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In the 1993 NTEP trials, *Cutter* ranked number 1 out of 123 entries in mean turfgrass quality and is proving to be one of the best perennial ryegrass varieties ever developed.

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Circle No. 126 on Reader Inquiry Card

ON GOLF GREENS...

"Diagnostic Turfgrass Management for Golf Greens," written by Tom Mascaro, is available for \$130.95 from

Turfgrass Products Publications, 4740 N.E. 12th Ave., Oakland Park, FL 33334. The text includes 106 color photographs. Section 1 illustrates how to perform analytical tests on greens. Section 2 outlines how to monitor and treat greens. A 525-page workbook is included.

PHOTO REFERENCE...

The 1995-96 "Garden Plant Book" is the Flower Council of Holland's latest addition to its popular list of full-color photo reference guides. The handy 92-page guide to 394 garden plants is priced at \$9.95, including shipping and handling. To order, send check or money order to: Public Relations Marketing, Holland Plants Dept., P.O. Box 749, Glenwood Landing, NY 11547.

FOR NEW BUSINESSMEN...The Associated Landscape Contractors of America

INFO-CENTER

Literature and videos for the green industry

offers "Guide to Developing a Landscape Maintenance Business" for \$75 (\$50 to members). The book contains 19 chapters on topics like customer service, total quality principles, banks and banking, financing your business, pricing, estimating, costing and equipment purchasing. To order, remit payment, plus \$5 shipping and handling, to: ALCA, 12200 Sunrise Valley Dr., Suite 150, Reston, VA 22091.

PESTICIDE USE...Reports on pesticide use in the U.S. are now available from the National Center for Food and Agricultural Policy. The 537-page National Data Report is \$125, and the 280-page National Summary Report is \$30. State reports, ranging from 10 to 50 pages, are also available for \$20 each. Send check or money order payable to NCFAP, 1616 P Street NW, Suite 400, Washington, DC 20036. If

you are ordering a state report, be sure to note which state(s) you wish.

SAFETY VIDEO...

Progress Products is selling a safety training video on plant installation. Topics on the 31-minute video are hole size and depth, soil preparation, soil drainage, planting techniques, tree staking and more. Cost is \$64.95 including shipping and handling. To order, send check, MasterCard or Visa number, or purchase order to Progress Products, P.O. Box 29018, Thornton, CO 80229, or phone the company at (303) 289-7740.

MORE ON SAFETY...It only costs \$10 to obtain a copy of the "Groundskeepers Safety Guide," a handy 4- by 6-inch, 80-page booklet from the Canadian Centre for Occupational Health and Safety, Canada's authoritative source for health and safety information. The book contains information on recognizing workplace hazards, safe work practices and use of personal protective equipment. To order, contact the organization's customer service department at (800) 668-4284.

ENVIRONMENTAL DESIGN...The American Society of Golf Course Architects has developed a document that provides objective information on the environmental impact of well-designed golf courses. According to the ASGCA, it is a "must" for municipal officials, greens committee chairs, superintendents and course owners and managers. To order a copy, send a \$10 check payable to ASGCA Foundation to: ASGCA, 221 N. LaSalle St., Chicago, IL 60601.

DEEP-TINE PRIMER...Emrex, North American distributor for Verti-Drain products, has produced a free informational booklet on aeration: "Deep-Tine Aeration: How, When, Why and Where To Do It Properly." To obtain your copy, write Emrex, Box 1349, Kingston, PA 18704 or telephone (717) 288-9360.

FULL-COLOR DISEASES...The first full-color book on diseases of annuals and perennials is now available from Ball Publishing. It contains 494 color photos, 11 reference tables and 166 annuals identified by scientific and common names. For more information, U.S. residents should telephone (800) 456-5380; outside the U.S., telephone (708) 208-9089.

GREEN INDUSTRY EVENTS

SEPTEMBER

1-Oct. 14: Certificate in Club Operations and Golf & Country Club Management, Pan Pacific Glenmarie Resort, Kuala Lumpur, Malaysia. Phone: (011) 603-443-7000.

5-7: Sports, Amenities & Landscaping Trades Exhibition, Royal Windsor (England) Racecourse. Phone: (011) 44-01954-230710.

7-8: Southwest Horticultural Trade Show, Phoenix (Ariz.) Civic Plaza. Phone: (602) 966-1610.

9: Nebraska Lawn & Garden Open House, University of Nebraska John Seaton Anderson Turf & Ornamental Research Facility, Ithaca, Neb. Phone: Amy Greving, (402) 472-2584.

10-12: International Garden & Leisure Exhibition, Exhibition House, London, England. Phone: (011) 0181-855-9201.

11-12: Legislative Leadership Conference, sponsored by American Association of Nurserymen, Washington, DC. (By invitation only.)

12-13: California Turf & Landscape Research Conference & Field Days, University of California-Riverside. Phone: Susan Denney, (909) 787-4430.

