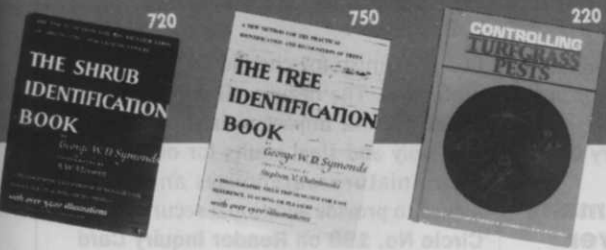


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COULD HAVE! LANDSCAPE

PRODUCT REVIEW

Drain check valve feature prevents low head drainage

Hunter G-Type gear-driven sprinklers feature a drain check valve that helps to conserve water and reduce erosion by preventing low head drainage.



The check valve is optional on the PGP four-inch pop-up and PGS shrub head, and standard on the PGH 12-inch high-pop.

The PGP can check up to 10 inches in elevation change; the PGS

checks up to 12 inches.

G-Type sprinklers are used on a wide range of turf and landscape applications. They have 12 interchangeable nozzles to vary discharge rates from 0.5 to 14.4 gpm, and the radius from 22 to 52 inches.

Circle No. 195 on Reader Inquiry Card

Bubbler kit saves gallons of water, shares irrigation lines

Pepco Water Conservation Products has introduced its newest low-flow irrigation device, the Octa-Bubbler.

Available in a boxed kit for commercial use, Octa-Bubblers can save up to 70% on landscape water use, according to the company.

The bubbler is engineered to deliver water through eight individually con-



trolled ports.

The Octa-Bubbler attains four different flow rates of two, six, 10 or 20 gph (at 40

psi) from a single unit when the operator uses the port-flow control insert packaged with the product.

Circle No. 196 on Reader Inquiry Card

New deck just one of many changes made to mower line

All new Encore Pro-Line commercial mowers now offer a new deck reinforcement system.

Reinforcement channels have been



positioned under the belt shield on top of the deck to assure blade alignment and thereby reduce vibration.

New yoke-style casters on the front wheels. The new double struts give added strength and reduce maintenance.

The Pro-Line 48- and 60-inch mowers are now made with larger grass chute openings, to help keep the chute clear, even when the grass is wet.

Circle No. 197 on Reader Inquiry Card

Vaults and dikes made of welded steel, polyethylene

Enviropac portable secondary containment vaults and dikes are made of welded steel or polyethylene.

Both materials, says the Environmental Container Corp., have advantages for secondary containment of hazardous liquids or other materials stored in drums.

The steel containers are coated with a

two-part finish for chemical and corrosion protection. The heavy wall poly units have a high level of impact resistance. The covered poly and steel vaults for outdoor use are miniature warehouses and may be locked to provide additional security.

Circle No. 198 on Reader Inquiry Card

Fungicide designed to beat six common turf diseases

Fungicide IX, from O.M. Scott & Sons, is designed to control six common turf-grass diseases, including Pythium blight and dollar spot on golf course fairways, tees, putting greens and related professional turf areas.

According to Scotts, Fungicide IX, when used in rotation with Proturf Pythium Control or Fungicide VII, is effective against resistant strains of those diseases.

Scott & Sons says Fungicide IX also helps to prevent gray and pink snow mold, brown patch and copper spot.

Circle No. 199 on Reader Inquiry Card

Dump trailer has a seven ton capacity, converts to flatbed

The A&L Model 1400 dump trailer from Parham Industries has a 14,000-lb. capacity with multiple purpose hauling capabilities for the general contractor, superintendent or athletic field manager.

The sides and tailgate can be easily removed to convert into a flatbed.



The company says the trailer has a tubular reinforced floor and dual hydraulic cylinders. Large, high-flotation tires are set on walking beam tandem axles.

A 12-volt hydraulic power pack is optional.

Circle No. 200 on Reader Inquiry Card

PRODUCT REVIEW

Estimating system just one of many software functions

The SuperScope software program from SoftQuest, Inc. of Austin, Texas provides quick and efficient preparation of bids for all landscape maintenance services performed by a company.

