

SHOWCASE

PRODUCT REVIEW

Measure snow build-up, 'good-bye' to false alarms

"Snow Alert" monitors the accumulation of snow on the ground and sends a signal to an indoor receiver.

"We normally agree not to plow customers' driveways or parking lots unless there is at least three inches of snow on the ground," says Bill Eklund, president of Aspen Enterprises, Falmouth, Maine.

"Many times, predicted accumulations do not become reality. With this device, we can get our sleep and still serve our customers' needs," says Eklund.

"Snow Alert will help snow plowers who get predictions of flurries that turn out to be major accumulation satisfy their customers who want to be plowed out by 7 a.m.," Eklund says.

The wireless "Snow Alert," installs on a deck or driveway, and runs on batteries. The instrument monitors accumulation until it reaches a preset amount and then

transmits a signal to the designated destination inside the house on an FCC-approved frequency. Wet snow, freezing rain or blowing or drifting snow does not affect its accuracy.

The "Snow Alert" sells for \$249.
Circle No. 194 on Reader Inquiry Card

Adjustable spray jet throws water up to 13 ft., no clogs

Antelco Corporation of Longwood, Fla., has begun to market Spectrum 360, an adjustable turbulent flow spray jet with built-in vortex action.

Finger-tip control allows a flow rate of 0 to 23 gph. The Spectrum 360 throws water up to 13 ft. in diameter.

Special features reduce the possibility of system failure through clogging. The even, full circle spray pattern is produced with fine droplets at high velocity for efficient watering while maximizing irrigation reliability.

The fully adjustable flow and spray length provides the basic needs for water conservation and balanced performance to minimize waste.

Circle No. 195 on Reader Inquiry Card

Wood treatment has 'built-in' repellent

ACQ "Preserve" is arsenic and chromium free. For some wood species, ACQ comes with a "built-in" water repellent to resist checking and cracking. ACQ Preserve weathers naturally to a warm brown color. The product can be painted or stained to match existing outdoor color schemes.

The preservative in ACQ is registered by the EPA and is accepted by the American Wood Preservers' Association and major building codes.

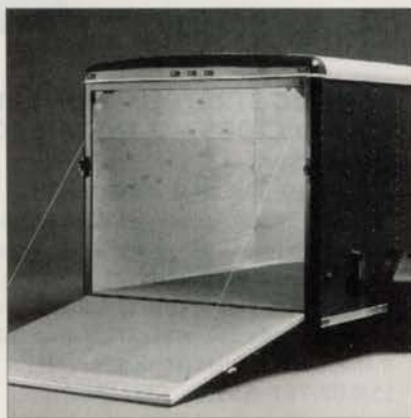
It is backed by a Limited Lifetime Warranty when used in residential construction.

Trailer easily hefts landscaping equipment

The new Wells Cargo Wide Axle Landscape Trailer has a 102-inch track width for extra on-road stability.

The trailer also features a spacious 9-foot, 9-inch-wide interior floor with no wheel boxes to get in the way.

Circle No. 197 on Reader Inquiry Card



Workbench designed for use by green industry experts, lifts to 300 lbs. of cargo

The Uni-Lift Model 384 Lift/Workbench is a fast and safe way for one person to service all kinds of turf grooming equipment.

One person can service a 30-inch ground-driven reel mower, adjust bedknife clearance and perform backlapping on a greens mower.

The Uni-Lift has a 300 lb. capacity.

An additional support hanger lets you suspend 30-inch reel mowers by the axles. Simply raise the mower, secure it to the support hanger with the adjustable locking clamp, and lower the lifting platform for total access. The basic unit costs \$1295. Accessories are extra.