13: Hampton Roads Field Day, Hampton Roads Ag Research Center, Virginia Beach, Va. Phone: (804) 363-3906.

13-15: National Urban Forestry Conference, Marriott Marquis, New York. Phone: Peter Frank, (518) 457-7370.

14-16: International Plant Propagators' Society Western Region annual conference, Red Lion Columbia River Hotel, Portland, Ore. Phone: (503) 283-2111.

14-17: Florida Nursery & Allied Trades Show, Stouffer Orlando Renaissance Resort. Phone: (404) 955-8977.

17-19: World Fertilizer Conference, Hyatt Regency Chicago. Phone: (202) 675-8250.

19: "Perspectives on the Landscape: Trees" seminar, Cold Spring Harbor Laboratory, Long Island, N.Y. Phone: (516) 366-0048.

19-21: Virginia Tech Turf and Landscape Field Days, Blacksburg, Va. Phone: David Chalmers, (703) 231-9738.

20: PLCAA Regional Workshop on Customer Service and Risk Communication, Shilo Inn, Portland, Ore. Phone: (800) 458-3466.

20: Landscape Expo, sponsored by Landscape Contractors Association MD/DC/VA, Howard County Fairgrounds, West Friendship, Md. Phone: (301) 948-0810.

21-22: Shigo Tree Seminar, Turf Valley Hotel and Country Club, Ellicott City, Md. Phone: John Kirkland, (503) 254-0482.

26-28: International Construction and Utility Equipment Exposition, Kentucky Fair and Exposition Center, Louisville. Phone: (414) 633-4500.

26-29: How Washington Works, The Washington (D.C.) Campus. Phone: (202) 234-4446.

27: PLCAA Regional Workshop on Customer Service and Risk Communication, Sheraton Hotel, Columbia, S.C. Phone: (800) 458-3466.

30-Oct. 5: International Bedding Plant Conference, San Jose, Calif. Phone: (800) 647-7742.

PRODUCT REVIEW

Narrow aerator has higher crankshaft speed

Verti-Drain's new model 205.150 turf aerator is powerful and compact. Its working width is 60 inches, small enough to easily maneuver within and treat hard-to-reach turf areas.



The 205.150 can penetrate to a maximum soil depth of 16 inches, and its specially-designed gearbox provides a better connection to the tractor and a higher crankshaft speed; a creeper is not always necessary.

"This is an ideal machine for football fields, golf courses, municipalities and other places where there are narrow gates or bridge entrances," says Charles Otto, head of Emrex, Verti-Drain's North American distributor.

Circle No. 191 on Reader Inquiry Card

View colorful plants on CD ROM database

Green Thumb Software's new Pro Series Database for CD-ROM contains cultural information on 2,300 plants along with 2,500 color photographs of plants. It also contains detailed plant descriptions and an audio botanical plant name pronunciation guide.

System requirements: IBM-compatible 386SX minimum, Microsoft Windows 3.1, 8 MB of RAM, CD-ROM drive, VGA graphics (SVGA recommended), and a mouse.

Circle No. 192 on Reader Inquiry Card

All-purpose spray machine compact and lightweight, for many turf/ornamental jobs

The Lady Bug is an all-purpose turf and ornamental spray machine that performs a wide variety of jobs, from turf and ornamental applications to large tree spraying.

Turf spraying can be done with a front-mounted breakaway boom, for coverage between three and 15 feet. There are a wide range of gallons-per-thousand square feet application rates, which can be attained by changing nozzles, pressure or speed of spray.

The machine can be carried on a small, lightweight trailer, or wheeled onto the back of a pickup with ramps.



The rear wheel can be removed to allow for quick engine checks, and the front tilts down to allow inspection of hydro units, belts or battery.

The Lady Bug's many features include single-hand steering, a boom control pedal, hydrostatic, variable-speed control, and liquid-filled pressure gauge.

Circle No. 193 on Reader Inquiry Card

Riding mower runs cool, offers high productivity, more profits

Scag says it has designed exceptional value into its STHM Hydro Rider for more productivity, more performance and more profitability.

The high-capacity, hydro cooling system features a 13-quart nylon reservoir and heavy-duty cooling radiator for cooler running, resistance to contamination and longer component life.

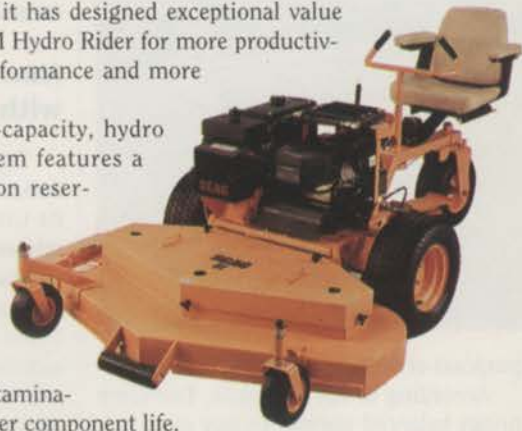
The drive system is simple and straightforward, and features a durable pump/motor drive system for smooth, even power to both wheels, with single, pedal control.