After entering time and material estimates for each of the scheduled services, contract letters, scheduled service items, and cost per item are easily displayed.

Accepted bids can be used to finalize a contract and to schedule work with a simple control. Multiple bids can be generated and printed for the customer until a decision is made.

The estimating program also has automatic scheduling, automatic calculation of per unit prices, monthly and yearly totals and quick duplication for multiple bids with identical or similar schedules.

SuperScope is available on the Macintosh and IBM/DOS computers using Microsoft Windows 3.1.

Circle No. 201 on Reader Inquiry Card

Modular software designed for mowing, landscape work

LABB Systems/Software's IBM-compatible Trims landscape business software is designed specifically for the mowing and landscape maintenance contractor.

Trims comes in a modular form and allows the user to purchase only those accounting functions necessary for his specific needs.

Customer service and product support are included. Labb Systems is located in Scottsdale, Ariz.

Circle No. 202 on Reader Inquiry Card

Mac/IBM software designs drip irrigation systems

Software to help design drip irrigation systems is available from Salco Products, Inc. of Hawthorne, CA.

The software is compatible with either a Macintosh or IBM computer system. The designer is helped with all types of calculations needed to create an accurate drip irrigation system even if they have no advanced computer or prior experience in

drip irrigation system maintenance.

Seven modules covering the calculation of the number of emitters per plant, gallons per plant per day, emitters required for even precipitation rate, limitations on length of pipe and numbers of emitters, pressure loss and wetting patterns linked to type of emitter and soil. The software runs on any true IBM-compatible computer with a minimum of 512 RAM, VGA graphics, and DOS 3.3 or later model. The Macintosh software will run on a Classic II or higher model.

Circle No. 203 on Reader Inquiry Card

New utility vehicles rugged, stable, with good traction

John Deere's two general all-purpose turf and off-road vehicles are called "Gators," and provide a low center of gravity and a wide-stance front-end.

The 10-hp Gator 4x2 rolls on four wheels with 2-wheel drive and differential

lock. It's powered by a single-cylinder, air-cooled engine. The 10 cu. ft. cargo box



hauls up to 500 lb. Payload capacity with operator and passenger is 900 lb.

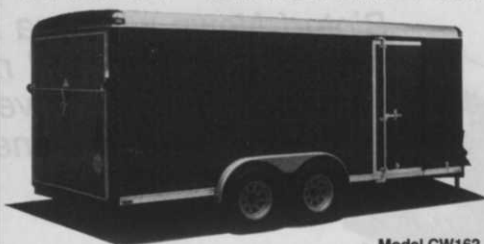
The 18-hp Gator 6x4 rolls on six wheels with 4-wheel drive and differential lock, and is powered by a twin-cylinder, liquid-cooled engine. A new variable transmission drives and improved heavy-duty transaxle that runs in an oil bath.

Circle No. 205 on Reader Inquiry Card

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Circle No. 113
on Reader
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BIOTURF NEWS



For the Latest Developments in Biological, Organic and Natural Turf Care!

With our October premier publication of *Bioturf News*, we at *LANDSCAPE MANAGEMENT* magazine continued our commitment to give you the best possible coverage of green industry happenings.

Bioturf News is our new, bi-monthly review of current research and development in "biological, organic and natural" turf care. In 1993, it will exist independently of *LANDSCAPE MANAGEMENT*.

Alternative turf care products can't be ignored. University research has determined them to be viable forms of insect, weed and disease control.

Many of our readers have also

formed opinions of biological and organic products.

Some say biological and organic products are too expensive and take too long to show results. Others believe customers should have a choice. And still others are probably wondering what all the excitement's about.

Our job, as an industry information source, is not to tell you what to think, but to simply relay the information to you—as soon as we can and in the best way possible—and let you take it from there.

There are two sides to every story. Your opinions count, and we want to know what you think of

these products. Have you tried alternative products? If so, what were the results? To make *Bioturf News* the most useful news source it can be, we will always welcome your questions and comments.