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A new release! This is a compilation of Dr. Rao's popular "Problem Management" column from Landscape Management Magazine. Answers readers' questions and solves problems about weeds, insects, disease, plant selection, and a range of landscape issues...all new, revised, updated and presented in a categorized format. 153pp. BK-102—\$39.95

LANDSCAPE PLANTS IN DESIGN

by Edward C. Martin

This must-have book is an annotated black-and-white photographic guide to the design qualities of ornamental plants and their aesthetic and functional use in landscape designing. More than 600 trees, shrubs, vines, ground covers and turfgrasses are described in non-technical language, spotlighted in 1,900 photographs. Select the best plant materials for use in landscape design. Quick references to specific design qualities and growing conditions. 496pp. BK-365—\$75.95

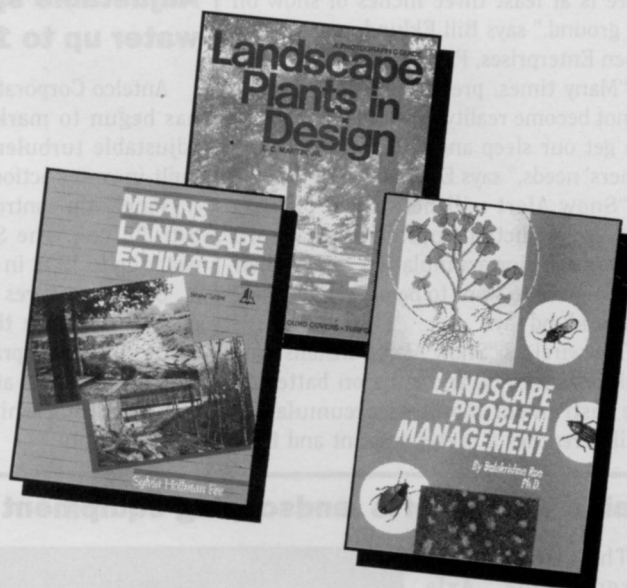
MEANS LANDSCAPE ESTIMATING

by Sylvia H. Fee

2nd. ed. Written by a highly respected landscape designer and contractor, this updated book is an organized working tool that "talks you through" every step of preparing effective bids and estimates. Guidance for planning jobs and marketing your company. 275pp. BK-346—\$64.95

MEANS SITE WORK AND LANDSCAPE COST DATA 1993

12th annual ed. Plan, budget and estimate site work construction. Data is up-to-date for estimating infrastructure improvements, environment-oriented construction, hazardous waste and ADA-mandated handicapped access. New items include additional piping and drainage, street openings, pavement repairs, handicapped ramps, railings, and hardware. Check cost items using the handy page tabs and comprehensive index. Current guidelines and background references for solving estimating problems. fifty-seven tables of assemblies costs with 3,000 supporting line items to make conceptual estimates (with 10% accuracy). 550pp. BK-347—\$79.95



WINNING STRATEGIES FOR LAWN & LANDSCAPE CONTRACTORS — A SYSTEM FOR SUCCESS

by Brent Demos

Here are the most powerful ideas you need to succeed! Discover proven techniques that will help you meet and beat the competition: win more bids, increase jobs from current clients, hire productive employees, and learn successful management skills. This comprehensive manual also includes effective tips for marketing and advertising, equipment management, diversification, education and training. LSM-BK-761—\$59.95 / tax deductible)

LANDSCAPE RESTORATION HANDBOOK

by Harker/Evans

This handbook has all you need to know to develop a natural landscaping or ecological restoration program and a broad-based program for education, regional planning and increased biological diversity. Provides scientific and common plant names, environmental tolerances, aesthetic codes, wildlife value, color, bloom time and landscape use. Lists nursery sources for native plants and seeds. Organized by region so that urban planners, landscape and golf course architects and superintendents, horticulturists, and consultants can find information fast. Includes a 22"x36" full-color ecoregion map. LSM-BK-762—\$75.00

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This five-title series gives you more than an hour of detailed instruction on one tape. Or, choose just the titles that apply to your business:

Power Blower presents proper procedures on maintenance, safety and operation for optimum performance of the most valuable piece of landscaping equipment, the power blower. 10 min. VS-102E or S

Rotary Edger/Trimmer teaches how to keep this valuable tool in top shape with proper maintenance, safety and operation for crisp and neat lawn edges. 13 min. VD-103E or S

21-Inch Rotary Mower shows maintenance, storage, operation and safety to get the best performance and a well-groomed job from your mower. 14 min. VD-104E or S

