tied for 3rd Place in NTEP
Spring Density &
Summer Density*

Millennium is the culmination of over 30 years of fescue breeding...the 4th generation of Turf Type Tall Fescue cultivars. Take a look at the new 1997 Tall Fescue NTEP Trial data. Seed is available in 1998! This new variety is the Tall Fescue to take you into the next Millennium!

MEAN TURFGRASS QUALITY RATINGS

OF TALL FESCUE CULTIVARS GROWN IN FULL SUN AT 27 LOCATIONS IN THE U.S. 1997 DATA	MEAN
PLANTATION (PENNINGTON-1901)	6.1
MILLENNIUM (TMI-RBR)	6.1
REMBRANDT (LTP-4026 E+)	6.0
ARID 3 (J-98)	5.9
REBEL SENTRY (AA-A91)	5.8
KENTUCKY-31 W/ENDO	4.2
LSD VALUE	0.2

TMI
TURF MERCHANTS, INC.

33390 Tangent Loop / Tangent, OR 97389 / Phone: (541) 926-8649 / 800-421-1735 / Fax: (541) 926-4435
www.turfmerchants.com

Perfecting Turfgrass Performance

Please call Turf Merchants for a complete copy of the NTEP Progress Report 1997

Circle No. 107 on Reader Inquiry Card

cont. from page 22

fescues and, particularly, perennial ryegrass. Farms in and around the fertile Willamette, which supply much of the nation's seed, didn't begin cutting perennial ryegrass in most areas until about the third week of July. This is 10 days to two weeks later than they've cut the past decade.

"But, it turned hot pretty suddenly and, although we're late, I think we're going to have a good harvest with good supplies and quality," said Dave Nelson of the Oregon Fine Fescue Commission, Salem, OR.

"For us, we do 50% of our business in the four months starting in July," said Steve Tubbs, Turf Merchants Inc., Tangent, OR. "Now we're basically compressing everything into three months, meaning we have to clean seed faster, test it faster and ship it faster. The crop being late is really throwing

a monkey wrench into logistics."

While this puts pressure on the seed processors, it probably won't be felt by landscapers and other quantity seed buyers.

"We're going to push it again this year," said Brad Dozler, vice president of sales International Seeds, Halsey, OR. "But, the consumer still wants his seed at a certain date, and we have to meet that."

Tom Stanley, marketing director for Turf-Seed Inc., added: "Some varieties will be tight but, on the whole, the Oregon crop will be ample for fall 1999 and spring 2000 needs."

Also, there was carryover from the 1998 harvest, said Horman from Scotts, particularly with perennial ryegrass, meaning seed will remain in the pipeline until the 1999 seed is shipped. How much? Some marketers said a lot; others said "enough."

Steve Tubbs in July said, "We figured we might be able to count 20 million lbs. of carryover on a 200 million lb. crop, but our crop is late this year and I'm practically out of perennial because of the carryover I've already shipped."

As sunny as this year's harvest appears, there are some clouds.

"The traditional northern turfgrass varieties of (Kentucky) bluegrass and fine fescues will be in tight supply this year," said Mike Baker, senior vice president for Pennington's Oregon division.

"The market has responded accordingly to small harvests across the seed industry of Kentucky bluegrass and creeping red fescue with significant price increases in these varieties."

Ronnie Stapp, executive vice president of Pennington's seed division, blamed hot,

CULTIVAR	MARKETER	AVAILABILITY	PRICE
Sunshine	Pickseed West	B	NR
Top Hat	International Seed	B	L
Wilmington	Lesco	B	S
Wind Dance	Pennington	C	S
Wind Star	Pennington	B	S
Wizard	ABT/Burlingham	B	S
<i>Turf-Type Tall Fescue</i>			
Adobe	Scotts	B	S
Adventure II	Turf Merchants	B	S
Amigo	Medalist	B	S
Anthem II	Turf Merchants	B	S
Apache II	Turf-Seed	B	S
Arabia	Jacklin	B	S
Arid 3	Jacklin	B	S
Avalon	ABT/Olsen Fennell	B	S
Avanti	Turf Merchants	A	L
Aztec	Scotts	B	S
Bonsai 2000	Turf Merchants	B	S
Bravo	Lesco	B	S
Coronado	Turf-Seed	B	S
Crossfire II	Pickseed West	C	S
Dixie Green	International Seed	B	L
Duster	Pennington	B	S
Empress	ABT/Lofts	B	L
Falcon II	ABT/Burlingham	B	S
Finelawn Petite	ABT/Lofts/Finelawn	B	L
Finelawn 5GL	Fine Lawn	B	L
Finelawn 88	ABT/Lofts	B	L
Gazelle	ABT/Lofts/Zajac	B	L
Hounddog	International Seed	B	L
Hounddog 5	International Seed	B	L

CULTIVAR	MARKETER	AVAILABILITY	PRICE
Jaguar 3	ABT/Zajac	B	S
Laramie	Lesco	C	S
Marksman	ABT/Burlingham	B	S
Micro	Turf Merchants	A	L
Millennium	Turf Merchants	C	S
Mustang II	Pickseed West	B	S
Nashville	Advanta	C	NR
Palisades	ABT/Olsen Fennell	B	S
Pride	International Seed	B	L
Rebel Jr.	ABT/Lofts	B	L
Rebel Sentry.	ABT/Lofts	C	S
Rebel III	ABT/Lofts	B	L
Regiment	Advanta	B	L
Renegade	ABT/Burlingham	B	S
Scorpion	ABT/Zajac	C	S
Shenandoah	ABT/Willamette	B	S
Shenandoah II	ABT/Willamette	C	S
Stetson	Lesco	B	S
Southern Choice	ABT/Burlingham	B	S
SR 8200	Seed Research	B	S
SR 8210	Seed Research	B	S
SR 8500	Seed Research	B	S
Sunpro	Pickseed West	B	S
TarHeel	Turf-Seed	C	H
Tulsa	Advanta	B	L
Virtue	Pennington	B	S
Wildfire	Advanta	B	New
Wyatt	Scotts	B	S
<i>Fine Fescues</i>			
Anvil	International Seed	B	New
Aruba creeping red	Medalist	B	New

dry weather in eastern Washington, and reduced yields due to the burning ban for the less-than-stellar bluegrass crops.

As for the creeping red fescues, Stapp said that farmers over-produced these varieties several years ago, driving down the price. Many of the farmers diverted their fields to other crops as a result, but last season there was "huge usage" of creeping reds, therefore the shortages.

Similar market forces—but on a much larger scale—played into this year's mostly favorable seed harvest.

More farmers in the Willamette Valley grew grass seed this season because of depressed prices in commodities like corn and wheat and, surprisingly, some of the unique specialty crops like hops and mints.

"Agriculture is generally in the tank," said International Seeds' Dozler. "Conse-



Field burning, restricted in recent years, can affect seed yields in the Pacific Northwest.

quently, a number of farmers jumped into grass seed production." Dozler sees a buyer's market, particularly for varieties used in overseeding.

"From the species standpoint, the total seed supply should be okay. But, what is more important to buyers is the avail-

ability of certain varieties," added John Zajac, of AgriBioTech/Zajac Seeds. "In general, I think we're looking at a reasonably good supply of perennial ryegrass and tall fescue. Customers will have seeds to meet their needs, and I don't foresee any shortages," he added. **LM**

CULTIVAR	MARKETER	AVAILABILITY	PRICE
Attila hard	Turf Merchants	B	L
Azure	ABT/Lofts	C	S
Badger creeping	Scotts	C	New
Banner III chewings	Scotts	B	S
Brigade hard	Scotts	B	S
Brittany	Lesco	B	S
Cindy red	International Seed	B	S
Dawson	Advanta	B	L
Defiant	Lesco	B	S
Discovery hard	Turf-Seed	B	H
Eco chewings	ABT/Burlingham	C	S
Eureka hard	Fine Lawn/Int'l Seed	C	S
Flyer creeping	Fine Lawn Research	B	S
Hector	Advanta	C	L
Intrigue chewings	Turf Merchants	C	S
Jamestown II	ABT/Lofts	B	S
Jasper creeping	Pickseed West	C	S
K-2 chewings	ABT/Burlingham	B	S
Longfellow chew'g	International Seed	B	S
Marker	International Seed	B	S
Minotaur hard	Turf Merchants	C	H
Moxie creeping red	ABT/Olsen Fennell	B	S
MX-86AE sheep	Jacklin/Medalist	B	S
Nordic hard	ABT/Zajac	B	L
Quatro sheep	International Seed	B	L
Raymond	Advanta	B	S
Reliant II	ABT/Lofts	C	S
Rescue 911 hard	Medalist	B	S
Scaldis	Advanta	B	L
Shademark	Lesco	B	S
Shademaster II	Turf-Seed	B	H

CULTIVAR	MARKETER	AVAILABILITY	PRICE
SR 3100 hard	Seed Research	B	S
SR 3200 blue	Seed Research	B	S
SR 5100 chewings	Seed Research	B	S
Tiffany chewings	Turf-Seed	B	S
Trapeze chewings	ABT/Zajac	B	S
Vista red	ABT/Zajac	B	S
Vernon hard	ABT/Burlingham	B	L
Victory II chewings	Pickseed West	B	S
Warwick hard	Turf Merchants	B	S
<i>Other Seeded Cultivars</i>			
Cathy Brand zoysia	Jacklin	B	S
Del Sol bermuda	Turf Merchants	B	H
Jackpot	Jacklin	B	L
Midway inter rye	Lesco	B	S
Mirage bermuda	International Seed	B	L
Primo bermuda	Seed Research	B	S
Pyramid bermuda	International Seed	B	L
OKS 91-11 bermuda	Seed Research	C	New
Sahara	Pennington	B	S
Salty alkaligrass	ABT/Lofts	C	S
Savannah bermuda	Turf-Seed	B	S
Shangri La bermuda	ABT/Olsen Fennell	B	S
Sundevil II	Medalist	C	S
Sunstar bermuda	Lesco	B	S
Supranova supina	ABT/Olsen Fennell	B	S
Supina bluegrass	ABT	B	S
Sydney bermuda	Pennington	B	S
Yuma	Pennington	C	S
Zen zoysia	Turf Merchants	A	L

Award-winning landscape

Abbott Park

Property at a glance:

Location: Abbott Park, IL

Staff: In-house staff

Category: Industrial or Office Park

Year site built: 1966

Acres of turf: 153

**Acres of woody
ornamentals:** 16

Acres of display beds: 21

Total man-hours/week: 610

*The 1998 Honor
Award Winner of the
Professional Grounds
Management Society
for the Industrial or
Office Park category.*

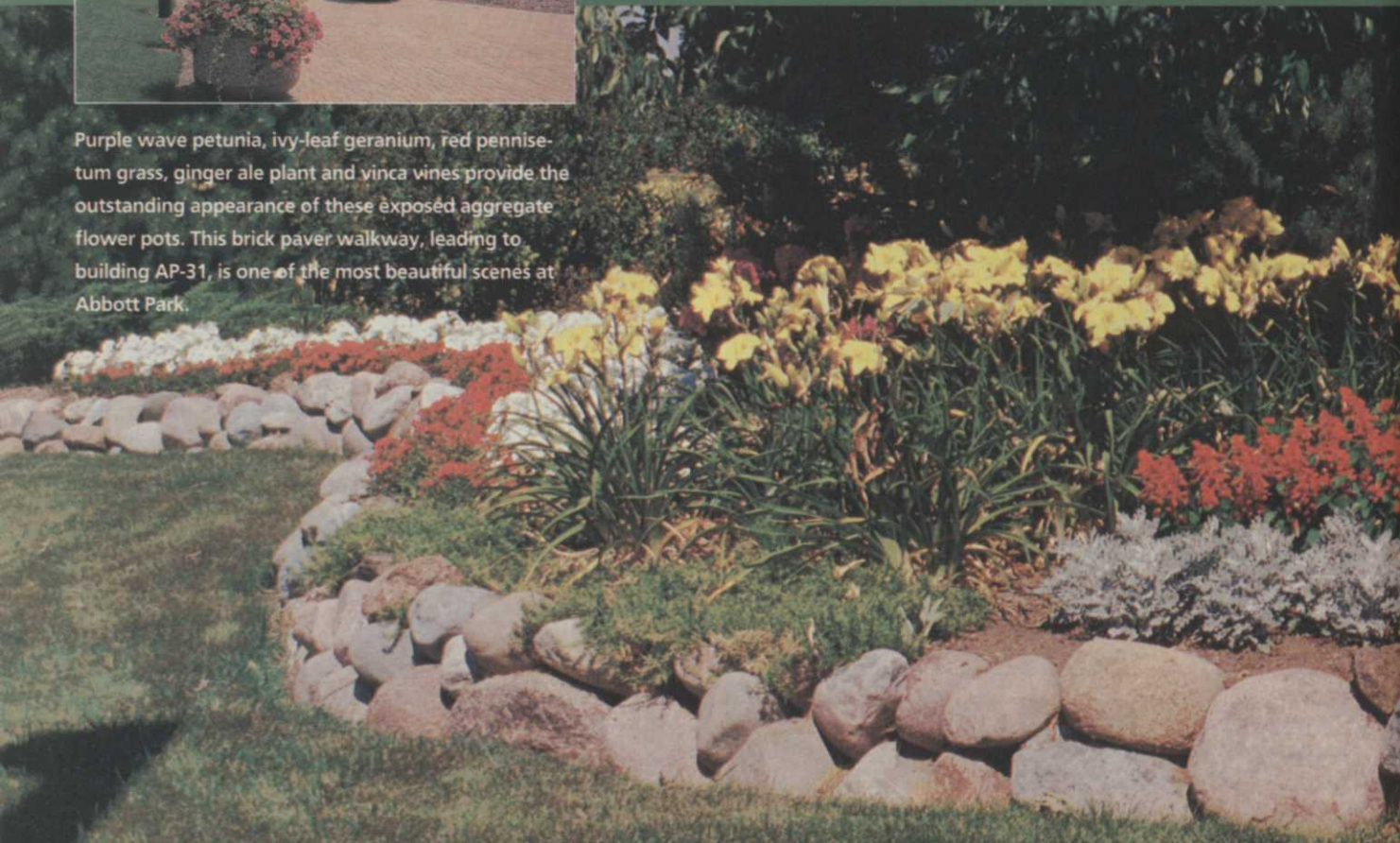
Abbott Park, located on 481 acres in northeastern Illinois, is the corporate headquarters for Abbott Laboratories. The in-house staff maintains the K-Complex (45 acres) and Abbott Park East (89 acres). Gardeners are assigned to one of seven zones and are responsible for day-to-day maintenance. An "Area of the Year" competition, judged by the staff and management, encourages pride and ownership by the landscaping staff.