Jon Miducki
Publisher



Terry McIver
Editor

BIOTURF NEWS

Bio-Turf: The Basics

Biological alternatives to conventional chemical control products are more than 30 years old, but are only recently attracting serious attention.



Not only are biological alternatives to chemical control products more than 30 years old, but they are only recently attracting serious attention.

Bioturf News will be a bi-monthly newsletter reporting on biological, organic and natural products for the specialty turf market. But you have to subscribe in order to receive it. To receive your free one-year subscription, please return the coupon below to:

Jon Miducki, publisher
LANDSCAPE MANAGEMENT
7500 Old Oak Blvd.
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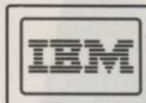
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Send ad copy with payment to: Susan Ramseth, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4569 ext. 742 outside Ohio; (216) 891-2742 inside Ohio; FAX (216) 826-2685.

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SI SoftQuest, Inc.

SOFTWARE

Circle No. 250 on Reader Inquiry Card

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1  # 1

To get a FREE 90 page information booklet on the #1 software for the lawn and tree care industry

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Real Green Computers
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Circle No. 251 on Reader Inquiry Card

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Circle No. 252 on Reader Inquiry Card

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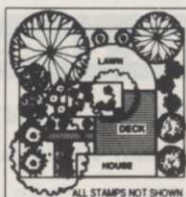
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for

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Richard P. Bersnak, President

or

Jeanne Bartkus

Circle No. 188 on Reader Inquiry Card

Next Month

Reserve this space in the Market Showcase

Use our Classified Blind Box Service for Confidential Results!

RATES: \$1.25 per word (minimum charge, \$40). Bold face words or words in all capital letters charged at \$1.50 per word. Boxed or display ads: \$105 per column inch-1x (one inch minimum); \$100-3x; \$95-6x; \$90-9x; \$85-12x. (Frequencies based on a calendar year). Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$20 to total cost of ad per issue. Send ad copy with payment to Susan Ramseth, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2742. Fax Number 216-826-2865.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 120 W. 2nd St., Duluth, MN 55802. Please include box in address.

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Class "A" golf course supt., with 13 years experience in the golf/ski industry seeks employment in same. Snow-CAT Groomer Operator, Senior Level National Ski Patroler, Chairlift Operator. Currently employed at the most successful military golf course worldwide! Mr. Alan Terry, 221 Orange Leaf Circle, Anchorage, Alaska 99504-1589. Home (907)337-2417 Work (907)384-1790 or 3538. 1/93

LANDSCAPE SUPERVISOR OR GARDENER: Over 25 years professional experience in horticulture. Developing excellent knowledge of landscaping and plants. Excellent working relations with the public. Proven record of reliability and responsibility. Skill and planning, coordinating, and supervising projects. Contact Bob Venturi (510)236-1077, 5726 Solano Avenue, Richmond, CA 94805. 1/93

Conscientious Professional Grounds Manager- College and 20 years experience. Landscaping and maintenance of municipal parks, golf courses, large private estates, flower gardens and tree care. Supervisors commercial spray license. P.O. Box 589, Woodland Park, CO 80866 (719)687-0626. 12/92

PEST MANAGEMENT SPECIALIST seeks position: consulting, sales, training, management. 15 diverse years, all areas of landscape management. BS, MS-Agriculture. Pest Control Adviser, Pesticide Consultant, Licensed Commercial Applicator. Excellent communications, problem solving, detail follow-through, people skills. Great references. (503)635-0408. 12/92

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Horticulturist, B.S., M.S. Horticulture, 15 years in garden center/florist ownership/management, landscape design, install, maintain looking for aggressive, plant and people oriented employer. Matthew A. Cheever, 10529 Cty KK, Milton, Wisconsin 53563 (414)473-2685. 12/92

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FOR SALE: Well established contracting and maintenance business servicing Chicago's exclusive and very wealthy North Shore suburbs. Must have good horticulture or landscape architectural training and experience. Send resume to Charles Fiore III Landscaping, 410 Green Avenue, Lake Bluff, IL 60044. (708)234-3630. 1/93

NOW... LEARN PROFESSIONAL LANDSCAPING AND GARDENING AT HOME! Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. LF01C2, 101 Harrison St., Archbald, PA 18403. 9/93

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This new business manual contains powerful ideas, strategies and suggestions that cover all aspects of success in this highly competitive industry. Planning now, in Winter months, will reduce stress and help you implement proven techniques that can triple your sales in just one year.

