

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

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 6. **Full Names and Complete Mailing Address of Publisher:** (Jon Miducki, 131 West First Street, Duluth, Minnesota 55802)
Editor: (Jerry Roche, 7500 Old Oak Boulevard, Cleveland, Ohio 44130)
Managing Editor: (Terry McIver, 7500 Old Oak Boulevard, Cleveland, Ohio 44130)
 7. **All Common Stock of Advanstar Communications Inc. is owned by Advanstar Holdings, Inc., 7500 Old Oak Boulevard, Cleveland, Ohio 44130. Holders of 1.0% or more of the outstanding shares of Advanstar Holdings, Inc. as of July 7, 1994:** General Electric Capital Corporation, 292 Long Ridge Road, Stamford, CT 06902; Umbwad & Co., c/o United Missouri Bank N.A., PO Box 419260, ATTN: Trust Operations, Kansas City, MO 64141; How & Co., c/o The Northern Trust Company, 50 S. LaSalle Street, Chicago, IL 60675; Smith Barney Shearson Inc., 388 Greenwich Street, New York, NY 10013; Lutheran Brotherhood, 625 Fourth Avenue South, Minneapolis, MN 55415; TCW Special Placements Fund II, Trust Company of the West, 865 S. Figueroa St., 21st Floor, Los Angeles, CA 90017; Goldman Sachs & Co., 85 Broad Street, New York, NY 10004; Batrus & Co., c/o Bankers Trust, P.O. Box 706, Church Street Station, New York, NY 10008; Edward D. Aster, c/o Aster Publishing, 873 Willamette Street, Eugene, OR 97401; Kidder Peabody Group, Inc., 2 Broadway, New York, NY 10004; Michael L. Aster, 1001 Paseo Baranca, Santa Fe, NM 87505; Arbeit & Co., First Bank Place, Ste 4950, 601 Second Avenue South, Minneapolis, MN 55402.
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 9. **Does Not Apply**

10. **Extent and Nature of Circulation**

	Average No. Copies Each Issue During Preceding 12 Months	Actual No. Copies of Single Issue Published Nearest to Filing Date
A. Total Number of Copies (Net Press Run)	47,568	47,230
B. Paid and/or Requested Circulation		
1. Sales through dealers and carriers, street vendors and counter sales	None	None
2. Mail Subscription	43,780	43,523
C. Total Paid and/or Requested Circulation	43,780	43,523
D. Free Distribution by Mail, Carrier or Other Means, Samples Complimentary, and Other Free Copies	3,662	3,567
E. Total Distribution	47,442	47,090
F. Copies Not Distributed:		
1. Office use, left over, unaccounted, spoiled after printing	126	140
2. Return from News Agents	None	None
G. Total	47,568	47,230

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

Signed: Robert A. Dahl, Group Circulation Director

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MARKET SHOWCASE

For all ads under \$250, payment must be received by the classified closing date. We accept VISA, MASTERCARD and AMERICAN EXPRESS. Credit card orders are accepted by phone. Send ad copy with payment to: Bill Smith, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4569 ext. 670 outside Ohio; (216) 891-2670 inside Ohio; FAX (216) 826-2865.

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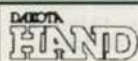


Line-Ward Corp.
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Fax (716) 674-5334

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Richard P. Bersnak, President

Jill A. Leonard, V.P.

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FAX: 614-221-2203

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Kurtz Bros., Inc. needs a motivated, energetic individual w/ a background in retail customer service & sales to head up our eastside landscape distribution facility. Candidates must have at least two yrs. in a horticulture related field, or garden center, exhibit strong supervisory skills & have the desire to help our customers in the growth of their business. Applicants must be well organized, decisive & able to effectively motivate & train others. Forward resume with salary history to

KURTZ BROS., INC.

P.O. Box 31665, Independence, OH 44131, attn: HR.
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Call Bill Smith at
216-891-2670

**LANDSCAPE
MANAGEMENT**

CLASSIFIEDS

For all ads under \$250, payment must be received by the classified closing date. We accept Visa, Mastercard & American Express. Credit card orders are accepted by phone. Send ad copy with payment to Bill Smith, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2670. Fax Number 216-826-2865.