The staff maintains 153 acres of turf, 62,400 sq. ft. of perennial beds and 24,500 sq. ft. of annual flower beds. Abbott Park also has 89 acres of parking lot, over eight miles of roadway and nine miles of sidewalk, for which the staff is responsible for during the winter months.

Abbott Park Grounds is committed to the preservation and repopulation of the Eastern prairie white-fringed orchid, once common throughout the North American grassland system east of the Mississippi River.



Purple wave petunia, ivy-leaf geranium, red pennisetum grass, ginger ale plant and vinca vines provide the outstanding appearance of these exposed aggregate flower pots. This brick paver walkway, leading to building AP-31, is one of the most beautiful scenes at Abbott Park.



management



▲ A prioritized turf fertilization program is responsible for the lush green turf in this picture. Priority 1 areas (20.5 acres) receive 3 lbs. slow-release Nitroform nitrogen per year. Priority 2 areas (123 acres) receive 2 lbs. of sulfur-coated urea. Priority 3 areas (10 acres) receive no fertilization. This system allows Abbott Park to maintain very high quality turf while staying within the budget.

▼ The southmost entrance of Abbott Park uses fast release 13-13-13 fertilizer and composted materials, which are incorporated into the soil of all annual flower beds prior to planting in mid-May. Another fertilizer application is made in early July.

Maintenance challenges

- ▶ Prairie maintenance/restoration
- ▶ Snow/ice removal
- ▶ Control of aquatic weeds/algae

Project checklist

(Completed in last two years):

- ▶ three acres of prairie restoration
- ▶ installation of quick-coupler irrigation lines by staff
- ▶ spring start-up of irrigation systems by staff

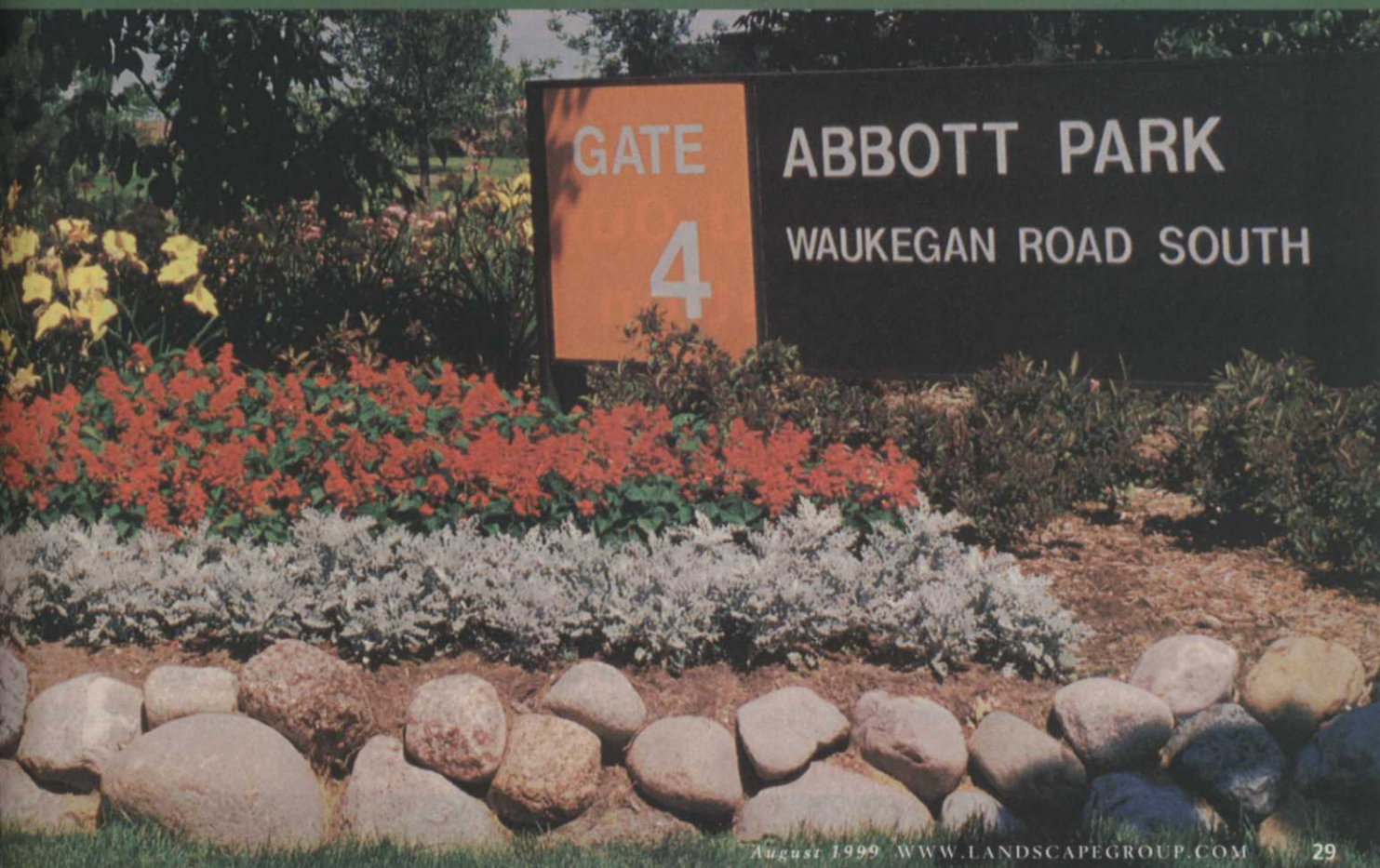
On the job

- ▶ 12 full-time staff, 6 seasonal staff, 1 contract person, 13 licensed pesticide applicators

Editors' note: *Landscape Management* is the exclusive sponsor of the Green Star Professional Achievement Awards for outstanding management of residential, commercial and institutional landscapes. For more information on the 1999 Awards, contact PGMS at 120 Cockeysville Road, Suite 104, Hunt Valley, MD; 410/584-9754.

LANDSCAPE
management

PGMS



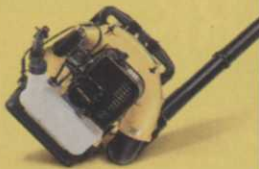
XT120SE Stick Edger



F620 Z-Trak™ Zero-Turning-Radius Mower

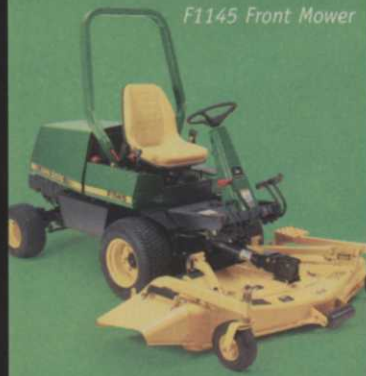


BP40 Backpack Blower



We Build Our Reputation

F1145 Front Mower



A reputation doesn't build on itself, unless you work at it. That's why we wait to introduce a piece of new equipment until we're sure it will end up as legendarily reliable, and as durable as its predecessors. We buck trends, too. We stamp most of our mower decks, rather than going the easier — and less durable — fabricated route. Our goal in designing our wide-area walk-behind transmissions was to back them with a 3-year limited warranty. (No wonder they ended up unlike any others.) We didn't rest until the F620 Z-Trak

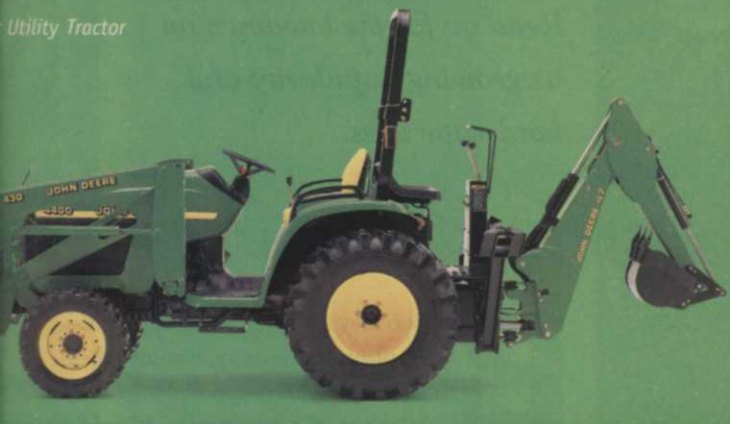
Please see dealer for warranty details.

HD75 17-hp
Hydrostatic Mower



XT140 Line Trimmer

Utility Tractor



F725 Front Mower



GS45 14-hp Gear-Drive Mower



JX85 Commercial
Walk-Behind



H20D Hedge Trimmer



**One Piece
At A Time**

Mower was the easiest to service zero-turning-radius mower in the industry. And we held out until the new John Deere XT Series handhelds set new standards in sound quality, low vibration, and power. Take a look at any piece of John Deere equipment, from the largest to the smallest, and you'll discover equal devotion to quality and innovation in every one. And you'll find it all at your local John Deere dealer — who truly has the best reputation of all. For the one near you, call **1-800-537-8233**, or visit www.deere.com.

Circle No. 104 on Reader Inquiry Card



Nothing Runs Like a Deere®

Bamboo may be for you

Don't be bamboozled. Bamboo is a lot more versatile than you think. Read on for the lowdown on its growing popularity and landscape uses.

By NANCY STAIRS

Bamboo may not be on your list of landscape plants to use or to recommend, either because it isn't supposed to grow in your area or, if it does, it spreads rapidly and can become a nuisance. But there are many different types of this evergreen plant, including those that grow well in temperate zones and those that do not spread:

- ▶ Tropical bamboo grow outdoors in frost-free areas, such as southern Florida, southern California and Hawaii.
- ▶ Subtropical bamboo are somewhat tolerant to frost. They grow well in USDA Zones 9 and 10 with marginal performance of some species in Zone 8. These hardier selections are suitable for areas like much of coastal California, the Gulf States and the tropical areas.
- ▶ The temperate bamboo are quite frost hardy. Some withstand temperatures to -20 F or USDA Zones 4 and 5.

Generally, tropical bamboos tend to be clumpers and the temperate tend to be runners. But there are some exceptions that add options to your landscaping palette. Bamboo can be used for erosion control, privacy or wind screens, as well as for its form and

Mixed grouping of running bamboos in pots with a small clumping bamboo (*Thamnocalamus*). Use a raised pot rim to control the spread of running bamboo. Check yearly to remove escaped runners.

Rules of bamboo

- 1) Don't crowd bamboo too close to a house, valuable plants, rock garden, etc. Keep a space around it that can be dug in; wide enough for you to walk through.
- 2) Thin bamboo regularly — take out all canes 4 years old and any that don't look good. Give new growth space to grow.
- 3) If using running bamboo and shoots

come up where you don't want them, cut them down deep in the ground with a narrow hoe-type tool. This will minimize regrowth and the sharp stubs that would result from using a lawn mower on shoots (which will not stop the spread of running bamboo).

- 4) Remember, running bamboo will infiltrate throughout, under and around, coming up where it can, so don't plant it

into a rock garden, next to a low deck or next to a patio.

- 5) In humid climates, bamboos planted next to rivers can be spread downstream by floods tearing off clumps. If you are introducing a species, choose wisely.

Source: From Northern Groves, Corvallis, OR; (541) 929-7152;
www.teleport.com/~dbrooks/bamboo.html

texture. The constant motion with the sound of rustling leaves is a bonus.

Growing up fast

Whether they run or clump, bamboo should be thought of as a colony, not as an individual plant. The canes ("culms") are supported by rhizomes (which makes sense when you realize that bamboo is a member of the grass family). The rhizomes have nodes and internodes, with new rhizomes and canes arising from the internodes. They are evergreen and put on new leaves each spring, dropping old leaves to the ground.

New canes emerge from rhizome nodes at their mature diameter. They grow rapidly for 40 to 60 days. When the new shoots reach their full height, they unfold their branches and leaves. On average, the canes will live anywhere from 5 to 10 years, although some species can live longer. As the bamboo grove matures, the height and diameter of the canes increases, so that the smaller canes are generally the older ones and the larger canes are the newer ones.

Bamboo are not very temperamental, like humidity and will grow in most soil types (except waterlogged) and in sun or shade, although shaded plants will not be as tall as sun-loving species. It generally takes three years for new bamboo plantings to produce multiple shoots and take on the appearance of a small grove. Water newly planted bamboos frequently.

Baby it's cold outside

Many bamboo species can survive colder temperatures but, as could be expected, bamboos grown in colder climates (for example, Zone 4) will not grow as tall as they will in warmer zones. In very extreme temperatures, bamboos can act like herbaceous perennials, losing leaves and stems to the ground level. Sometimes the canes will lose their leaves in cold temperatures but will put out new leaves in the spring. Sheltered plants will survive colder temperatures better than plants in open, windy sites. Growing bamboo in the Northeast or Northwest and even in the Midwest is possible.

Some recommendations from Northern Groves, Corvallis, OR; Tradewinds Bamboo Nursery, Gold Beach, OR; and The Bamboo Garden, Portland, OR; include some of the hardier, clumping bamboos. They generally do not appreciate extreme heat:

The Genus indicates whether a bamboo species is a runner or a clumper

CLUMPER

Bambusa
Chusquea
Dendrocalamus
Drepanostachyum
Fargesia
Himalayacalamus
Oatea
Thammocalamus

RUNNER

Chimonobambubusa
Indocalamus
Phyllostachys
Pleioblastus
Pseudosasa
Sasa
Semiarundinaria
Shibatea
Sinobambusa

SOURCE: TRADEWINDS BAMBOO NURSERY, GOLD BEACH, OR; 541/247-0835
WWW.HARBORSIDE.COM/BAMBOO/

► *Drepanostachyum hookerianum* (Striped Himalayan bamboo) — 30 ft.; 2 in. canes at maturity; 15°F; less hardy; best in milder climates; beautiful in gardens

► *Fargesia dracocephala* (Dragon's head bamboo) — to 16 ft., but generally less; to 0.75 in. canes at maturity; -10°F; almost weeping habit; forms dense clump, good for screening

► *Fargesia fungosa* (Cottonflower bamboo) — 20 ft.; 1 in. canes at maturity; 15°F; less hardy; best in milder climates

► *Fargesia muriele* (Umbrella bamboo) — 12-15 ft.; 0.5 in. canes at maturity; -20°F; also called *Thammocalamus spathaceus* or *Sinarundinaria muriele*; weeping habit; delicate appearance; looks best out of direct sun

► *Fargesia nitida* (Fountain bamboo) — 12 ft.; 0.5 in. canes at maturity; -20°F; less robust than *F. muriele* or *F. utilis*, but hardier and more drought tolerant and most available; best in partial shade; many other varieties

► *Fargesia utilis* — 13 ft. estimated; 0.75 in. canes at maturity; 0°F; fastest *Fargesia* to get large; good in cool, moist microclimate

The subtropical clumping bamboo, which are hardy enough to grow in unheated atriums in the Pacific Northwest and to mild Zone 8 for outdoor planting:

► *Bambusa multiplex rivierorum* — 6 ft.; 0.25 in. canes at maturity; 15°F; also good for indoors

► *Bambusa multiplex* "Silverstripe" — 45 ft.; 1.5 in. canes at maturity; 15°F; a full-sized form of the preceding species. **LM**



Build a business plan: *Benefit from your banker*

Develop a working relationship with your banker and you'll have the leverage you need to expand, when the time is right.