Power Shears require proper maintenance to ensure safe, efficient operation. Covers what you need to know about gasoline models. 12 min. VD-105E or S

String Trimmers can reduce the time for difficult mowing and trimming. Get the best results from proper maintenance, safety and operation. 13 min. VD-106E or S

Each Title: \$49.95. Complete Series: VD-EMS - \$199.00

LANDSCAPE TOOLS USE AND SAFETY (VHS Video)

Choose the right tool for the job and know how that translates into safety for the landscape worker. Illustrates the relationship of construction materials to the quality of landscape tool. Safety precautions, proper clothing and back care are thoroughly discussed. See commonly used tools in action, such as scoop, round and square point shovels, rakes, forks, cultivators, hoe, picks, mattocks. 25 min. VD-107E or S - \$95.00

LANDSCAPE IRRIGATION MAINTENANCE AND TROUBLESHOOTING (VHS Video)

Starting with an overview of the operation and maintenance of irrigation systems, this video details sprinkler heads and drip emitters, pipes and fittings, field control wires and hydraulic tubing, valves, backflow prevention devices, mainlines and points of connection, and controllers. Troubleshooting: flow charts and step-by-step methods. 26 min. VD-108E - \$95.00

IPM (HORTICULTURE) (VHS Video)

Beautifully filmed, excellent introduction to Integrated Pest Management (IPM) includes interviews with experts who help you learn to integrate biological, cultural, chemical strategies into an effective pest control program. 25 min. VD-109E - \$95.00

PESTICIDE SAFETY IN THE LANDSCAPE

Here is the proper way to reduce the hazards of pesticides. Topics include pest identification, toxicity, labels, pesticide formulation, application equipment, mixing and application techniques, disposal and storage. 27 min. PES-VD-601 E or S - \$95.00

HERBICIDE USE AND SAFETY IN THE LANDSCAPE

This new two-video set shows all you need to know about herbicides and their applications. The first tape covers terms and concepts required for safe and appropriate decisions about landscape herbicides. In part two, you'll learn about different types of application equipment and specific landscape circumstances where herbicides can provide effective weed control. 51 min. total. PES-VD-600 (E) or (S) - \$145.00

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PRODUCT REVIEW

Nursery stock easy to track with electronic inventory

ScriptWriter II is an automated, portable data collection device that uses pen-based technology pioneered by Data Entry Systems of San Mateo, Calif.

The Warren County Nursery, in McMinnville, Tenn., has used the system to eliminate eight-inch thick inventory books.

ScriptWriter has the capability to upload data to computers almost immediately after counting trees.

"The nursery had been running into problems because they don't sell in small quantities," says Shyrunn Beasley, president of Condor Computing. Condor used ScriptWriter II to develop software for the electronic inventory system.

"They're usually selling quantities of 50 to 100 at a time, and even truckloads of trees during the spring," says Beasley, to illustrate the magnitude of

Warren's bookkeeping.

ScriptWriter II lets operators input data collection effectively, so that inventory reflects a more accurate picture of what's been sold and what's in stock.

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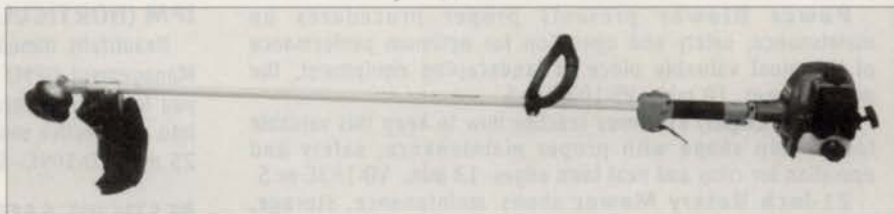
New model trimmers lighter, easier to use

Makita's line of commercial duty gas engine trimmers can handle any trimming

straight shaft design as their commercial-duty counterparts.

The economical RST250 is highlighted by a curved shaft design for a clear view of the work areas and allows the operator to stay close to the trimming work for better control and handling.

The trimmers have patented automatic string feed which advances string to the desired length by quickly decreasing, then boosting engine speed.