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.

HELP WANTED

EXCELLENT CAREER OPPORTUNITY!

Nashville based, award-winning landscape contractor is searching for a team-oriented individual to join our company as a management trainee. We seek energetic, goal-oriented college graduates with the desire to make decisions and provide leadership. Excellent communication and interpersonal skills are a must. We offer exceptional compensation and benefit packages, Nashville's relatively low cost of living, the opportunity to be associated with other successful people, and a fun and rewarding work environment. For immediate, confidential consideration, send resume to Owen Davis, AAA Lawn Industries, P.O. Box 101067, Nashville, Tennessee 37224. 11/94

LANDSCAPE MAINTENANCE Large Delaware company has opening for aggressive self-motivated individual to work directly with owner. Position responsibilities would involve all aspects in maintenance, scheduling and customer interaction. Agronomic/horticultural degree or equivalence required. Please send resume to LM Box 515. 12/94

CITY HORTICULTURIST for the City of Savannah, GA: \$30,222 ann. + benefits. BS/BA degree from an accredited college or university in Horticulture or closely related field + 2 yrs. wk. exp. in landscape maintenance supervision OR Associate degree in Horticulture or closely related field + 4 yrs. wk. exp. in landscape maintenance, incl. 2 yrs. in a supervisory capacity OR a Masters degree in Horticulture or closely related field + 1 yr. supervisory wk. exp. in landscape maintenance. Exp. in design, installation and maintenance of irrigation systems and turf management highly desired. Transcripts, valid driv. lic., background investigation and pre-employment medical screen, incl. Supervised drug screen required. Apply before 2 PM, Fri., Nov. 11, 1994 to the City of Savannah Human Resources Dept., 132 E. Broughton St., 5th Floor, Savannah, GA 31401. An Equal Opportunity Employer. 11/95

MAINTENANCE MANAGERS & SUPERVISORS:

One of the nation's largest and fastest growing full service landscape companies has an immediate need for experienced maintenance managers and superintendents, as well as entry level maintenance supervisors in the Midwest, Southwest, Mid-Atlantic, Northeast and Southeast states. The company seeks energetic, team oriented college graduates with proven leadership, communication and interpersonal skills. The company offers full-time positions, excellent advancement opportunities and exceptional compensation and benefits with an industry leader celebrating 54 years of uncompromising customer service. For immediate confidential consideration, please send or fax your resume to: The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9630, EOE 11/94

MANAGEMENT AND TEAM LEADERS Full service rapidly growing landscape company requires team leaders to help manage the expansion. Successful candidates have the combination of a formal education and experience needed to implement new ideas and accept management responsibilities. Full time positions with competitive salary, benefit package and pay for performance incentive bonus plan. Positions available in the following departments-- Landscape Management, Design/Build, Water Management and Golf Course Construction. Interested candidates should send their resume, salary history and cover letter to: Eastern Land Management, Inc., 113 Canal Street, Shelton, CT 06484. 11/94

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. Also hiring Supervisory trainees. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. Fax 408-437-1817. 1/95

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is seeking supervisors and superintendents for its Arizona operation. Successful candidates will be career minded individuals who are able to make decisions, are self-motivated, organized, and have excellent customer service skills. College degree in horticulture or related field a big plus. EOE. Send resume to: Environmental Care, Inc., 2902 East Illini, Phoenix, Arizona 85040. Attn: Bill Rademacher. 11/94

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LANDSCAPE MANAGEMENT
Call Bill Smith: 216-891-2670
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216-826-2865

HELP WANTED

GROUNDS MANAGEMENT SALES: Central N.J. area, Background in sales to corporate clientele. Strong motivation, proven sales experience. Must be articulate, organized, aggressive. Duties: prospecting, estimating, sales. Send resume. Control Services, 737 New Durham Road, Edison, NJ 08817. Fax (908)548-4359. 12/94