By ROBERT REAVES

Do you know who your broker is? Many banks have merged, leaving you to deal with the "manager of the month." How can you develop a good working relationship under these circumstances? Your "personal" banker will want to see several items before he or she will facilitate a loan. What is the primary thing your banker will look for when you meet? The answers may surprise you, but they start with a solid plan.

Steady date

The basic thing a bank looks for is a long-term relationship with its customers, says Kevin Fowler, consumer banking manager for Norwest Bank Texas, N.A. in Austin. "Surprisingly, the most important thing is not how much money a customer has. Our banks goal is to get all the business of a credit worthy customer."

"It's to the bank's advantage to lend money to credit worthy people. There is no incentive for us not to lend money," remarks Fowler. "It is admittedly harder for a small business to get money, and that's why we ask for a business plan and financial information. A contractor may think his business is just to cut grass, but it's far more. He must have a grasp of his market and financial situation."

continued on page 37

Produced and Marketed by Turf-Seed, Inc.

MIDNIGHT

KENTUCKY BLUEGRASS

The best bluegrass is available
NOW!

Outstanding in its field since 1982, midnight has consistently been the top-rated, best performing bluegrass in high and low maintenance trials. Although others claim to be 'just like' Midnight, the genuine article is available only through Turf-Seed's extensive distributor and dealer network. With increased production, Midnight's available now in Blue Tag and Sod Quality seed to complete your project.

Call today for a dealer near you.



PRODUCED AND
MARKETED BY



TURF-SEED, INC. • 800-247-6910 • www.turf-seed.com

Circle No. 108 on Reader Inquiry Card

©1999 Turf-Seed, Inc.

TURF-SEED'S PREMIUM PERENNIAL

RYEGRASS

FOR PERMANENT TURF AND WINTER OVERSEEDING

Variety / Blend	Characteristics
Alliance Brand	Traffic, heat and drought tolerant / A blend of top quality Turf-Seed perennial ryegrasses
BrightStar II (2M3)	A top variety in the 1995 NTEP trials. A unique leafy, decumbent, late maturing cultivar
BrightStar	Tops 1994 NTEP ryegrass trials / Extremely dark color / Dwarf growth habit
Catalina	Low growth profile and reduced clippings / 78% endophyte / Tested as GH-94
Chaparral	Very dense, low-growing, dark green turf. Lowest vertical growth in turf. Tested as 2DLM
Charger	Good low fertility and cool weather performance / Improved disease resistance
Charger II	Dark, dense, dwarf turf ranks high in winter overseeding trials. Experimental code 2QM.
Citation III	Excellent heat and wear tolerance / Improved disease resistance / Rich, dark green color
Manhattan 3	Very dense growth habit / Rich color / Good mowing qualities / Contains endophyte
Navajo	Dark green, disease resistant turf / Excellent for overseeding / Good shade tolerance
Quickstart	Heat tolerant / Establishes quickly / Disease resistant / Excellent for overseeding
Roadrunner (2ET)	Dark blue-green color ideal for winter overseeding and permanent turf / Contains endophyte
Sunrye (246)	Dark green color / Dwarf growth habit / Contains endophyte / Disease resistant

Turf-Seed, Inc. uses the full recommended rate of Apron® XL™ LS seed treatment. Help your grass seed get a good, healthy start.



Produced and
Marketed by



TURF-SEED, INC. / PO Box 250, Hubbard, OR 97032 / 800-247-6910 / 503-651-2130 / FAX 503-651-2351

Circle No. 109 on Reader Inquiry Card

continued on page 34

How do you build a strong relationship with a bank? Fowler says relationship building first entails showing the banker how your business cycle works. A prime example is a venetian blind manufacturer. "Until I met with this customer, I would have guessed his business would be busier during the summer months when houses are under construc-

tion." Fowler says it's just the opposite. His busy time is during the fall and winter when houses are decorated.

Talk slowly, explain carefully

What about the landscape contractor business cycle? "Recently, I spoke with a landscape contractor who helped me better understand his business

continued on page 38

Credit crunch!

5 signs you have a financing crisis — whether you know it or not

1. You purchase equipment well in advance of anticipated need. "In our industry, we see something like an impulse buy at the checkout counter in the supermarket," says Brian Burley, vice president of Sheffield Financial Corp., Clemmons, NC. "Contractors will go into a dealer to get a chain saw, and they'll buy a \$10,000 mower. And they don't have the business for it yet! If you have work coming for sure and buy the equipment first, that's smart business. But a lot of people think, 'I'm doing pretty well right now — why don't I go ahead and buy a new mower?'"

2. Your monthly debt payment load becomes more than 50% of your gross income. "This is a pretty liberal standard," says Burley. "Most banks would say 35% to 40% is a problem; when you get up higher than 50%, you're stretching it. You may get into a vicious cycle of borrowing just to keep up with your monthly bills.

While you might be able to get away with it for a couple of months, a snag like a spell of bad weather, for example could put you out of business."

3. Your accounts receivable delinquency is steadily increasing. Burley ex-

plains: "We often call someone who hasn't made their payment in 45 days and they say, 'I've got customers who aren't paying ME.' Now, a customer who pays late on a consistent basis is not necessarily a bad customer. But when it comes to the point where you as a landscape contractor have \$30,000 in receivables a month and \$15,000 of it are consistently late, you need to look at paying someone to start collecting on those people."

4. You pay your creditors 30 days or more past the due date for more than three consecutive months. "There are a lot of people who consistently pay 45 days late — and that's not necessarily a bad customer for Sheffield," he says. The problem is when you go out to buy a house or a car, it shows on your credit report that you're paying two or three different companies more than 30 days late every month. That's not going to help you."

5. You are denied credit when applying for a loan. "If this happens to you, find out why — immediately — and correct it!" he recommends. "Sometimes the credit report is in error — I see it all the time. In some cases you have a real credit problem, but it's easy to fix. For example, you've



been denied because you were late 30 times on your truck loan. The loan is due on the 10th, you mailed your checks on the 10th, and you were two days late, 30 times. Moving up your mailing date to the 5th could make all the difference."

"If you do have several of these bad signs and can't correct them reasonably soon, you may think about bankruptcy," he explains. "Many landscapers do. We've seen bankruptcies go from 10 per year in 1995 to probably 150 a year now. Most of them are making a mistake.

"I recommend you reassess the need for bankruptcy — and talk to someone who's actually filed for it. A bankruptcy stays on your credit records for seven to 10 years, meaning you won't be able to get credit unless you're willing to pay 25 to 30 percent interest. In many cases, the businesses go under soon after filing because they've got to operate strictly on cash. You'd be better off trimming back the business and working with your creditors.

"The best thing to do is keep your creditors informed," he adds. "Call them and say, 'I've got a problem, I need to make some reduced payments for a couple of months. Can you work out a schedule for me?' Most creditors will work with that customer. They don't want you to go bankrupt, either!"

— George Witterschein



continued on page 37

cycle," he adds. "The winter months are the slow time of the year, which means a slower cash flow."

Fowler says every contractor's business will be a little different. That's why you need to explain your specific business cycle. Fowler's list of items will maximize your visit to the bank to get financing:

"Provide a business plan. This is essential for contractors who are asking for loans. It does not need to be elaborate, possibly a few paragraphs. The business plan should:

- ▶ List the objectives of the business.
- ▶ Provide a summary of the management team (experience and talent).
- ▶ Describe products/services. What do you sell?
- ▶ Explain distinguishing characteristics of the business. What sets you apart from your competition?

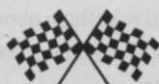
▶ Tell the banker how much money you need. He or she can't read your mind.

▶ Explain how the loan money will be used. Purchase of equipment? Salaries?

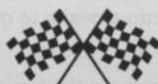
▶ Give a history of the business. When did it start? Who are the current owners? Was it purchased from somebody else?

▶ Provide a brief market analysis. What is the market demand for your business? How will you sell your service and make a profit? Who are your customers? Upscale residential, middle income residential, commercial or a combination? Discuss your marketing strategy and explain why customers should buy from you.

▶ Provide an organizational description of your business. How is the management team organized? This tells the banker who he needs to talk to. If there are key managers in your company, who are they?



Team Turfco



FREE BUSINESS BUILDERS!



Bottom line is this: We profit when you profit!
Call now for your **FREE Getting Started Booklets.**
Step by step instructions on how to profit from
Aeration, Landscaping, Edging and Seeding.

Getting Started in Aeration

Includes "The Profit Formula", Selling, New Customers, Follow-up, Billing and a detailed review of the relationship between aeration and annual weeds.

How to Get Started in Lawn Seeding

Includes "How much can I make", "Thatch", "Aerate & Fertilize", "After Seeding Care Instructions" and a review of the most popular grass types.



Profit from Beds & Edging

Illustrated step-by-step instructions for installing & maintaining today's most popular edging at reduced labor costs and a more professional finish.

Landscaping Pathways to Profit

Learn the secrets to quick profitable installation of beds & shrubs. Learn about edging options and cost-effective ways to handle sod removal.



To help you start selling
each booklet comes with a start-up supply of
brochures you can use to mail or give to your customers.

This is your opportunity to build your business

TURFCO®

Call or Write Today!

Turfco Mfg. Inc. 1655 101st Ave. N.E. • Minneapolis, MN 55449-4420 • (612) 785-1000 • (612) 785-0556

Circle 110

► Disclose financial information. This is important even if you are not asking for credit, because it allows the banker to see your financial status. Bring cash flow records, balance sheets, income statements and tax returns from the last three years.

That 'bad credit' thing

What if a contractor has a less-than-perfect credit history? Although this does make credit more difficult, it does depend on the bank, notes Fowler. Some banks are more conservative than others. Therefore, don't be discouraged if one bank turns you down. Keep trying at other banks.

Where should you bank? It is important to find a bank where you feel comfortable, says Fowler. If you don't like the atmosphere or the people, seek out another bank to do business.

LM

—The author is with Irricom, a public relations and communications firm based in Austin, TX.

Close those costly deals

Loans to your customers? This might be a good option, especially if you are branching out into more expensive projects.

Here's a new wrinkle. The Associated Landscape Contractors of America and Transamerica Distribution Finance have teamed up to offer an array of green industry financial services, including an innovative idea: financing, not for you, but for your customers.

The point is to make it possible for you to close those frustrating deals you used to lose because your customers couldn't afford to buy your proposed services. If they're short of cash, loan them some — or rather, have someone else loan them some! The products offered by ALCA and Transamerica include financing for both commercial and residential customers. And in the case of commercial customers, the services can expand to cover management of the billing, collection and payment process.

For more information, contact: ALCA, 150 Elden Street Suite 270, Herndon, VA 20170; phone 800/395-2522; <http://www.alca.org>; or Transamerica Distribution Finance at 800/421-3204. □




A World With Trees...where the trees you plant create cool, quiet neighborhoods

Trees Make a World of Difference™

Trees Make a World of Difference. Between drab, barren yards, and cozy, sheltered homes. Between hot, sunbaked streets, and cool, shaded neighborhoods where bird songs fill the air.

Find out how trees can make a world of difference for you, and your neighborhood. For your free brochure write: Trees For America, The National Arbor Day Foundation, Nebraska City, NE 68410.

 **The National Arbor Day Foundation**

Hydraulic Dump Trailer



Easily and safely load your heavy duty lawn equipment (up to 80 inches wide) or skid loader and dump up to 12,000 lbs. of soil, mulch or gravel — all with one Bri-Mar dump trailer! Standard features include remote control, ladder ramps, electric brakes, and more. Available in 12' and 14' lengths. Seventeen styles and sizes. Additional options available.

Call today for a free brochure and the name of your nearest dealer!

800-732-5845



BRI-MAR
TRAILERS

1080 South Main Street, Chambersburg, PA 17201 • www.bri-mar.com

Circle 112



Dylox. The second fastest way to kill insects.

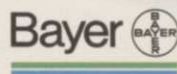


In as little as 24 hours after you apply DYLOX® Insecticide, your grub problems aren't just gone, they're splattered. Because DYLOX is the fastest grub control around. And as everyone knows, speed kills. For more information, contact Bayer Corporation, Garden & Professional Care, Box 4913, Kansas City, MO 64120. (800) 842-8020. www.protect-your-turf.com



ALWAYS READ AND FOLLOW LABEL DIRECTIONS.
© 1999 Bayer Corporation Printed in U.S.A. 99517A0050

Circle No. 111 on Reader Inquiry Card



Surfin' Turf

Bookmark some of these horticultural sites. They contain information that can increase your knowledge.

By DAVID WEINSTOCK AND CURT HARLER

HortWorld

<http://www.hortworld.com>

There are sites on the World Wide Web serving as hubs that consist of large collections of links, usually related in subject matter. These sites are called launch sites. One of the more attractively designed and larger horticultural launch sites is HortWorld. Sponsored by Betrock International Horticultural Network, this site features information of interest to both landscape and turf management professionals.

Turfworld features links to associations, turfgrass Web sites, institutions and a trade shows calendar. It also features an extensive library of research and reference materials on turfgrass disease and management topics from 15 major commercial and educational research institutions.

Another interesting HortWorld feature is PlantSearch Online, a

search engine designed to locate sources of plants for wholesalers. We entered "Japanese yew" into PlantSearch and it generated a list of 35 sources. Each source had a name, address, telephone number, a letter-coded description of the requested stock and a dated listing of its entire inventory. If the source has a Web site, their name was published as a link.

HortWorld also features a linked list of addresses and homepages of botanical gardens in the United States — required reading for vacationing landscape and turf professionals who just can't get enough green!