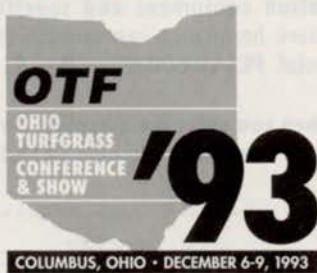
task required by the groundskeeper or landscaper with power and reliability, says the California-based company.

Models RBC221 and RBC251 feature the same durable and efficient aluminum

According to Makita, all three models have a vibration-absorbing design to reduce operator fatigue over extended periods of use.

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Send ad copy with payment to: Brian Kanaba, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4569 ext. 155 outside Ohio; (216) 891-2665 inside Ohio; FAX (216) 826-2865.

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500 Gal. Systems (6600 sq. ft.) \$ 4795.00

750 Gal. Systems (1/4 acre) \$ 7995.00

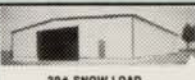
1000 Gal. Systems (1/3 acre) \$ 9995.00

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LM Market Showcase

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Just as your customers look to you for lawn care advice, people come to us for insurance advice because they do not want to become insurance experts themselves. If you want good advice, the right coverage, and competitive rates, please contact:

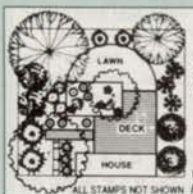
Richard P. Bersnak, President

Jill A. Leonard, V.P.

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FAX: 614-221-2203

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SOFTWARE

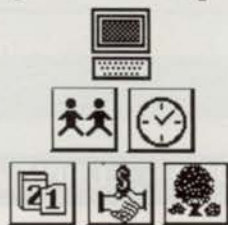
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Real Green Computers
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RATES: \$1.25 per word (minimum charge, \$40). Bold face words or words in all capital letters charged at \$1.50 per word. Boxed or display ads: \$105 per column inch-1x (one 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 Brian Kanaba, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-3155. Fax Number 216-826-2865. VISA MASTERCARD and AMERICAN EXPRESS accepted.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 131 W. 1st St., Duluth, MN 55802-2065. Please include box in address.

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NEW/USED EQUIPMENT AND RENTALS—Asplundh, Hi Ranger, Holan and Lift-All Forestry Bucket Trucks, Chip Trucks and Chippers. Mirk, Inc., (216)669-2000, 7629 Chippewa Road, Orrville, Ohio 44667. TF

SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, Kohler and Onan engines and parts. Nichols-Fairfield torque hubs. We repair and rebuild Spyder hydraulic pumps and motors. **FAST SERVICE.** Call or write: Mobile Lift Parts Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. (815)455-7363, (800)397-7509, (815)455-7364, FAX (815)455-7366. 1/94

Reel Mowers: Hydraulic unit for Steiner Turf Tractor. Excellent condition, used once. \$5200 — Fertilizer Spreader: 4 ton stainless steel hopper, dual rear distribution, tandem axle, high flotation tires. \$1,400 — Spray Rig: Fits Chevy S10 or Ford Ranger, molded fiberglass with 150 gal. cap. and dry storage for 15/50# bags. Excellent cond. \$2100 — Jacobsen Aerator: 24 width, 5 hp Honda Engine, excellent working condition. \$985, 513-8 71-3992 — 86 Chevy 3/4 ton spray trucks. Fiberglass molded tanks and beds with 375 gal liquid cap and dry storage for 20/50# bags. 50,000 miles, newer tires. Good cond. \$6,800, 4 available — 1986 Chevy 3/4 ton service truck with or without 200 fiberglass spray unit. D50 Hypro pump, 5 hp. B & S Engine, with 300' hose. Together \$7,400, spray unit alone \$1,650. Call with best offers: 513-871-3992. 11/93

BUCKET TRUCKS: Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc and Drum Style. New Rayco Stump grinders. Best prices anywhere. Used Chippers - Asplundh, Morbark, etc. 2 to 8 usually in stock. Sprayers, Dumps, Stakes, Log Loaders, Crew Cab Chip Box Dumps, Railroad Trucks, 50 in stock. Sold as-is or reconditioned. We also buy your surplus equipment. Opdyke's, Hatfield (Philadelphia Area). 215-721-4444. TF