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ARE CHEMICALS KILLING THE CHEMISTRY BETWEEN YOU AND YOUR CUSTOMERS? If you're not growing, you might want to consider converting to or adding a Naturalawn Franchise. We are the industry leader in organic-based lawn care. We offer reduced franchise fees to existing businesses with a minimum of \$50,000 in existing annual lawn care revenue. **Naturalawn of America, Steve Fennington, 1-800-989-5444 (C).** 12/92

IS YOUR JOB IN JEOPARDY WITH THE "MAJOR LCO'S"??? Nitro-Green's Lawn and Tree franchises are tailor-made to help your LCO career "carry on". Talk to me, Roger Albrecht, (800)982-5296. 12/92

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GRAYSON COLLEGE, Denison, Texas: Two-year technical program in Golf Course and Turfgrass Management. 18-hole golf course on campus. Dormitories, placement assistance, financial aid and scholarships available. Contact: GCC, 6101 Grayson Drive, Denison, TX 75020. 903-463-8653. 5/93

MOVE UP IN THE GREEN INDUSTRY. 2 year AAS Degree program in Golf Course Superintending, Irrigation Management, Landscape Contracting and Park Supervision. Fully accredited, VA approved, expanded learning facilities, new equipment. Graduate job placement assistance available. For information contact: Golf Course Operations/Landscape Technology Department, Western Texas College, Snyder, TX 79549. 1/93

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Verti Drain Model 105.145 Deep Tine Aerator. Operates off PTO of 25+ hp tractor. Like new. Purchased 3/89. Extra tines included. \$10,000 or best offer. Call David, Doug or Kay (614)861-1620 (Columbus, Ohio). 12/92

TREE SPADE: 1983 Ford F-700, 5 speed truck mounted with a 50" vermeer hydraulic tree spade to transplant material up to 5" caliper. Equipped with large locking utility boxes with shelving and a truck cab top rack for extra protection. Total new paint job on truck and spade. Extra spade and a spare cylinder. Both truck and spade are in excellent condition. \$18,000. (804)320-0035; Richmond, Virginia. 12/92

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FOR SALE: Jacobsen HF-5 1986 Diesel. Very good condition. \$6,000. (313)653-5695. 12/92

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BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 414-691-4306. TF

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MAKE MORE MONEY with safe, efficient employees. Free catalog of over 100 professional training videos available from California Polytechnic State University. Perfect for landscape construction and maintenance companies, grounds crews, designers, etc. Call 1-800-235-4146. 6/93

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Searching for the right employee? Time for a new position? Contact **Florapersonnel, Inc.**, international search and placement firm for the landscape, irrigation industries and allied trades. **Confidential. Fee paid by employer.** Florapersonnel, Inc., 2180 W. 434, Suite 6152, Longwood, FL 32779-5008. Phone: (407)682-5151 Fax: (407)682-2318. TF

PRODUCTION ASSISTANT: Quality and growth oriented company servicing the Chicagoland area needs individual to team with landscape management manager to provide excellent service to our clients. Duties would include routing crews, estimating, servicing lawn care accounts, quality control, first line discipline, and sales. If you're ambitious, not afraid to work hard, well-organized, please send resume to: Ground Pros Inc., P.O. Box 28, Elmhurst, IL 60126. 12/92

LANDSCAPING/OPERATIONS: Hermes Landscaping, a well established contracting company, is seeking a self-motivated, professional manager to handle the operations of a Commercial Landscaping and Sprinkler Division. Must have a B.S. degree, 2-4 years of experience, people skills and hands-on supervisory experience. Send resume and salary history to: Hermes Landscaping, Inc., P.O. Box 14336, Lenexa, KS 66215. EOE. 12/92

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
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