Florida Plants Online

<http://www.floridaplants.com>

What is it about Florida and Web sites?! Last time we went turf surfing, we unearthed the delightful and informative floridaturf.com. This time, we found Florida Plants Online.

This site is GIGANTIC...and did we mention, beautifully designed (not that we're gushing, or anything)? For Florida landscapers, this is the must-see site, just as floridaturf.com is the required stop for all surfing Florida turfgrass professionals.

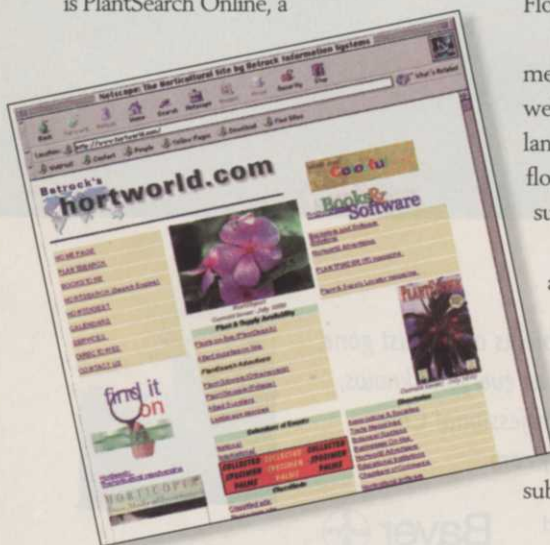
Florida Plants Online covers just about every facet of botany within the geographical confines of the state of Florida. Landscaping, design, agriculture, horticulture, mangroves, aquascaping, nurseries, tree canopies...and that is just a little more than half the subject matter available here.



Each page is tastefully laid out with linked subjects on the left and a beautiful close-up photograph of a Florida plant or animal on the right. Backgrounds are white framed in green.

In addition to all the professional material, this site also has an informative section designed for children called the "Young Naturalist." It features some pages for coloring as well as a number of Web links to sites featuring photographs of Florida plants and animals and their habitats.

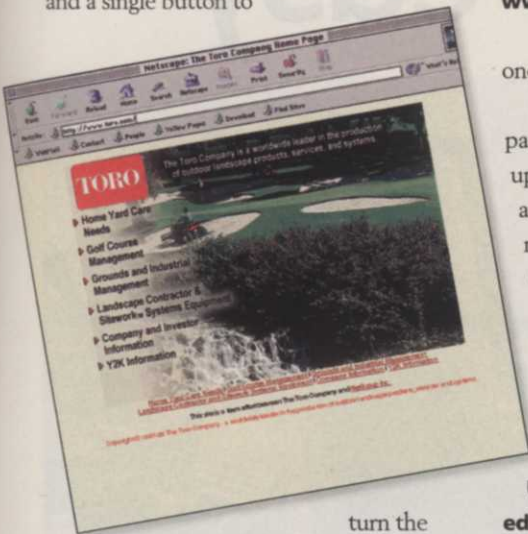
Leigh M. Fulghum, site editor, is a professional botanist who has worked in south Florida as a landscape designer for 23 years. He grows red mangroves for aquarium supply and coastal restoration plantings. A "silent partner," Dan Remy, is owner of a landscape contracting/maintenance/arborist company. Two years ago, Fulghum convinced Remy that they should do some sort of Internet promotion concerned with plant and landscape sales. "For the most part, I just dove in to the net, amazed at how much scientific, horticultural and botanical material was published by research institutions in particular," he says. "It was clear to me that the wealth of information that is available would doubtlessly overwhelm the typical Florida homeowner with landscape questions. Accordingly, I embarked on organizing pointers to the most sought after information about Florida native and exotic plants, and every aspect of their presence in this state, to help citizens empower themselves with good plant information."



The Toro Company

<http://www.toro.com>

An engineer we once knew remarked that the early Volkswagen Beetles were machines that were beautiful in their simplicity. The dashboard instruments consisted of nothing more than a speedometer, a radio and a single button to



turn the headlights off and on.

Similar spartan elegance earned The Toro Company's Web site its place in this month's Surf'n Turf column.

The Toro Company has created the kind of site Web denizens have come to expect from a commercial firm. It is slick and full of professional-grade photography of people sitting atop Toro lawnmowers or working with other assorted pieces of red equipment. And like many corporate sites, the designers opted for the conservative approach.

But what is working on this site is its organization. Turf surfers will waste no time here because its designers opted to use a straightforward menu system on the site's front page. The opening page features five links to take visitors to view specific and distinct product lines: home machines, golf course management, grounds management, landscaping and recycling and debris management. There is a sixth link for company information. Links take visitors to still

more tastefully done pages that feature short text descriptions accompanied by more professional photography that depicts various Toro products.

In short, it is Web advertising done right — even if a bit conservative.

Texas Turfgrass Association
www.texasurf.com

If you're a Texan, this site should be one of your bookmarks.

The Texas Turfgrass Association has a page where prospective members can sign up. But more important is the questions-and-answers section. Looking for information about a particular seed variety? Got red rust on ryegrass? Have a vexing problem with insects? Post a question to the bulletin board and look for a practical, helpful answer from another member or someone in the industry within a couple of hours.

University of Florida
edis.ifas.ufl.edu

If Bahia, Bermuda, St. Augustine or zoysiagrass are part of your daily work schedule, check out the Florida Agricultural Information Retrieval System. Get to the opening page at www.edis.ifas.ufl.edu and there is a variety of quick links to insect, seed, fertilization, safety and other agronomic information.

Want to know how to manage nematodes? How to establish a Florida lawn? Or looking for weed management tips for Florida turfgrass pros? They all are on the University of Florida site.

There are several "extras" at this site, including a scrolling update of activities and news, a trivia slot (did you know the Florida Lubber grasshopper can reach three inches in length?) and easy links. But best of all is the true search engine on the home page that allows you to type in keyword searches just as one would on Yahoo! or Alta Vista.

University of Illinois
Turfgrass Program
<http://www.turf.uiuc.edu>



Forget, for a minute, that this site is dedicated to promoting a university program. Forget, too, that it is one of the better-designed sites we reviewed for this article.

What makes this site great is its dedication to the Internet tradition of passing visitors along to the next best site. It has the best collection of links we've seen thus far (bar none!) to help lawn care and turfgrass professionals navigate this worldwide network of computer networks.

It is also worth mentioning here that the only other site that came close to the Illinois site's links collection is the Sydney Cricket and Football Stadium links page. But that site was slightly less discriminating than this one.

That's a key point. Illinois' Web site isn't listed because of the sheer volume of its links. Rather, it seems its webmasters cast their discriminating eyes over the hundreds of turfgrass links available on the Web and chose the ones they thought were the most information-rich.

The opening menu of its links collection has 13 category listings, ranging from commercial links, to education, to instructional sites on pests, diseases, chemicals and management topics. Each category, depicted as a file folder, contains either subdirectories or direct links, some containing more than others do. **LM**

—The authors are freelance writers who peruse the Web regularly for new and fascinating green industry sites.

Irrigation trenching made easy

Discover the secret to installing irrigation—using the proper horsepower for the job.

By RICHARD YACH

Using the right trenching equipment to install irrigation can make or break the successful completion of the job — and even your profitability.

Choosing a machine that's too small to handle the ground conditions and the task may mean you finish late. This results in higher labor costs and added machine repair. Choose a machine that's too large and the outsized muscle may cut a trench larger than what you want and escalate your backfill and compaction costs.

Mike Hubbard, rubber tire trenching specialist for Vermeer Manufacturing, Pella, IA, outlines the five criteria to consider when choosing the right-sized trencher for irrigation installations:

- ▶ depth of service,
- ▶ width of the service line,
- ▶ project deadlines,
- ▶ size of the project and
- ▶ ground conditions.

"If you have an 8-in. water line feeding off a main supply source, and you have to put a bed of pea gravel backfill around it, the trench cut needs to be a full foot wide. This will put you in the 50-hp trencher class right away, especially if the service will be laid four to eight feet down," he explains.

"The depth at which you want to lay the line matters. You can get a smaller horsepower unit to cut a fairly narrow



A landscape contractor uses the V-5750 when work requires a ride-on model.



Davis Landscaping, Harrisburg, PA, uses a LM-42 to plow in the laterals.

trench — say four to six inches at shallow depths — but at deeper depths, only a larger horsepower trencher will get you the desired productivity.”

The next step, he continues, is to inspect and respect the ground conditions. “You can always go with a smaller horsepower unit if the ground conditions are good. But if the ground conditions will be tough, you need more weight and horsepower — a trencher that’s built to take the abuse that tough ground conditions will deliver.”

Hard rock, hard work

To illustrate, Hubbard points to the Raleigh-Durham Airport, where 77,000 feet of irrigation piping were planted and connected in the rocky ground surrounding it. Crews were from Davis Landscaping Inc., Harrisburg, PA.

For years before the international airport was built, this area between the twin cities was a dumping ground for granite shard blasted away when nearby I-40, the Raleigh-Durham Parkway and other construction projects were excavated. That meant Davis had to plan for rough conditions going in.

Scott Maherg, irrigation manager for Davis Landscaping, describes the conditions that his crews had to contend with.

“North Carolina may be thought of having a lot of red clay, but this airport is the highest elevated area in the center of North Carolina. There is bedrock at the 30-ft. depth mark. In addition, when they

built the roads, the NCDOT left tons of fractured stone backfill at depths up to a foot around the entire airport. That’s exactly where we’re working,” he says.

“All of the contractors that have worked in this area, from fiber optic to the gas-line pipeliners, know that if you bid a job at the airport, you bid it for working in rock.”

The entire irrigation system is run by two different water supplies, one from the drinking water and the other from a 400-gpm pump station that provides water from a lake sitting next to the project.

The pipeline diameters that Davis Landscaping installed ranged from 12-in. mains at the source of the water supplies down to a 3/4-in. diameter for the laterals. In all, there were about 2,000 sprinkler heads installed throughout the 14-mile-long system looped around the airport grounds.

To successfully work the piping into the ground required careful planning and the right equipment. Davis Landscaping brought their 40-hp mechanical trencher up from a Charleston, SC, golf course where it had been used.

“The specs called for the 8-in. line to be surrounded by two inches of crushed gravel backfill, so we needed to make a 12-in.-wide trench up to four feet deep for these main lines,” explains Maherg.

“As the lines progressively decreased in size, we strategically used other rubber tire trenchers in our fleet. The riding trenchers

were used to put in the 2 1/2- to 3 1/2-in. diameter PVC lines, and the lawn plow was used to plow in the laterals.

“The benefits of using the 40- or 50-hp trenchers in these conditions became evident to us,” he says. “If we were trenching and ran into a boulder, we could turn the machines around and use the backhoe bucket to remove the rock and keep our productivity up. But the rock trenching took its toll, as we expected. We wore out chains and buckets of shark teeth getting the rough job of trenching done.”

Lawn plow to the rescue

The innovative use of the lawn plow in these conditions was perhaps the most surprising construction development. When it came to laying in the 3/4-in. PVC laterals, rather than cut a trench 18 inches deep, they used the vibratory plow to pull the pipe in.

“This vibratory plow was capable of pulling in glued 20-ft. lengths of PVC up to 120 feet. This greatly improved our productivity for the thousands of feet of lateral we had to install,” explains Maherg.

“Since the specs called for the PVC pipe rather than flexible polyethylene, we had to use the best method and the right machine to get the smaller diameter PVC in. What allowed us to pull PVC with the lawn plow was the fact that we had many 120-ft. straight runs. And with the runs straight, pulling in glued sticks of PVC was no different than pulling in poly pipe. What we did to lessen ground friction and reduce the chance of the PVC pipe scoring on the trench wall was to place an 1 1/2-in. diameter bullet on the plow blade that gave the pipe added clearance as it was pulled in.”

According to Hubbard, the desired width and depth of trench will always determine what machine is needed. Taking into account the ground conditions — plus a large dose of contractor innovation — also makes a big difference.

LM

The author is a technical writer in Des Moines, Iowa.

Motivating moss

Many of my residential landscape clients live in shady old neighborhoods. These shady lawns are becoming mostly moss, which looks better than the grass, so we would rather have all moss and no grass. How do I plant more moss and where can I purchase it?

— OHIO

Encouraging moss growth is relatively simple: rake, sweep, pack and wait. Mosses prefer shade and most prefer acid soils, but if you have mosses growing already, you have mosses which like the site as it is.

To establish moss in a new site, a soil test at a shallow root depth should have a pH around 5.5. You increase the acidity of the soil with aluminum sulfate or ferrous sulfate, which takes about two to three weeks to take effect, while sulfur dust or chips take two to three months to become effective and must be applied after the soil warms up (late May). Scrape away the grass to apply the chemical, as it can take up to six months to take effect when applied with the turf in place.

To encourage moss growth, pull out the grasses. Sweep clean and roll the surface (if needed), as moss grows best on a smooth, firm, clay soil surface. You do not need to be aggressive in compacting—a firm tamping should be sufficient. Keep the site moist (not wet) until you see a green film. A light daily sprinkling should be sufficient, but not so heavy that the soil erodes.

Moss is easy to transplant. Simply take a piece and press it into the new location. Site preparation is easy too—just scratch the soil to loosen lightly, before you place the moss. Pat the moss down firmly and keep it watered for a week. Take small pieces of moss and place them where you desire the moss to grow.

Another technique is to take some moss, crumble it and place the fragments on moist soil or peat. Cover the moss with cheesecloth and keep moist. Within a few weeks you should have a carpet of moss. The moss can then be cut into pieces and placed in the desired location (the cheesecloth disintegrates).

Moss benefits from follow-up care. Protect it from heavy leaf fall and leaf collection. One method is to lay plastic mesh netting on the ground (prior to leaf fall) and use it to lift the leaves off the moss. Leave the mesh on through the winter and use it to remove any debris from the moss in the spring.

Locations for purchasing moss are limited, and if you have mosses already on-site you may be better off encouraging them. However, Bernie Margolis grows mosses in West Bloomfield, MI and can be reached at his business, China Center, at 248/788-7790. Margolis also recommends fertilization a couple of times a season with an organic, high N liquid fertilizer, such as Rapid Grow, for an extra boost.

Not apple scab

We are seeing some red to tan leaf spots on a number of crabapple trees in our city streets. Any idea of what this might be? It is not apple scab. It is more prevalent on older trees. How can we control this?

—OHIO

Based on your description of the leaf spot symptom, it appears to be a fungal disease caused by *Phylospora malorum*. This disease is also called "Frog eye" leaf spot. This disease is reportedly severe, particularly on older trees. When this disease is severe, extensive defoliation can occur as the season progresses. As you mentioned, the leaf spots would be tan with a well defined purple border.