Circle No. 194 on Reader Inquiry Card

Insecticide labeled for fast knock-down on commercial and multi-family sites

Tempo insecticide from Bayer is now registered for use around business and office complexes, shopping complexes, multi-family residential complexes, airports, cemeteries, parks, playgrounds, athletic fields and other landscape turfgrass.

continued on page 34



PRODUCTS from page 33

"The new registration enables lawn and landscape professionals to use Tempo on ornamentals and most turf sites," says Steve Chaney, Bayer turf and ornamental product manager.

Tempo was previously registered only for hown lawns and landscapes.

Tempo is an advanced generation pyrethroid that controls a broad spectrum of turf and ornamental pests. It is characterized by fast knockdown, low dosage rates, long residual control and no phytotoxicity. When used at the recommended label rates, Tempo controls pests in outdoor landscaped areas as well as recreational turf.

Circle No. 195 on Reader Inquiry Card

Heat or cool golf greens with underground system

The Turf-Temp system from BioTherm Hydronic, Inc., is a network of water-heated tubing installed beneath golf greens for



purposes of heating or cooling.

According to the company, TurfTemp brings balanced warmth to turf roots better than sunlight. The warmer roots will result in hardier and healthier turfgrass, with less maintenance requirements.

Estimated costs for the TurfTemp warming system are based on square footage required and geographical location, and range between \$3.65-\$4.10 per sq. ft. To add cooling capabilities, add \$1 to the square foot price.

TurfTemp has been installed at the Palos Verdes Golf Club in Southern California, and the Pebble Beach Golf Links.

Circle No. 196 on Reader Inquiry Card

Plow/trencher blade for job-site flexibility

Vermeer's LM-42 walk-along plow/trencher features an adjustable blade on the vibratory plow, to provide operators with more flexibility and versatility on the job site.



The vibratory plow attachment features a shaker box that delivers 10,000 lbs. of force to the plow for more efficient plowing and increased productivity.

The LM-42 features adjustable plow blades in lengths from 12 feet to 30 feet.

Vermeer's plow centering springs hold the vibratory attachment in place when in the raised transport position, to increase the machine's stability and reduce the potential for operator accidents.

Circle No. 197 on Reader Inquiry Card

New software compatible with existing system

Trims Software International has designed a Microsoft Windows version of its Grounds Management Software, to be released in October.

Standard features will include: budget and expense tracking; inventory and purchase orders, equipment maintenance scheduling, chemical and fertilizer reporting, personnel and labor activity and weather data.

Trims for Windows is a completely new product that is data file and keystroke compatible with Trims for DOS. This compatibility allows existing Trims users to move easily to Trims for Windows without having to learn a new system or repeat existing data.

Features include standard Windows Graphical User Interface, pull-down menus, on-screen report preview, multi-tasking, context sensitive help, dazzling color graphs and Multi-User capability.

Circle No. 198 on Reader Inquiry Card

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Every month the Market Showcase offers the readers of Landscape Management a complete and up-to-date section of the products and services you're looking for. Check it out every month, or you might miss out.

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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 more than 50 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 8/95

LANDSCAPE MANAGER Moon Site Management has positions open for qualified career oriented managers. We are seeking people knowledgeable in either the northern New Jersey or Washington-Baltimore area. These positions are top level management overseeing all sales and operations within the territory. Responsibilities include sales growth, budgets, estimating, quality control, staffing, client interaction and profitability in the territory. This is an excellent opportunity for an aggressively motivated individual who is looking to make their mark with a well established growth oriented firm. Please forward your resume with references to Moon Site Management, Inc., P.O. Box 482, Yardley, PA 19067, Attn: H. Shannon Wilson. 8/95

GROW WITH US. Rapidly growing, quality oriented landscape maintenance/construction company seeks Division Manager and territorial superintendents to oversee six to eight landscape maintenance crews and provide customer relations and sales functions. Midwesterners preferred. For confidential consideration, send resume with salary history to Panoramic Landscape Management Co., Human Resources, 1470 Industrial Dr., Itasca, IL 60143. 708/285-0300. 8/95

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AUGUST 1995
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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: _____

LANDSCAPE MANAGEMENT

AUGUST 1995
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after October 15, 1995

1. BUSINESS & INDUSTRY

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LANDSCAPE MANAGEMENT each month: YES NO

Signature: _____ Date: _____

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

TELEPHONE (_____) _____
 FAX NUMBER (_____) _____

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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
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

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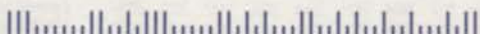
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IS ONE TO BUG A CUSTOMER.



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Keeping customers' lawns insect pest free is what Dursban* insecticide is all about. Not only is it a dependable and economical broad spectrum insecticide,

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