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. **Wolbert & Master, Inc.,** P.O. Box 292, White Marsh, MD 21162. 410-335-9300, 1-800-234-7645. TF

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. 800-597-8283. TF

REINCO HYDROGRASSERS and power mulchers in stock. Opdyke Inc., (Philadelphia Area) 215-721-4444. TF

FOR SALE

New Image design System. 80 mb/16mhz (hard drive) Everex 386 Sx Computer. 387 Sx math coprocessor, Sony 12" color monitor, 12" Digitizing tablet, Super VHS camcorder, VHS VCR, Imaging software (Western and Northern Libraries). CAD compatible \$7,000; (214)265-7667. 11/93

BROUWER EQUIPMENT NEW & USED. LARGE INVENTORY OF PARTS. ASK FOR BRIAN. ALSO "VIBRO-NETTERS" IN STOCK. HUBER RANCH POWER EQUIPMENT, SCHNEIDER, INDIANA, 1-800-553-0552. 11/93

Chemical Mixing/Loading Pad Construction Details: (1) "Designing Facilities for Pesticide and Fertilizer Containment" Handbook; or (2) Design/Plan Packet, Two concrete pads. To receive order information call (405)377-3841 and leave your mailing address. 11/93

For Sale: Jacobsen HF-5 Diesel, \$4,000. Also, Toro GM-3 Greens Mower, sharpened new reels, \$2,300. National 84 cut \$1,100. Toro 5 Gang Roughmaster mowers, sharpened, \$3,000. 313-653-5695. 11/93

HELP WANTED

LANDSCAPE MAINTENANCE MANAGER Design/Build and Maintenance firm seeks person to manage maintenance operations and IPM/PHC programs. Candidate must possess B.S. degree in Horticulture, 3-5 years experience, commercial applicators license and strong organizational skills. Send Resume to: **ARCHITERRA**, 25975 N. Diamond Lake Rd., Ste. 108, Mundelein, IL 60060. 11/93

INDUSTRY PROFESSIONALS Hermes Landscaping and Nursery, a solid, stable, and progressive company, headquartered in Kansas City for nearly 30 years, is seeking production and sales professionals. Self-motivated professionals needed in various critical production and sales positions in our Nursery, Landscaping, and Maintenance Divisions. Must have BS Degree and 2-4 years related experience. Send resume and salary requirements to: Hermes Landscaping, PO Box 14336, Lenexa, KS 66215 or call Tracy Strohm at (913)888-2400. 11/93

Landscape Management and Construction/Sales: New Jersey's largest Corporate Services Company seeks highly motivated individual to assist in the continued growth of its Landscape Management Company. Areas of responsibilities include: prospecting, estimating, and sales. Must have strong background in Professional Landscape Management Field together with proven sales experience. Please send complete resume and work history in confidence to: Control Environmental Services, 737 New Durham Road, Edison, NJ, 08817. Attention Mr. Stewart. 12/93

HELP WANTED

Hands-on landscape and horticulture manager to oversee all aspects of executive estate in beautiful west central Ohio. Needs to be knowledgeable of lawn care, roses, indoor/outdoor plant care, formal gardens, ponds, pool maintenance and related activities. Send resume, references, salary history to LM Box 504. 11/93

HELP WANTED

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be creative, self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. 11/93

Landscape Design/Sales: Established landscaping company is seeking a highly qualified, motivated person for residential and commercial landscape design and sales. Candidate must have at least three years experience and should exhibit strong management and personnel skills with a vast knowledge of Southeast Region plant material. Contact or send resume to: Mike Summers; Gradco, Inc., 7341 Cahaba Valley Road, Birmingham, Alabama 35242, Phone: (205)991-3981. 11/93