I have also noticed some leaves with purple discoloration without any distinct border. I don't think that these are related to "Frog eye" leaf spot. These are probably associated with nutrient deficiency and need further research.

To manage the problem consider using fungicides labeled for apple scab such as Cleary's 3333, Banner, Rubigan, etc. Also purchase disease-resistant crabapple trees for further plantings. **LM**



BALAKRISHNA RAO

Manager of Research and Technical Development for the Davey Tree Expert Company, Kent, Ohio

SEND YOUR QUESTIONS TO:

"Ask the Expert"

Landscape Management
7500 Old Oak Blvd.
Cleveland, OH 44130
or contact Nancy Stairs
nstairs@advanstar.com
440/891-2623

Please allow two to three months for an answer to appear in the magazine.



◀ YardMaster's Bill Pike increases his crew's efficiency by keeping in touch.

tried to solve your communications needs by using a two-way radio system, even though you know all too well the many limitations of this method.

Two-way complications

Consider the experience of Yardmaster, a TruGreen-Land-Care landscape contracting firm headquartered in Painesville, OH, which found its analog two-way radio system was unable to provide communications over the extended regional area the company serves. Yardmaster communicates through between its branches in Cleveland and Columbus, OH.

"We have an average of 55 field crews spread across the entire northeastern Ohio area on any given work day," explains Anthony Vitari, area manager for Yardmaster's maintenance division. "We were forced to abandon the two-way radio system due to its seriously inadequate coverage."

Crowded airwaves

Another landscaping company in the same market faced similar problems with two-way radios. Nair Landscaping, which has 15 to 18 crews out of offices in both Medina and Hudson, OH, continuously experienced extensive interference from outside sources over its radio system, which hampered communication between crew workers, field supervisors and managers back in the office. And since two-way radio technology required all the company's units to use the same channel for communication, backups and delays in disseminating information were commonplace.

"Only one person could be on the system at a time," says Sue Russo, director of marketing for Nair Landscaping. "Analog two-way radio was not a very feasible solution" for them. For the 70-employee company, the system's lack of portability was another major obstacle that stood in the way of complete productivity.

Communication is a tangled web of problems for most landscape and lawn care contractors, at least the busy ones. You're serving customers over a wide geographic area, so costs for cellular phones with roaming and long distance charges can be pro-

hibitive. On any given day, you might have to reach several work crews who are out in the field or you might have to reach from several different locations to coordinate their activities.

Work schedules during the day are a fluid, moving target, so your supervisors need to be able to find you with

progress reports in order to stay close to schedule. With the wide variety of communications technology available today, where do you turn for solutions to these problems?

If you are like many contractors, you have

Wireless and loving it

Imagine how much more efficient your company can be if you could communicate with your crews instantaneously.

You can with digital two-way radios.

As Russo explained, "The radio units had to be mounted inside our work trucks, so someone had to be inside or very close by the truck in order to receive incoming calls; otherwise, we couldn't make contact."

As an alternative to the analog two-way radio system, Yardmaster and Nair began using a wireless system provided by Nextel Communications. There, they found a system that had the benefits of digital two-way radio communication, a cellular phone service without the high cost of other carriers and a variety of other features that have given them the ability to run more efficiently and productively. The system is based on Motorola handsets that combine four communications technologies into one device:

- ▶ digital cellular,
- ▶ digital two-way radio,
- ▶ text/numeric paging,
- ▶ voice mail.

The digital two-way radio feature, Nextel Direct ConnectSM, allows a user to instantly contact one or up to 100 coworkers at the same time, much like using a traditional two-way radio. Digital's coverage minimizes problems with coverage range, interference or channel backup.

"We get reception everywhere we need it," says Russo.

The portability of the phone gives instant communication with everyone in the field, instead of keeping workers next to their truck-mounted two-way radios or playing the game of pager tag. "It cuts out so much time and effort," she says. "You can get in touch with anyone, anywhere, when you need to."

Vitari agrees. "We're as close to seamless communication as we can get."

Extend your range

For both companies, the extended range of the digital two-way radio, along with its clarity, is an improvement over the older analog radio systems they previously used. Russo and Vitari both report that they're able to keep in touch with crews over hundreds of square miles using the inexpensive radio air time, a capability that just wasn't available with their previous systems.

"From my office in Cleveland," says Russo, "I'm able to use it to reach someone in Columbus and even Cincinnati, which is four hours away from here, as easy as if they were in the next block."

The new system was especially cost-efficient for Yardmaster. When Nextel evaluated Yardmaster's cell phone use, it found that approximately 65% of the calls were made to the office or to a few other frequently dialed numbers. These calls could be handled through direct connection. Even though Yardmaster has increased its communications with workers by nearly 40% in the two years since switching to the service, it has not had a corresponding increase in communications costs.

24/7 communications

The digital cellular service also allows Yardmaster's and Nair Landscaping's sales representatives and managers to remain in constant contact with customers and the office, improving each company's level of customer service and opening up opportunities for more business.

"Our sales reps are directly accessible," says Vitari of the system. "There's no need to leave messages and wait around for a return call. We have direct contact."

The integrated wireless communication service eliminates roaming charges and per-second rounding on all digital cellular calls flat rate pricing for long distance. This saved both companies additional costs. The messaging service allows field employees to receive voice, text or numeric messages 24 hours a day, even when their phones are off, which eliminates the need for an after-hours answering service. **LM**

Nextel, which provides integrated all-digital wireless service, has offices throughout the country. Or visit www.nextel.com on the Web.

The extended range of the digital two-way radio, along with its clarity, is an improvement over the older analog systems...



The Bil-Jax Escalate Equipment trailer has a load capacity of 4,000 lbs. The trailer's entire bed lowers to the ground.



Hook-All Hooklift trucks from Automated Waste Equipment have a single rotation point and dual-lift cylinders rated at 2400 psi hydraulics.



Carry two mowers with Smithco Double Mow-n-Go unit. It features an automatic lockdown system to hold mowers in place.

ITEMS THAT KEEP YOU TRUCKIN'

By CURT HARLER/ Contributing Editor

Whether the duty sheet calls for mowing, seeding, snow plowing or spraying, one piece of equipment is sure to be involved — a truck. In fact, typical landscapers spend almost as much time in or around the company truck as they do in their offices.

One of the key accessories for any truck is the trailer. The right trailer can make the day's work go a lot easier. The wrong one can turn every unloading or loading operation into a drag — it even can make highway transport a drag, quite literally.

This month we look at a number of quality trailers designed to make a landscaper's working life easy. But there are other accessories which can make truckin' around on the job more profitable and more controllable. These range from on-board computers to safety equipment to systems that make handling big loads safer.

All of these truck accessories are designed with the landscaping or lawn care business professional in mind. Check out the products available and send for information on the ones best suited to your needs. Be sure to tell the vendors you saw their products in *LANDSCAPE MANAGEMENT*.

AA-TACH
888/922-8224
www.aatach.com

The Sweeping System, from AA-Tach, installs on a pickup truck in five minutes, making it a great sweeper for any area. Priced under \$14,000, it is powered by a 20-hp, Wisconsin Robin EY21 engine. It is rust-free and slides onto most domestic or foreign trucks. Unit stores on four stands.

Circle No. 250

ABBOTT ENTERPRISES
800/643-5973
www.abbott-tach.com

Go high-tech. On-board computer system gives a detailed record of date, start-time, service/delivery time, total miles driven and peak speed. AutoMate, from Abbott, stores data on a memory card which downloads into a computer. Software allows owner to create custom reports to meet particular needs.

Circle No. 251

>LM REPORTS

AUTOMATED WASTE EQUIPMENT 609/588-5400

Change from a flatbed to a dump body or a container body in minutes. The Hook-All Hooklift trucks from Automated are designed with a single rotation point and dual-lift cylinders rated at 2400 psi hydraulics. Controls are inside cab. Circle No 252

BIL-JAX 800/527-5333 www.biljax.com

The Workforce Escalate Equipment Trailer from Bil-Jax has a load capacity of 4,000 lbs. It is designed for safe and simple handling of mowers, trenchers, compactors and other equipment. Trailer's entire bed lowers to the ground, eliminating need to tilt the trailer and risk operator injury. One person easily can load equipment while trailer remains attached to the towing vehicle. Circle No. 253

CURB-KING 877/YES-CURB

The 1.6-, 3- and 4-cubic yard trailers are available from Curb-King. Trailers have heavy gauge fenders which double as walkways. Swing-up jack prevents dragging and damage. Locking toolbox saves unloading at night. Smallest unit has 3,500-lb. axle. The 3-yard model has 7,000-lb. axle and 18-foot bed; 4-yarder has dual tandem 10,000-lb. axles and 20-foot bed. Circle No. 254

D&D TRAILERS 609/771-0001

The Deande 6000L trailer is a 6,000-lb. gross, 4,500-lb. capacity unit made of 2x4 steel tubing. Main frame is 75 in., with 78 in. between fenders. Length is 96 in. It has 18.5-in. ground-to-deck clearance. There are electric brakes on both Dexter 4-



D&D trailer can haul 4,500 lbs.

in. drop axles with the DOT break-away pack. Unit can be built to 102 in. wide, or fitted with ramp gates, custom color or capacity upgrade. Circle No. 255

EZN RAMP SOLUTIONS OF TEXAS 281/482-8916 pmdeans@earthlink.net

Turn your truck into a heavy-duty hauler with quick loading capacity on the EZN Ramp from EZN Ramp Solutions. It has a load capac-



EZN Ramp Solutions of Texas

ity of 2,000 lbs. Unique design allows it to take only 4 in. of cargo space when stowed. Takes seconds to unfold. Anti-slip surface of baked silicon carbide makes loading safe under all conditions. Circle No. 256

GALBREATH 800/285-0666 www.galbreath-inc.com

The 9,000-lb. capacity U9 hook hoist from Galbreath can be mounted on smaller trucks that



Galbreath's U9 hook hoist

don't require a commercial license. It accommodates either a 84- or 120-in. CA chassis and can handle containers from 8- to 12-ft. long. It requires a truck with 6,000-lb. front axle and power steering, and 12,000-lb. rear axle. Circle No. 257

HOLLAND EQUIPMENT, LTD. 800/457-8310 www.aerway.com

The Aerway Turf Dump Trailer from Holland Equipment in Norwich, Ontario has a full 4-yard capacity, tubular steel frame, 12-gauge steel hopper, 12-ply high flotation tires on 16-in. wheels, double-adjustable cam-latch tailgate and 12,000-lb. GVW. Options include a 12-volt electric/hydraulic power up/down pump and over-sized tires. Circle No. 258

LIFETIME PRODUCTS 800/369-5365

The Lift-A-Load trailer line from Lifetime Products is available in sizes from 3,000 to 15,000 lbs. The new EPT4-715 hauls up to 15,000 lbs at 30 mph or 12,000 lbs. at 55 mph.



Lifetime Products Lift-A-Load trailer available in many sizes.

Unit is 15 ft. by 6 ft. 2 in. wide. All units include enclosed hydraulics powered by the tow vehicle's 12-volt DC system. Gooseneck hitch, 30 in. tailgate/ramp and DC-powered winch available as options. Circle No. 259

READING BODY WORKS 800/458-2226 www.readingbody.com

Sturdy steel platform body is



Reading offers steel platform bodies in 8- to 12-ft. lengths.

available in 8-, 9-, 10- or 12-ft. lengths from Reading Body Works. Redi-Deck floor is 1/8-in. safety tread steel plate. Outside stake rack pockets allow full use of platform floor and are reinforced with 2x1/4-in. flat bar tie-downs for securing loads. Also works with gooseneck trailers. Cutouts allow remounting chassis stop, tail and turn-signal lights. Circle No. 260

SMITHCO 610/688-4009 www.smithco.com

Carry two mowers, loaded front-to-rear on the Double Mow-n-Go from Smithco. Unit uses an automatic lock-down, latching-bar system to hold mowers firmly in wheel-wells during transport, protecting against damage to knives, reels and rollers or changes in adjustments. Hand lever lowers bed for easy roll-on, roll-off loading. Drawbar adapts to all types of towing vehicles. Turf-tread tires are soft and wide with 13-psi pressure. Unit is customized to carry all major brands. Circle No. 261

SOUTH AG DISTRIBUTING 919/365-5111

The Proline tandem axle PLS16 Landscaper Special from SouthAg has a 78-in. wide bed (inside rail to inside rail) and is 16 ft. long. Made of 3-in. channel frame, not angle iron, it has 7,000-lb. GVW and 2.5-ton load capacity. Deck is 17-in. high with a removable 4-ft. ex-

panded metal tailgate. Optional landscaping box is a 2-ft. square locking box for blowers, trimmers, rakes. Box doubles as a work bench.
Circle No. 262

SUPERIOR SIGNALS
800/447-3693

Warn 'em or see 'em. Install a back-up alarm on any unit. The Safe-T-Alert 3000 series from Superior Signals comes in decibel ranges from 82 to 107. The STA-30572 can be manually adjusted. The Super-Sight collision avoidance system allows the driver of a vehicle to see objects out of sight of the rear-view



Superior Signals backup alarm

mirrors. Camera is mounted on the rear of vehicle, monitor put inside cab.
Circle No. 263

TAYLOR-DUNN CORP.
714/956-4040
www.taylor-dunn.com

Move up to 30 people with the E-Tram unit from Taylor-Dunn. Towing unit carries 8 people and pulls a set



Taylor Dunn Corp.

of trailers that carry a maximum of 12 passengers each. Towing unit has 36- or 48-volt drive train and moves as fast as 15 mph with a range of 24 miles per charge. It is designed for use in industrial parks, commercial complexes and universities.
Circle No. 264

TIGER LINE
419/628-3388

forsale@bright.net

The Side-Dump trailer from Tiger Line is a sturdy unit made of 12-gauge hot-rolled steel. One-person operation allows fast, easy dumping. Also available is the Stow-a-Crane, a 4-in-1, fold-away crane, power winch or trailer hitch. Unit folds down into the bumper but opens out to make handling loads up to one ton easy and safe.
Circle No. 265

Woods Equipment Co.
800/385-9798
www.woodsonline.com

Operator comfort and longer time between maintenance are the leading features of the zero-turn mid-mount M-series

Mow'n Machines from Woods. The M2250 as 22 hp and a 50-in. deck. The

M2560 has 25 hp and a 60-in. deck. Both models have Kohler engines, hydraulic deck height control, extended life spindles and Tunsten® carbide-coated blades.
Circle No. 266