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PRODUCTION/OPERATIONS MANAGER: One of Atlanta's leading full service landscape management companies has an immediate need for experienced commercial maintenance managers. Environmental Design Group was established in 1978 and is one of the largest firms in the region. We seek a candidate with a great eye for detail and strong organizational and leadership skills. We provide a stable environment, formal training and competitive salary and benefits. Please fax (404)242-1745 or send resume to EDG, Huamn Resources Dept., P.O. Box 1302, Norcross, GA 30091. EOE/Drug Free Workplace. 11/94

KEY LEADERSHIP POSITION: Atlanta based Lifescapes, Inc. is searching for a team oriented grounds maintenance production manager. Creative and aggressive decision making and an understanding of *Total Quality Principles* a must. We seek someone with a college degree, goal orientation, and experience with leading people. Our award winning design/build firm offers challenging career opportunities with excellent pay, incentive program, retirement plan, and many other benefits in a positive, growth oriented corporate culture. Send resume in confidence to: Bret Bowlin, Lifescapes, Inc., 6202 Hickory Flat Highway, Canton, Georgia 30115. 11/94

OPERATIONS MANAGER: St. Louis based Lawn/Landscape Maintenance Company has opening for individual with 3 years experience managing department w/over \$1.5M sales. Must possess strong agronomic knowledge, excellent supervisory skills and customer service abilities. Send resume to: PO Box 3208, St. Louis, MO 63130. EOE. Drug Free Workplace. 11/94

Key positions available with an expanding full-service award winning landscape operation in Cleveland, Ohio. Designer, Salesperson, Supervisor and Branch Manager opportunities. Send resume to: Yardmaster, Inc., Landscape Architects & Contractors, 1447 North Ridge Road, Painesville, Ohio 44077, Phone (216)951-9100, Fax (216)357-1624. 12/94

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MAINTENANCE COORDINATOR: Northern IL Design/build Co. seeking hands on person to coordinate all aspects of landscape maintenance dept. Hort. degree or similar a must & working knowledge of all maintenance operations, disease & pest control. Send resume: Maintenance Coordinator, Van Zelst, Inc. P.O. Box 250, Wadsworth, IL, (708)623-3580. 11/94

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WANTED

WANTED: Old SPYDER forklifts and/or forklift frames. Mobile Lift Parts, Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. (800)397-7509. 12/94

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FOR SALE

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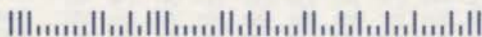
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CITY _____
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TELEPHONE (_____) _____

FAX NUMBER (_____) _____

HAVE A SALES REP CALL ME 18 (A)

101	118	135	152	169	186	203	220	237	254	271	288	305	322
102	119	136	153	170	187	204	221	238	255	272	289	306	323
103	120	137	154	171	188	205	222	239	256	273	290	307	324
104	121	138	155	172	189	206	223	240	257	274	291	308	325
105	122	139	156	173	190	207	224	241	258	275	292	309	326
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108	125	142	159	176	193	210	227	244	261	278	295	312	329
109	126	143	160	177	194	211	228	245	262	279	296	313	330
110	127	144	161	178	195	212	229	246	263	280	297	314	331
111	128	145	162	179	196	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
113	130	147	164	181	198	215	232	249	266	283	300	317	334
114	131	148	165	182	199	216	233	250	267	284	301	318	335
115	132	149	166	183	200	217	234	251	268	285	302	319	336
116	133	150	167	184	201	218	235	252	269	286	303	320	337
117	134	151	168	185	202	219	236	253	270	287	304	321	338

LANDSCAPE MANAGEMENT

NOVEMBER 1994
This card is void
after January 15, 1995

1. BUSINESS & INDUSTRY

MY PRIMARY BUSINESS AT THIS LOCATION IS:
(PLEASE MARK ONLY ONE IN EITHER A, B OR C)

A. Landscaping/Ground Care at one of the following types of facilities:

- 01 0005 Golf courses
02 0010 Sports Complexes
03 0015 Parks
04 0025 Schools, colleges, & universities
05 Other type of facility (please specify) _____

B. Contractors/Service Companies/Consultants:

- 06 0105 Landscape contractors (installation & maintenance)
07 0110 Lawn care service companies
08 0112 Custom chemical applicators
09 0135 Extension agents/consultants for horticulture
10 Other contractor or service (please specify) _____