KT ENTERPRISES, INC., a commercial landscape management firm servicing the Washington, DC Metropolitan market, is now accepting applications for employment in their landscape maintenance department for the 1994 season and beyond. All positions offer excellent salary, health benefits, retirement and, most importantly, an incomparable opportunity to work in a quality organization that will continue to offer professional satisfaction. Please send resume to: Mr. Doug Sevachko, KT Enterprises, Inc., 4001 Westfax Drive, Chantilly, VA 22021 if you are interested in any of the following positions: Pruning Department Supervisor, Maintenance Department Supervisor, Maintenance Department Foreman, Pruning Department Foreman, Floral Installation Foreman, Turf and Ornamental Plant Specialist. 11/93

LANDSCAPE CONSTRUCTION: We are an award-winning commercial landscape company based in Austin, Texas. Our primary focus has been landscape and irrigation maintenance. We have developed a national reputation for consistent quality. We are establishing a construction division. If you have an established track record of securing and building quality projects, we want to visit with you. This is a leadership position with bottom-line accountability. Successful applicant will have minimum of five years experience, degree in related field and clear communication skills. Salary, profit sharing and benefits are best in the industry. Qualified applicants please send resume to "Construction Applicant", PO Box 163386, Austin, TX 78716-3386. 11/93

PROGRESSIVE COMPANY, LEADER IN THE NURSERY INDUSTRY, IS INTERVIEWING FOR: SALES CUSTOMER SERVICE POSITION, LOCATED IN CENTRAL NEW ENGLAND. APPLICANT MUST BE POSITIVE, ENERGETIC, ASSERTIVE, WITH 2-3 YEARS EXTENSIVE KNOWLEDGE OF: NURSERY STOCK PRODUCTS; LANDSCAPE CONTRACTORS; TELEMARKETING; CUSTOMER INTERPERSONAL RELATIONSHIPS; SHIPPING; INVENTORY CONTROL, PROCESSING ORDERS, AND DESIRE FOR ACCOUNT RESPONSIBILITY WITH LIMITED ON THE ROAD SELLING. SALARY, BENEFITS, AND GROWTH POTENTIAL MATCH THE EXPERIENCE NECESSARY FOR THIS POSITION. SEND RESUME AND SALARY HISTORY TO BOXHOLDER, PO BOX 1254, HARTFORD, CT 06143-1254. 11/93

LANDSCAPE SUPERINTENDENT: Rapidly growing, progressive Chicago firm seeks aggressive self-motivated individual for a maintenance superintendent position. Must have experience in scheduling, purchasing, quality control, customer relations, training, and personnel policies. A strong horticultural background and a familiarity with corporate and commercial sites a must. Send resume to: Tandem Landscape Company, Attn: James DeRoche, 33W480 Fabyan Parkway, West Chicago, IL 60185. 11/93

LANDSCAPE ARCHITECT: A well established landscape firm in the metro Atlanta area is now hiring a Landscape Architect. Candidate must be a registered L.A. and have extensive experience with Design/Build background. Please send your resume to **SCAPES, INC.,** 1355 Terrell Mill Rd., Bldg. 1482, Suite 150, Marietta, GA 30067 or fax to 404-956-0140. 11/93

STATEMENT OF OWNERSHIP MANAGEMENT AND CIRCULATION (Required by 39 U.S.C. 3685)

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9. Does Not Apply

10. Extent and Nature of Circulation

	Average No. Copies Each Issue During Preceding 12 Months	Average No. Copies of Single Issue Published Nearest to Filing Date
A. Total Number of Copies (Net Press Run)	48,296	48,190
B. Paid and/or Requested Circulation		
1. Sales through dealers and carriers, street vendors and counter sales	None	None
2. Mail Subscription	44,099	44,881
C. Total Paid and/or Requested Circulation	44,099	44,881
D. Free Distribution by Mail, Carrier or Other Means, Samples, Complimentary, and Other Free Copies	3,468	3,059
E. Total Distribution	47,567	47,940
F. Copies Not Distributed:		
1. Office use, left over, unaccounted, spoiled after printing	729	250
2. Return from News Agents	None	None
G. TOTAL	48,296	48,190

I certify that the statements made by me above are correct and complete.

Signed: Robert A. Dahl, Circulation Director

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