Events

AUGUST

966-1610; www.azna.org

18 Ohio Turfgrass Research Field Day
Columbus, OH; 888/683-3445

18 Michigan Turfgrass Field Day Michigan State University, East Lansing; 517/321-1660

18 University of Rhode Island Turfgrass Field Day Kingston Campus, RI; 401/874-2481

20 ALCA Environmental Improvement Awards deadline (Exterior) ALCA, 800/395-2522; www.alca.org

24 Building with Trees — Saving Trees at Construction Sites Atlanta, GA; National Arbor Day Foundation, 402/474-5655; www.arborday.org

26 Turf & Landscape Research Field Day Santa Clara, CA; 510/639-1271

27-29 ALCA Performance Management Symposium Dallas, TX; 800/395-2522; www.alca.org

12-16 American Society of Landscape Architects Annual Meeting Boston, MA; 202/898-2444; www.asla.org

14 Southern Illinois University Turf Field Day SIU campus, Carbondale, IL; 618/536-7751

14 Turfgrass Research Conference & Field Day University of California, Riverside, CA; 909/787-4430

14-16 Northern Plant Symposium Michigan State University, East Lansing, MI; Michigan Nursery & Landscape Association, 800/879-6652

15 Landscape Management Research Conference & Field Day Univ. of California, Riverside, CA; 909/787-4430

15 Agricultural Research & Extension Annual Field Day, Virginia Beach, VA; 757/363-3906

15 Texas Turf & Ornamental Field Day Dallas, TX; 972/231-5362

16-18 Florida Nursery & Allied Trade Show Orlando, FL; 407/295-7994; www.fnga.org

19-22 International Public Works Congress & Expo Denver, CO; 800/988-9218

27-30 Hawaii Mid-Pacific Horticultural Conference & Show, Hilo, HI; 808/969-2088; www.hena.org

SEPTEMBER

7 Train the Trainer Woodbine, MD; ALCA/Husqvarna, 800/395-2522; www.alca.org

8-11 RISE Annual Meeting Beaver Creek, CO; 202/872-3860; www.acpa.org/riise

9-10 Southwest Horticultural Trade Show Phoenix, AZ; , Arizona Nursery Assn., 602/



Self-propelled stump cutter

The SC505 is a self-propelled, track-mounted stump cutter from Vermeer Manufacturing Co. Designed to go where towable stump cutters can't, the SC505 is only 51 in. wide. The chip decks can be removed for a narrow 35 in. width. The hydraulically driven two-speed ground drive system can travel at 120 ft./minute. The AutoSweep® system maintains the rated engine speed by automatically adjusting the swing rate of the cutter wheel for maximum horsepower and high productivity. The SC505 cuts 17 in. deep and 69 in. wide and has a 50-hp, Perkins diesel engine.

For more information call Vermeer 888/VERMEER, www.vermeer.com or

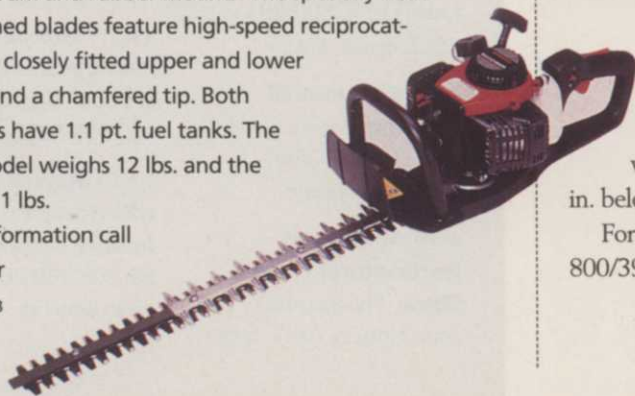
Circle No. 267

Kawasaki hedge trimmers

Kawasaki has two hedge trimmers to choose from: the 30-in., single-sided KHS750A and the 24-in., double-sided KHD600A. Both are powered by a TF22 two-cycle engine with a one-piece forged clutch drum and rubber mounts. The specially heat-treated, hardened blades feature high-speed reciprocating movement, closely fitted upper and lower cutting edges and a chamfered tip. Both hedge trimmers have 1.1 pt. fuel tanks. The single-sided model weighs 12 lbs. and the double-sided, 11 lbs.

For more information call 616/954-3091 or

Circle No. 268



Increase hydroseeding success

Hydropam®, from Stockhausen Inc., is a tackifier which is said to stay in solution better with no dust or lumps. Hydropam is an anionic polymer; the application rates are very low, it sets quickly and adheres well to the soil surface. The ability to water soon after mulching also increases germination. It comes with a measuring device calibrated in square feet to accurately measure the amount of Hydropam required.

For more information call 888/533-7764 or

Circle No. 269

Stump cutter for front mounts

Excel Hustler has introduced a stump cutter to its front-mounted tractors, the StumpCut'R. Combined with the zero-turn maneuverability of the 3000 and 4000 series, the



stump cutter can get in and out of position much faster than a self-propelled, trailer or walk-behind type stump cutter. Hustler power plants come in 23, 28, 38 or 54 hp and the 15-in. diameter cutting wheel can cut stumps from 15 in. above ground to 10 in. below ground.

For more information contact Excel Industries at 800/395-4757, www.excelhustler.com or

Circle No. 270

Receive **FREE** information on products and services advertised in this issue.

LANDSCAPE
management

August 1999

This card is void after October 15, 1999

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE (____) _____ FAX (____) _____
 INTERNET/E-MAIL ADDRESS _____

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

Signature: _____ Date: _____

AN **ADVANSTAR** PUBLICATION
 ©1998 Advanstar Communications, Inc. All rights reserved.

Fill in ovals as shown: ●

1. My primary business at this location is: (fill in ONE only)

CONTRACTORS/SERVICE COMPANIES

- 02 255 Landscape Contractors (installation and maintenance)
- 03 260 Lawn Care Service Companies
- 04 265 Custom Chemical Applicators
- 05 270 Tree Service Companies/Arborists
- 06 275 Landscape Architects
- 07 280 Land Reclamation and Erosion Control
- 08 285 Irrigation Contractors
- Other Contractors/Service Companies (please specify) _____

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
- Other Groundscare (please specify) _____

SUPPLIERS AND CONSULTANTS

- 22 355 Extension Agents/Consultants for Horticulture
- 23 360 Sod Growers, Turf Seed Growers & Nurseries
- 24 365 Dealers, Distributors, Formulators & Brokers
- 25 370 Manufacturers
- Other (please specify) _____

2. Which of the following best describes your title? (fill in ONE only)

- 26 10 **Executive/Administrator** - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27 20 **Manager/Superintendent** - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28 30 **Government Official** - Government Commissioner, Agent, Other Government Official
- 29 40 **Specialist** - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30 50 **Other Titled and Non-Titled Personnel** (please specify) _____

3. SERVICES PERFORMED (fill in ALL that apply)

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

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

- 75 Yes 76 No

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

- 55 1 Aerators
- 56 2 Blowers
- 57 3 Chain Saws
- 58 4 Chipper-Shredders
- 59 5 De-icers
- 60 6 Fertilizers
- 61 7 Fungicides
- 62 8 Herbicides
- 63 9 Insecticides
- 64 10 Line Trimmers
- 65 11 Mowers
- 66 12 Snow Removal Equipment
- 67 13 Sprayers
- 68 14 Spreaders
- 69 15 Sweepers
- 70 16 Tractors
- 71 17 Truck Trailers/Attachments
- 72 18 Trucks
- 73 19 Turfseed
- 74 20 Utility Vehicles

5. Do you have Internet Access? 77 A Yes 78 B No

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

- 79 A Daily 80 B Weekly 81 C Monthly 82 D Occasionally

101	113	125	137	149	161	173	185	197	209	221	233	245	257	269	281	293	305
102	114	126	138	150	162	174	186	198	210	222	234	246	258	270	282	294	306
103	115	127	139	151	163	175	187	199	211	223	235	247	259	271	283	295	307
104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
111	123	135	147	159	171	183	195	207	219	231	243	255	267	279	291	303	315
112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO 950 PITTSFIELD MA

POSTAGE WILL BE PAID BY ADDRESSEE

LANDSCAPE
management

ADVANSTAR COMMUNICATIONS INC
 PO BOX 5054
 PITTSFIELD MA 01203-9697





NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO 950 PITTSFIELD MA

POSTAGE WILL BE PAID BY ADDRESSEE

LANDSCAPE
management

ADVANSTAR COMMUNICATIONS INC
PO BOX 5054
PITTSFIELD MA 01203-9697



LANDSCAPE
management

August 1999

This card is void after October 15, 1999

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE (____) _____ FAX (____) _____
 INTERNET/E-MAIL ADDRESS _____

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

Signature: _____ Date: _____

AN ADVANSTAR PUBLICATION
©1998 Advanstar Communications Inc. All rights reserved.

Fill in ovals as shown: ●

1. My primary business at this location is: (fill in ONE only)

- CONTRACTORS/SERVICE COMPANIES**
- 02 255 Landscape Contractors (installation and maintenance)
 - 03 260 Lawn Care Service Companies
 - 04 265 Custom Chemical Applicators
 - 05 270 Tree Service Companies/Arborists
 - 06 275 Landscape Architects
 - 07 280 Land Reclamation and Erosion Control
 - 08 285 Irrigation Contractors
 - Other Contractors/Service Companies (please specify) _____

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
- Other Groundscare (please specify) _____

SUPPLIERS AND CONSULTANTS

- 22 355 Extension Agents/Consultants for Horticulture
- 23 360 Sod Growers, Turf Seed Growers & Nurseries
- 24 365 Dealers, Distributors, Formulators & Brokers
- 25 370 Manufacturers
- Other (please specify) _____

2. Which of the following best describes your title? (fill in ONE only)

- 26 10 Executive/Administrator - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27 20 Manager/Superintendent - Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28 30 Government Official - Government Commissioner, Agent, Other Government Official
- 29 40 Specialist - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30 50 Other Titled and Non-Titled Personnel (please specify) _____

3. SERVICES PERFORMED (fill in ALL that apply)

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

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

75 Yes 76 No

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

- 55 1 Aerators
- 56 2 Blowers
- 57 3 Chain Saws
- 58 4 Chipper-Shredders
- 59 5 De-icers
- 60 6 Fertilizers
- 61 7 Fungicides
- 62 8 Herbicides
- 63 9 Insecticides
- 64 10 Line Trimmers
- 65 11 Mowers
- 66 12 Snow Removal Equipment
- 67 13 Sprayers
- 68 14 Spreaders
- 69 15 Sweepers
- 70 16 Tractors
- 71 17 Truck Trailers/Attachments
- 72 18 Trucks
- 73 19 Turfseed
- 74 20 Utility Vehicles

5. Do you have Internet Access? 77 A Yes 78 B No

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

79 A Daily 80 B Weekly 81 C Monthly 82 D Occasionally

101	113	125	137	149	161	173	185	197	209	221	233	245	257	269	281	293	305
102	114	126	138	150	162	174	186	198	210	222	234	246	258	270	282	294	306
103	115	127	139	151	163	175	187	199	211	223	235	247	259	271	283	295	307
104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
111	123	135	147	159	171	183	195	207	219	231	243	255	267	279	291	303	315
112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316

Commercial edger from Scag

A durable commercial edger, this product features a



10-in. milled-edge blade for heavy duty edging and a longer life. Constructed of 0.25 by 0.25-in. bar stock, the edger has no movable parts near the drive head, no springs to break and no sliding boom or tilt quadrant to wear out. The blade head is a solid mounted boom, with belt-tensioning idler pulley and sealed ball bearings.

For more information call Scag at 920/387-0100 or

Circle No. 271

Hi Technology introduces soil additive

DinoSoil (humate) is an all natural organic mineralizer and soil conditioner. It has 35% organic content and NPK, as well as sulfur, magnesium, calcium, iron and trace minerals.

For more information call Hi Technology at 888/208-2281, www.hitechnoproducts.com or

Circle No. 272

Ryan aerator features stable design for slopes

The Ryan Lawnaire V features a stable, extra heavy duty design, ideal for sloped or undulating surfaces. It has a 26.5-in. aerating width, 0.75-in. core-type tines and can penetrate up to 2.75 in. at a rate of more than 29,000 sq. ft. per hour. It is available with a 4-hp Honda engine or a 3.5-hp Briggs and Stratton.

For more information call Textron Turf Care and Specialty Products at 414/637-6711 or

Circle No. 273



Five attachments for New Holland skid steers

There are five new attachments to add to the list of the more than 70 skid steer attachments from New Holland. The FFC lift boom is able to lift objects into and out of hard to reach spots.

The EZ Digger™ shovel-style digger can handle a wide range of jobs and is available in widths of 12, 16, 25, 30 and 36 in.

The Sweepster Push Broom can be used just about anywhere and is a low-cost alternative to rotary brooms.

The EZ Grader cuts and grades when



going either forward or backward and comes in widths of 66, 72, 78, and 96 in.

The Grouser Soft Tracks reduce ground pressure by up to 50%, providing excellent traction in mud, sand, snow and similar conditions, and the tracks won't damage asphalt and other hard surfaces.

For more information call New Holland at 717/355-1371 or

Circle No. 274



Trencher just fits residential uses

The Little Beaver Kwik-Trench Earth Saw is the ideal portable trencher for residential uses. The features include: low purchase and operating costs; light weight yet strong; digs a furrow up to 12 in. deep at 20 to 30 ft. per minute; and digs a narrow 2- to 4-in. slit that is easy to backfill.

For more information call 409/327-3121, www.little-beaver.com or

Circle No. 275

New formulation for Orthene

Orthene Turf, Tree and Ornamental Spray 97 (OTTO 97) is available in a more concentrated, pelleted formulation. This broad-spectrum product kills on contact or systematically as the insects feed. The higher percentage of acephate in OTTO 97 allows applicators to use lower application rates. In the residential and commercial turf markets, OTTO 97 can be used to control mole crickets, cutworms, fall armyworms and chinch bugs.

For more information call



Valent Professional Products at 800/89-VALENT, www.valent.com or

Circle No. 278

Floratine provides agronomic solutions

Floratine's biostimulant product line combines foliar nutrients and phytochemicals, including: Astron for cool-season grasses to encourage root development and stress tolerance, and Per "4" Max for warm-season grasses to encourage density and prolific rooting. Floratine also has a biological solutions product line of products with various microorganisms and enzymes: Floradox, a synergistic biological approach to enhance a plant's natural defense system to pathogens; Terrabact for nutrient cycling and mycorrhizal health; and Grofax for beneficial soil microorganism health and proliferation.