C. Suppliers:

- 11 0205 Sod growers
12 Other supplier (specify) _____

Which of the following best describes your title:
(mark only one)

- 13 10 EXECUTIVE/ADMINISTRATOR
14 20 MANAGER/SUPERINTENDENT
15 30 GOVERNMENT OFFICIAL
16 40 SPECIALIST
17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: YES NO

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NAME _____
TITLE _____
FIRM _____
ADDRESS _____
CITY _____
STATE _____ ZIP _____

TELEPHONE (_____) _____

FAX NUMBER (_____) _____

HAVE A SALES REP CALL ME 18 (A)

101	118	135	152	169	186	203	220	237	254	271	288	305	322
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105	122	139	156	173	190	207	224	241	258	275	292	309	326
106	123	140	157	174	191	208	225	242	259	276	293	310	327
107	124	141	158	175	192	209	226	243	260	277	294	311	328
108	125	142	159	176	193	210	227	244	261	278	295	312	329
109	126	143	160	177	194	211	228	245	262	279	296	313	330
110	127	144	161	178	195	212	229	246	263	280	297	314	331
111	128	145	162	179	196	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
113	130	147	164	181	198	215	232	249	266	283	300	317	334
114	131	148	165	182	199	216	233	250	267	284	301	318	335
115	132	149	166	183	200	217	234	251	268	285	302	319	336
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07 0110 Lawn care service companies
08 0112 Custom chemical applicators
09 0135 Extension agents/consultants for horticulture
10 Other contractor or service (please specify) _____

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14 20 MANAGER/SUPERINTENDENT
15 30 GOVERNMENT OFFICIAL
16 40 SPECIALIST
17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: YES NO

Signature: _____ Date: _____

NAME _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____
 STATE _____ ZIP _____

TELEPHONE (_____) _____
 FAX NUMBER (_____) _____

HAVE A SALES REP CALL ME 18 (A)

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104	121	138	155	172	189	206	223	240	257	274	291	308	325
105	122	139	156	173	190	207	224	241	258	275	292	309	326
106	123	140	157	174	191	208	225	242	259	276	293	310	327
107	124	141	158	175	192	209	226	243	260	277	294	311	328
108	125	142	159	176	193	210	227	244	261	278	295	312	329
109	126	143	160	177	194	211	228	245	262	279	296	313	330
110	127	144	161	178	195	212	229	246	263	280	297	314	331
111	128	145	162	179	196	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
113	130	147	164	181	198	215	232	249	266	283	300	317	334
114	131	148	165	182	199	216	233	250	267	284	301	318	335
115	132	149	166	183	200	217	234	251	268	285	302	319	336
116	133	150	167	184	201	218	235	252	269	286	303	320	337
117	134	151	168	185	202	219	236	253	270	287	304	321	338

LANDSCAPE MANAGEMENT

NOVEMBER 1994
 This card is void
 after January 15, 1995

1. BUSINESS & INDUSTRY

MY PRIMARY BUSINESS AT THIS LOCATION IS:
 (PLEASE MARK ONLY ONE IN EITHER A, B OR C)

A. Landscaping/Ground Care at one of the following types of facilities:

- 01 0005 Golf courses
- 02 0010 Sports Complexes
- 03 0015 Parks
- 04 0025 Schools, colleges, & universities
- 05 Other type of facility (please specify) _____

B. Contractors/Service Companies/Consultants:

- 06 0105 Landscape contractors (installation & maintenance)
- 07 0110 Lawn care service companies
- 08 0112 Custom chemical applicators
- 09 0135 Extension agents/consultants for horticulture
- 10 Other contractor or service (please specify) _____

C. Suppliers:

- 11 0205 Sod growers
- 12 Other supplier (specify) _____

Which of the following best describes your title:
 (mark only one)

- 13 10 EXECUTIVE/ADMINISTRATOR
- 14 20 MANAGER/SUPERINTENDENT
- 15 30 GOVERNMENT OFFICIAL
- 16 40 SPECIALIST
- 17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: YES NO

Signature: _____ Date: _____



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