For more information call Floratine at 901/853-2898 or

Circle No. 276

Growth stimulant for both new and established grasses

Bio-Flex™, an all-natural growth stimulant from True Pitch, is an engineered soil composition that enhances fertilizers or works

on its own to enable grasses and other plants to more readily use available soil nutrients. Continued applications of BioFlex are said to result in faster grass growth and development of superior root systems.

For more information call 515/967-2303 or

Circle No. 279

Stick edger with wheels

The guide wheels on the John Deere XT120SE stick edger keeps your line straight. A large, 9-in. blade, angled shaft and wide guide wheels make it easy to use. The 1.2-hp edger features the M-Series engine and has a cutting depth of 2.5 in. Designed to run cooler with less vibration, the unit has features to reduce sound, including a low-tone muffler, intake silencers and lined clutches.

For more information contact 800/537-8233 or

Circle No. 277

Emerald Isle biostimulant boosts root growth

GroWin™ is a granular biostimulant product said to increase foliar and root growth of both cool- and warm-season grasses, whether seeded, sodded or sprigged. GroWin produces an additive response over and above fertilizers and soil amendments. Studies at the University of Rhode Island and the University of Arkansas showed more rapid, robust leaf growth, improved stress tolerance and increased speed of turfgrass establishment. Other products include: Panaseá and Panaseá Plus, biostimulants from sea plant extracts.

For more information call 800/628-GROW or

Circle No. 280

Todd Perkins joined **Van Waters & Rogers** Professional Products & Services business unit as a turf and landscape specialist. Lyn Hitt is manager for the South Central district.

American Cyanamid Company named Rich Kalik national accounts manager and Joseph Visaggio marketing manager for the professional turf and ornamental products.

Aquatrols Corp. promoted Demie Moore to director of marketing/liaison, Jennifer Wuilfe to customer services representative and Lé Mon Steward to assistant production manager. Newly hired: John Wilson, territory manager for Pacific Northwest and Western Canada; David Neff, corporate information systems manager; and Carolyn Moore,

sales/marketing administrative assistant/project coordinator.

Becker-Underwood Inc. hired Dr. Larry Butler to research new product developments for seed germination



Dr. Larry Butler



Cozette Hadley-Rosberg

and plant growth stimulation, and promoted Cozette Hadley-Rosberg to vice president of sales and marketing.

Rohm & Haas has received a label expansion for its Eagle® fungicide, now approved for use on pink snow mold.

Hunter Industries named Tom de Cavalcanti district sales manager for southeastern FL and the Caribbean; Steve Harrison district sales manager for southeastern FL and Atlanta, GA; David Evers district sales manager for the mid-Atlantic states; and Dave Peters district sales manager for metropolitan NY, Long Island and NJ.

Great Dane broke ground in Jeffersonville, IN, for a new factory. The first construction phase, which is expected to be occupied by December, will



Dane Scag and Rick Cudahy

construct 70,000 sq. ft. for assembly, R&D and warehousing.

Encore Manufacturing's third addition to its production facility in 10 years adds another 25% to the facility.

John Deere received two awards for innovative design of its 200 series skid steers. The Industrial Designers Society of America awarded a Silver IDEA99 for its "distinctive appearance and obvious attention to performance, safety and efficiency." The American Society of Agricultural Engineers awarded Deere with a 1999 AE50 award for outstanding innovations in product technology.

Jeff Wadhum has joined **LasTec Products** as regional sales manager for the Midwest.

Monterey Chemical Co. received approval for an expanded label for Kaligreen, for control of powdery mildew. The new label now includes ornamentals, roses and turf.

Steve Yoltiz, vice president - marketing at **Textron Turf Care and Specialty Products** is now responsible for business development while Peter Whurr has been promoted to vice president — product management.

Thomas Bros. Grass, Milberger Turfgrass, Elsberry Greenhouse and C&D Turfgrass have merged into **Turfgrass America Inc.** The Granbury, TX, firm has 10 farms and nine South-east wholesale/retail outlets.

LM

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

IRRIGATION SUPPLY CATALOG... for 1999-2000 is available from Century Rain Aid. Over 150 pages include products, photos, performance charts, detailed installation drawings, manufacturer's tips, feature lists and job site applications. Designed to be a year-round reference tool for the landscape irrigation professional, the catalog can be obtained by calling 800/347-4272, www.rainaid.com

HOW MUCH IS YOUR BUSINESS WORTH?... Find out with Nilsson's "Guide to Buying or Selling Green Industry Businesses." This book addresses what you need to know and how to avoid mistakes. Available from PLCAA, book cost is \$45 for members and \$49.50 for nonmembers, plus \$3 S&H. To order call 800/458-3466.

MAKE PROFITABLE DECISIONS... when making landscape estimates. The third edition of "Landscape Estimating Methods" offers a logical, methodical system for estimating jobs, scheduling and managing a landscape business. The 300-page, illustrated book includes sample bids and estimates as well as reproducible forms. Available for \$62.95 through bookstores (ISBN 0-87629-534-0) or by calling R.S. Means Co. at 800/334-3509.



Our business is growing yours.



If you want help growing your lawn maintenance business, you owe it to your future to look at a U.S. Lawns franchise. Our team will provide you with, step-by-step systems to grow your business, maximize efficiency, cut costs, and even satisfy the toughest customers. And as part of the U.S. Lawns family, you'll be recognized as a company with a reputation for getting the job done right the first time. Which can mean more quality time for you and your family. For more information on becoming a U.S. Lawns franchisee, call us today at 1-800-US LAWNs. After all, our business is growing, yours should be too.

www.uslawns.com

Circle No. 113



"I earn 78% more with a FINN HydroSeeder®"

Brian Kerber, The Lawn Firm, Excelsior, MN

"I bought my first hydromulching machine for price. But it's a toy compared to my new FINN HydroSeeder. I've easily doubled my production."

HydroSeeder for as little as \$149 a month. You'll soon know why the most successful contractors agree, "Nothing makes money like a FINN HydroSeeder." Call today.

No other machine compares to a FINN HydroSeeder for high production and long trouble-free service life. You'll get faster loading, better coverage, longer spray distance, and more reliable performance. You can get a real

FINN
HydroSeeder®
Innovative Equipment Enhancing
the World's Landscape

1-800-543-7166

9281 LeSaint Drive, Fairfield, OH 45014

Fax: (513) 874-2914

www.finncorp.com

HydroSeeder® is a registered trademark of FINN Corporation.

Circle No. 114

TurfGrass Trends delivers practical turfgrass management information you can use today

Yes! Begin my subscription to **TURFGRASS TRENDS**

U.S. & CANADA 6 Months \$96 1 Year \$180

ALL OTHER COUNTRIES \$210 (1 Year)

Payable in U.S. funds drawn on a U.S. bank. Back issues available at \$15 each, prepaid.

- My payment enclosed. (Make checks payable to **TURFGRASS TRENDS**.)
 Please Bill Me
 Charge my subscription to: VISA MasterCard American Express

Signature _____ Date _____

Account # _____ Exp. Date _____

Billing Address _____

City _____ State _____ Zip/Postal Code _____

Fax completed form with credit card information to 218-723-9417 or 9437, or mail coupon with your payment to
TURFGRASS TRENDS, 131 West First Street, Duluth, MN 55802-2065.

Charges will appear on your credit card statement as Advanstar Communications Inc.,
 which publishes and distributes this magazine.



AN **ADVANSTAR** PUBLICATION

Name (please print) _____

Title _____

Business _____

Address _____

City _____ State _____ Zip/Postal Code _____

Country _____

Internet/E-Mail Address _____

LANDSCAPE management

Every month the Classified Showcase offers the readers of *Landscape Management* a complete and up-to-date section of products, services, job opportunities and more! 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: LESLIE ZOLA, 440-891-2670, 1-800-225-4569, (ext. 670), Fax: 440-826-2865
Email: lzola@advanstar.com

Business For Sale

LANDSCAPE CONSTRUCTION & MAINTENANCE CO. WELL ESTABLISHED 15 YEAR COMPANY IN THE BOSTON, MA AREA. \$2.5M TO \$2.9M VOLUME ANNUAL, PAST 3 YEARS PROFITS HAVE BEEN IN THE SIX DIGIT FIGURES. COMPANY BREAKDOWN, 70% CONSTRUCTION, 20% MAINTENANCE & 10% SNOW OPERATIONS. WELL RUN ORGANIZATION, AND WELL MAINTAINED FLEET. THE 1999 BACK LOG EXCEEDS \$2M TO DATE. MAIL RESPONSES OF INTEREST WITH NAME AND FINANCIAL BACKGROUND TO: CORPORATE VENTURES, 271 CANTON ST., STOUGHTON, MASS. 02072. 8/99

Business Opportunities

The Off-Season Solution



Holiday and Event Decorating

- Keep More Good People Year 'Round •
- Offset Fixed Costs •
- Utilize Existing Vehicles & Equipment •
- Cross-sell & Expand Customer Base •
- High Margin, Repeat Service •
- 26th Fastest Growing Franchise Worldwide •



OVER 200 LOCATIONS IN 46 STATES & CANADA

1-800-687-9551

www.christmasdecor.net

Business Opportunities (Con't)



WANT TO BUY OR SELL A BUSINESS?

Professional Business Consultants can obtain purchase offers from numerous qualified potential buyers without disclosing your identity. There is no cost for this as Consultant's fee is paid by the buyer. This is a **FREE APPRAISAL** of your business.

If you are looking to grow or diversify through acquisition, I have companies available in **Lawn Care, Grounds Maintenance, Pest Control, Landscape Installation and Interior Plant Care** all over the U.S. and Canada.
P.B.C. 19 W. 555 Central Ave, Downers Grove, IL 60516

708-744-6715 • Fax 630-910-8100

MARKETING OPPORTUNITY Energetic persons needed to network market Conklin products nationwide. A very lucrative part-time, home based business. \$799 investment for the product and training. Call 1-800-832-9635 for free catalog. 2/00

Educational Opportunities

NOW...Learn professional Landscaping and Gardening at home. Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free brochure describes program and opportunities in detail. Call 1-800-326-9221 or write Lifetime Career Schools, Dept: LF01Y2, 101 Harrison Street, Archbald, PA 18403. 12/99

Become a landscape designer. Approved home study. Create plans for lawns, estates, courtyards, walkways, gardens, shrubbery. P.C.D.I., Atlanta, Georgia. Free Career Literature. 800/362-7070. DEPT.GTJ694. 8/99

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. 12/99

Business travel made easy.

The 1999 *Travel Agent Official Travel Industry Directory* puts more than 15,000 travel industry contacts at your fingertips for just \$31.95.



ORDER YOURS NOW!

800-598-6008

outside the u.s.

218-723-9180



For Sale

RADIO'S

Radius®

by Motorola
NEW!
UHF 460 • VHF 150 • Low Band

Programmed To YOUR System!
[Compatible w/Other Systems]

**"Talk to anybody from anywhere
on the course or job!"**

Hand Helds from \$155.00
Mobiles from \$278.00
-Full Year Warranty-

CALL 800-231-0103

\$SAVE!

FACTORY LIQUIDATION



UP TO **40% OFF**

**SUPER TOUGH
HEAVY I-BEAM
BUILDINGS**
Perfect for use as a
landscaping
business location.

- 20 year roof & wall warranty
- Plenty of room for storage & a workshop

- 40 x 65 (3 LEFT)
- 40 x 85 (1 LEFT)
- 50 x 110 (2 LEFT)
- 60 x 150 (1 LEFT)

Prime Steel Some Other Sizes Available

1-800-291-6777 EXT 402

40 x 60 x 12

\$7,523

Build It Yourself And Save 10,000 Sizes, All Bolt-Together All Steel Buildings. Call Today For A Price Quote And A Brochure.

HERITAGE BUILDING SYSTEMS

800-643-5555

www.metabldg.com

Owner Retiring - Professional Landscaping Equipment For Sale 3,500-gallon hydro-seeder, 500-gallon hydro-seeder, trenching machine, tree planters, irrigation pipe trailer with bins and much more! **Contact: Joe Crisafulli Days: 406-377-3652, Evenings: 406-377-2474. 8/99**

HYDRO-MULCHERS® Hydro-Seeding Machines, Straw Blowers. Most Brands & Sizes - New & Used. James Lincoln Corp. 800-551-2304. www.jameslincoln.com. 12/99

CURBING MACHINE for sale. New, still in crate. Goes to the first reasonable offer. Fax to: 870-910-5335. 8/99

Help Wanted

Changing the Landscape...



And we need you
to build a strong foundation!

— We're hiring across the nation —

Opportunities Abound:
Field Positions • Technical Positions
Management Positions • Administrative Positions

Call today at **888-698-0200**
for more information!

EOE

of the Landscaping Industry!

AGC Turf and Ornamental Spray Systems, a Raleigh, NC based company is searching for an outside sales person to cover NC, SC, VA, GA. The individual must have past turf experience, high level of integrity and professionalism, excellent communications skills and the desire to make a big difference in a growing company. Fax, e-mail or send resume along with salary history/requirements to: **AGC., 8613-B Barefoot Industrial Drive, Raleigh, NC 27613, 919-787-9106, agc@agc-inc.com.** 9/99

Need Workers Next Year? Seasonal H-2B workers from Mexico for up to 10 months who can only work for you. Process takes a minimum of 120 days. So start NOW for next season and solve your labor problems. Call: **Bob Wingfield, 214-634-0500. www.amigos-inc.com.** 10/99

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>. 12/99

LANDSCAPE MAINTENANCE DIVISION MANAGER position available. Candidate would possess related degree, broad experience in commercial landscape maintenance with emphasis on turf and ornamental pest. Interested candidates should submit resume and cover letter with salary expectations to: **Growing Image Inc., P.O. Box 34231, Indianapolis, IN 46264. Fax: 317-229-6946. Email: growing_image@compuserve.com.** 8/99

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.** 8/99

\$70,000 - \$100,000 + Percentage of Net Profits* Full service landscape division of 50-year-old horticultural co. located in central NJ seeks an experienced, professional design/build landscape manager to run our progressive, growth oriented division. We are looking for the individual who can turn this operation into an efficient, highly profitable operation. If you are customer focused with 5+ years experience & an excellent track record managing a busy, profitable operation we're anxious to speak with you. We offer a superior salary, commission, 401K, paid vacation, bonus, med/dental benefits & opportunity for a piece of the action. If you have these qualifications and would like to join an energetic team of Hort. professionals, contact **Ruth @ the Parker Companies, 1325 Terrill Rd., Scotch Plains, NJ 07076. Calls taken @800-526-3672 x444; Fax: 908-322-4818.** 8/99

JOIN OUR AWARD WINNING TEAM!!

Nationally recognized, ranked 17th, full service Landscape, Irrigation & Maintenance Contractor in rapidly growing South/Central New Jersey is searching for career minded, skilled and highly motivated professionals for key positions to fit into our expansion plans in the following areas: Excellent salary and benefit package with advancement opportunities.

- Landscape Construction Supervisors & Foreman
- Landscape Designers/Architects/Salesman
- Irrigation Foreman/Service Technicians
- Irrigation Service Dispatcher
- Landscape Maintenance Supervisors & Foreman
- Lawn & Pesticide Applicators
- Tree Division Manager/Salesman
- Human Resource Directors (Bi-Lingual preferred)
- Nursery Manager
- Staff Accountant

Fax or email resume with salary history to:

Robert A. Lipinski, President, Lipinski Landscape & Irrigation Contractors
PO Box 605, Mt. Laurel, NJ 08054
Fax: 856-234-9348 • Email: pharan@lipinskiland.com

Grounds Maintenance & Enhancement Supervisors & Managers

Become a part of one of Maryland's and Virginia's top rated teams of landscape professionals. Come and work for a company that recognizes quality as a daily occurrence and knows that customer satisfaction is a successful driving force.

Full-time positions with exceptional compensation, benefits, & advancement opportunities.

Mail or fax your resume today to:

Tom Davis, Bozzuto Landscaping Company
5601 Van Dusen Rd. ■ Laurel, MD 20707
Phone 301-497-3900 ■ Fax 301-497-8939
Visit our website: www.bozzuto.com

Career Opportunities

Come join our team in the beautiful S.W. We're searching for qualified candidates in project management, crew leadership, landscape design and sales management. Outstanding benefits, profit sharing, relocation allowance.

Heads Up Landscape Contractors, Inc.

7525 Second St., Albuquerque, NM 87107
Fax 505-898-2105 • www.headsuplandscape.com • EEO/Drug Free

NATIONWIDE

LANDSCAPEJOBS.COM
888.729.LAND

Need Subscription Information or Customer Service?

1-888-527-7008

Help Wanted (Cont'd)

LANDSCAPE DESIGNER - Qualified individual will work closely with customers to design commercial and residential landscapes as well as plan and supervise a crew of laborers. Fax resume to: 870-910-5335. Jonesboro, Arkansas. 8/99

Career Opportunities - Lawns of Dallas, a full service landscape company, has been providing quality service to a high-end client base since 1981. Our continued growth and expansion of operations allows us to offer the following opportunities: **RESIDENTIAL MAINTENANCE MANAGER • CUSTOMER SERVICE/SALES REPRESENTATIVE • IRRIGATION SERVICE TECHNICIAN • LICENSED SPRAY TECHNICIAN**. Positions include excellent compensation, retirement package and full benefits. Please fax or forward resume to: **Lawns of Dallas, PO Box 35448, Dallas, TX 75235. Phone: 214-357-6522 • Fax: 214-352-8243. www.lawnsofdallas.com.**

9/99

Put the Power of Direct Marketing to Work for You!

Direct Mail Lists Use the Landscape Management targeted list to mail, phone or fax to over 50,000 highly responsive decision makers in the landscape industry!

Target your message according to your specific needs...demographic selects are available—our data is also available for database enhancement or overlay.

For List counts and pricing contact:

Joe Gilliam

440-891-2773 or 888-RENTLIST

Card Decks The Landscape Management rapid response card deck is another cost efficient direct marketing tool. Use this deck to introduce new products, test products and markets, and direct prospects to your web-site.

For Card Deck details contact:

Matt Simoni

440-891-2665

THE VOICE OF THE GREEN INDUSTRY
LANDSCAPE
management

Your ad could be here!

To place your ad in the next issue
contact Leslie Zola

800-225-4569 ext. 670, Fax 440-826-2865

Email lzola@advanstar.com

AD INDEX

111	Bayer Corp	40-41
112	Bri-Mar Trailers	39
102	Caterpillar Inc	3
103	Chevrolet Truck	6-7
106	Color Blends	17-18
113	Environmental Care	58
114	Finn Corp	58
101	Florist Mutual Insurance	CV3
120	Grasshopper	CV4
130	Green Industry Expo	12
104	John Deere Co	30-31
142	Monsanto	20-21
141	Rohmid LLC	CV2-1
107	Turf Merchants Inc	25
105	Turfco Mfg Inc	13
110	Turfco Mfg Inc.	38
108	Turf Seed Inc	35
109	Turf Seed Inc	36

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

MAY THE
SOURCE
BE WITH
YOU



Don't let the dark forces of ignorance defeat you. Right in this galaxy you can tap into the source—the free Consumer Information Catalog.

It lists free and low-cost federal publications on such stellar topics as saving money, buying a house, educating your children, getting federal benefits, eating right and staying healthy, and so much more.

So dispel the darkness and get the source. Call toll-free 1-888-8 PUEBLO for your free Catalog.

Or set your coordinates for the Consumer Information Center web site:

www.pueblo.gsa.gov

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc., 131 W. First St., Duluth MN 55802-2065. **Subscription rates:** one year, \$39, two years \$58 in the United States & Possessions; \$66 for one year, \$99 for two years in Canada and Mexico; all other countries \$130 for one year, \$195 for two years. For airmail delivery, include an additional \$70 per order annually. Single copies (pre-paid only): \$4 in the United States; \$7 in Canada and Mexico; \$12 all other countries. Back issues, if available: \$8 in the U.S.; \$14 in Canada and Mexico; \$24 all other countries. Add \$5 per order for shipping and handling. **Periodicals postage paid** at Duluth, MN 55806 and additional mailing offices. **POSTMASTER:** Please send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806. Canadian G.S.T. number: R-124213133. Publications Mail Agreement Number 841919. Printed in the U.S.A.

Copyright ©1999 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 by photocopy, recording, or information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923 phone: 978-750-8400 fax 978-750-4470; call for copying beyond that permitted by Sections 107 or 108 of the U.S. Copyright Law. For those not registered with the CCC, send permission request in writing to Permissions Dept. Advanstar Communications Inc., 7500 Old Oak Blvd., Cleveland, OH 44130 or fax to 440-891-2740.



Grab Bag

LM's Question of the Month

Keeping your family together

Is your business a family business? Do you work with brothers, sisters, parents, children, cousins? We'd like to know how you do it. How do you share the work, share the rewards and get along together to make your business grow?

Don't be shy! It's easy to tell us how you do it. We'd love to feature some of our industry's best family businesses in an upcoming issue of *Landscape Management*. Here's how to tell your story:

► **Call us** at 800/225-4569

► **Fax** "LM Editors" at 800/891-2675

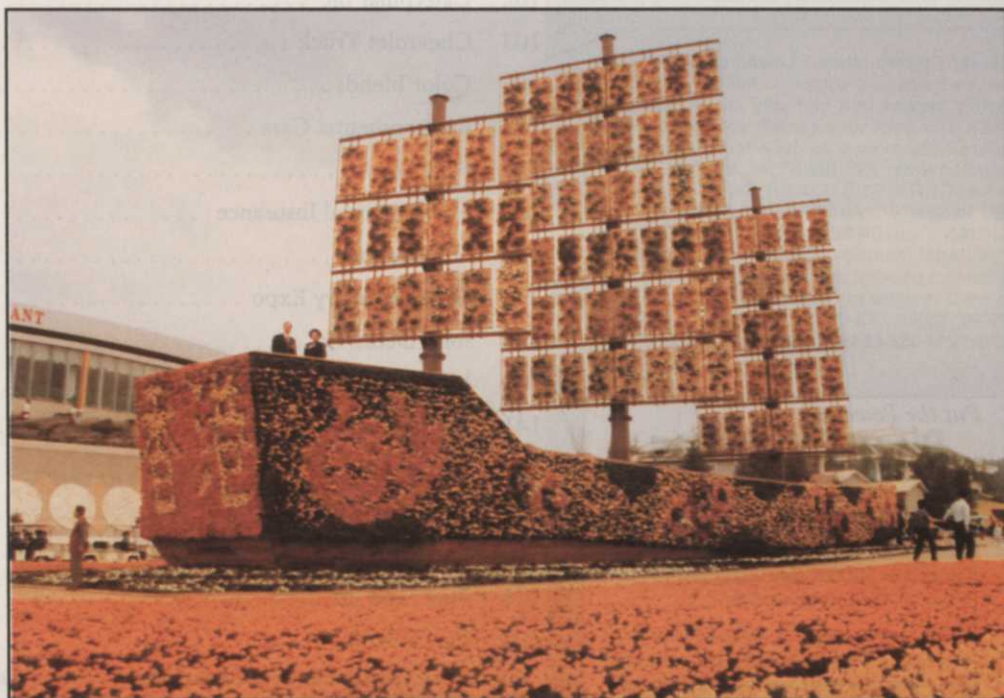
► **Write** Landscape Management Editors, 7500 Old Oak Blvd., Cleveland, OH 44130

► **Email us:** Sue Gibson (sgibson@advanstar.com) or Ron Hall (rhall@advanstar.com).

announced that it had fined TruGreen Limited Partnership \$600,000 for 60 alleged violations between 1994 and 1999. The alleged violations primarily concerned failure to fully comply with proper notification requirements.

DEC Commissioner John P. Cahill said that \$200,000 of the fine was suspended contingent upon TG-CL reducing its use of pesticides throughout the state and studying alternatives to pesticide use.

TG Executive Vice President Bob van Gruben said, "During the nine-year period reviewed by the DEC, TruGreen performed over 7.5 million service visits and reduced pesticide usage by over 50% statewide."



Yeah, but will we see it in the Rose Bowl Parade?

This Hong Kong junk was made of 20,000 pots of flowers for the '99 International Horticultural Exhibition in Kunming, China (May 1 to October 31). The junk is 98 feet long, 26 feet wide and 59 feet high and is sponsored by the Hong Kong Tourist Association. The exposition showcases rare and exotic flowers, plants and horticultural masterpieces from around the world, as well as courtyards, landscapes and advanced technological achievements in horticulture. Some 68 countries and 26 international bodies are taking part in the event, with an expected attendance of 10 million visitors.

NY fines TruGreen \$600,000

The New York State Department of Environmental Conservation (DEC) on July 6 an-

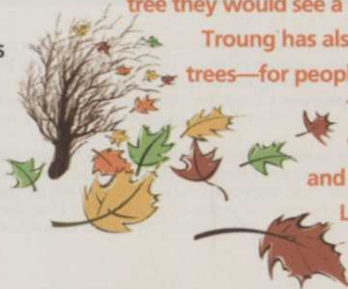
Come back as an oak or a beech?

Dr. Mac Troung, an attorney in New York, came up with the idea of "recycling" people who have passed away—grow them with trees. The idea earned him a gold medal at INPEX, a trade show for inventors.

"My idea sprung from talking with my children and wife about what sort of way I would be buried when the time came," said Troung. "I came up with the idea of having my ashes planted with a tree. Then every time they looked or passed the tree they would see a living testament to me."

Truong has also developed plans for celebrity trees—for people like Elvis and Princess Diane.

The fallen leaves from these trees will bring comfort to the family and fans of people like Elvis and John Lennon, he said.



Does this guy
do a lot of business
with Florists'?

You betcha.

Ken Andersen
Walter Andersen Nursery

Florists' Mutual, Complete Expert Coverages for Garden Centers and Landscapers

Landscapers, Nursery Growers and Garden Center Operators nationwide depend on Florists' Mutual for a wide variety of insurance coverages and services. Florists' has served the needs of the horticultural industry for more than a century, so we understand your business like nobody's business.

110 Years Experience Serving The Horticultural Industry

Florists' Mutual is extremely cost competitive, financially solid and we'll work hard to earn both your trust and your business. We're uniquely qualified to meet and exceed your insurance needs. So don't let the name fool you.

It's time you did business with Florists'. Call 1-800-851-7740 or visit us on the Web at www.floristsmutual.com.



INSURANCE SPECIALISTS FOR THE HORTICULTURAL INDUSTRYSM

Circle No. 101 on Reader Inquiry Card



In ONE year, this **GRASSHOPPER** will **CUT** and **TRIM** grass, mulch, side-**DISCHARGE** and **BAG** clippings, bull-**DOZE** dirt, **THROW** snow, **VACUUM** leaves, **SWEEP** walkways, and **AERATE** soil.

(For every thing there is a SEASON.)

And for every season, Grasshopper has just the right attachments.

- **Year-round versatility.** A full line of attachments lets your Grasshopper zero-radius maneuverability work for you all year long. The exclusive Combo Mulching™ Deck*, with full-flotation option, lets you mulch, discharge or bag with the same deck for superior results in varying conditions.

Other attachments include Quik-D-Tatch Vac® grass collection systems, angle dozer blades, snowthrowers, rotary brooms, dethatchers and AERA-vator™. Quik-D-Tatch® mounting system* permits removing and adding attachments in minutes without tools.

- **Easy to operate.** Even beginning operators get the feel of Grasshopper's dual-lever steering in no time. So natural, operators can mow long hours without tiring.

- **Built-in quality.** Grasshoppers are built to last, with robotic-welded steel construction and highest quality components.

*patent pending



Call or write for the name of your nearest dealer and a "hands on" demonstration.

MOVE UP TO
GRASSHOPPERABILITY

grass'hop'per abil'ity n.



the ability to make all the right moves for mowing quality and timesaving productivity.



Heavy-duty multipurpose 48- and 60-inch dozer blades move dirt, sand, gravel and snow quickly and easily. The V-snow plow clears sidewalks.



PTO-driven 48- and 60-inch fixed angle rotary brooms handle dirt, debris and clean up to eight inches of snow. 60-inch bidirectional broom available.



PTO-driven 48- and 60-inch snowthrowers throw snow up to 20 feet away. Winter enclosure for all snow removal attachments provides protection from wind and snow.



40- or 60-inch AERA-vator™ penetrates hard, dry soil without irrigation. ROPS with overhead canopy is optional.



Durable 48- and 60-inch Tine Rake™ dethatchers remove thatch and surface aerate soil. Vinyl sunshade canopy protects operator from sun and heat.

First to Finish...Built to Last

GRASSHOPPER
YOUR NEXT MOWER

The Grasshopper Company
One Grasshopper Trail • P.O. Box 637
Moundridge, KS 67107 U.S.A.

Phone: (316) 345-8621 • FAX: (316) 345-2301

Circle No. 120 on Reader Inquiry Card