

EQUIPMENT FOR SALE

**TRUCKCRAFT**



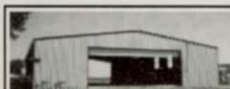
**PICKUP INSERT DUMPER**

For FREE brochure, call toll free 24 hr.

1-800-755-3867

WE SHIP NATIONWIDE

MICELLANEOUS



50 x 75 x 12  
**\$10,129**

Build it yourself and save MONEY 5,000 sizes, all bolt-together ALL STEEL BUILDINGS. Call today for a price quote and a brochure.

**HERITAGE BUILDING SYSTEMS**  
800-643-5555

BUSINESS OPPORTUNITIES

**BUILD A LARGE LAWN CARE BUSINESS ON THE GREENEST GRASS IN TOWN**

We'll show you how with Our "Ecology Friendly" system. Superior marketing and state of the art computer system.

For information, call **NUTRI-LAWN**  
Larry Maydonik ☎ 1-800-396-6096

GOLF COURSE MARKETPLACE

**TURBO TURF HYDRO SEEDING SYSTEMS**



- ☑ Seed-mulch-fertilize
- ☑ Faster germination
- ☑ Lower seeding costs
- ☑ 1 man operation
- ☑ No messy straw
- ☑ Units start @ \$1295

FOR A FREE HYDRO SEEDING INFO PACK CALL

**BADGER ASSOCIATES**

1108 THIRD AVE. NEW BRIGHTON PA 15066  
800-822-3437

For Advertising Information  
Contact Dan Hoke at  
216-891-2762

**YOUR BEST INVESTMENT DOWN THE LINE**

THE L-2 UNDERGROUND PIPE LAYER



- Lays pipe or cable
- Simple, efficient all mechanical drive
- Rugged yet compact and highly maneuverable
- 850 lbs. on rubber tracks provide for minimal lawn damage
- Reliable, consistent performance in a low maintenance machine
- Operator training provided
- 16 hp. Kohler magnum engine
- Boring attachment available

**LINE WARD**

CORPORATION

157 SENECA CREEK ROAD  
BUFFALO, NY 14224 • 716 675-7373  
FAX 716 674-5334 • 800 816-9621

**Let Classifieds Work for You!**

**LANDSCAPE**  
*management*

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.

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:**  
DAN HOKE, 216-891-2762, 1-800-225-4569, (ext. 762), Fax 216-826-2865

SERVICES

**Build Your Business**

with repeat and referral business by using refrigerator magnets! 1000 magnets only \$219.00. No set up charge, free 2nd color.

Many other imprinted items under \$1.00. Free catalog!  
**Summit Promotional Products**  
1-800-835-8819

FOR SALE

**Creative curb**

Concrete Curb & Landscape Border Equipment



Create Beautiful Concrete Borders & Curbs for Less than Half the Cost of Conventional Methods!

- Add on to your services/profits
- Low maintenance/easy to use
- Self-propelled, electric or gas powered
- Create various shapes and sizes
- Durable curbing is freeze/thaw tolerant

23362 Madero Rd., Suite E • Mission Viejo, CA 92691  
(714) 587-8488 • (800) 292-3488 • FAX: (714) 587-9680



Know your soil pH in seconds!

**Kelway HB-2**

Professional soil acidity & moisture tester

- Big, easy-to-read dial.
- Low cost.
- Portable
- Built for long-lasting use!

Tells you when to lime.

Now, read your soil pH in seconds with KELWAY HB-2 acidity tester. Learn on-the-job whether to add lime and how much. No batteries. No reagents. No chemicals. Just insert KELWAY soil tester in moist soil. Professionally designed for growers. KELWAY tester gives direct acidity and moisture readings. Contact your local distributor or write for FREE informative literature today.

**Kel Instruments Co., Inc., Dept. N**  
P.O. Box 54, Wyckoff, NJ 07481



## FOR SALE

### COMMERCIAL INSURANCE FOR LAWN CARE FIRMS "GREEN INDUSTRY SPECIALISTS"

M.F.P. Insurance Agency is dedicated to providing comprehensive insurance programs to the Green Industry at competitive prices. We back up this dedication with a staff of professionals who understand every facet of your business, from marketing to customer service. We know how to properly insure your company whether you're a sole proprietor or a multi-state operation.

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.

1-800-886-2398  
FAX: 614-221-2203

**M.F.P. Insurance Agency, Inc.**  
50 West Broad Street, Suite 3200  
Columbus, OH 43215-5917

Circle No. 301 on Reader Inquiry Card

### PEST CONTROL COMPANIES FOR SALE

Missouri.....	Gross: \$299,000.00
NE Georgia.....	Gross: 185,000.00
East Georgia.....	Gross: 540,000.00
Central Georgia.....	Gross: 88,000.00
Brevard County, FL.....	Gross: 360,000.00
Charlotte County, FL.....	Gross: 575,000.00
Clay County, FL.....	Gross: 510,000.00
Hillsborough, FL.....	Gross: 170,000.00
Pinellas County, FL.....	Gross: 212,000.00
Pinellas County, FL.....	Gross: 110,000.00

I have several qualified buyers ready to buy in various areas. If you are considering selling?...Call me today!

I work confidentially, but very hard to find the best deal for you, and will always endeavor to protect the seller from his employees and his competitor's knowledge of the impending sale.

All Calls Are Confidential.

**PREFERRED BUSINESS BROKERS**  
Jay Hollon, PCO, Licensed Broker  
800-633-5153 • 941-858-4185

### FOR SALE

Landscape maint. co. servicing  
S.E. FL for over 20 yrs.  
\$800,000 + gross extensive inventory,  
owner relocating, serious inquiries only:  
**Landscape, P.O. Box 1853,  
Pompano Beach, FL 33061**

### LET YOUR MOWER DO ALL THE WORK!



**Introducing the "BARREL CADDY" by KENCO**  
Designed by a commercial landscaper assures proven savings & productivity.

#### GUARANTEED OR MONEY BACK

Time is money—The "BARREL CADDY" saves the average landscaper approximately 1 hr/day. No more physically transporting grass catchers and heavy dumping barrels to and from the truck. Mount the BARREL CADDY to any commercial walk behind mower and let it transport excess grass clippings.

- Heavy Duty Steel Cage Construction
- Heavy Duty Plastic Receptable Bin
- Fit Kits available for every walk behind
- Easy rubber latch removal
- Kits available for front exhaust mowers

**BUY DIRECT**  
**\$179.95**

1-800-327-5044

INTRODUCTORY OFFER SHIPPING INCLUDED LIMITED TIME ONLY  
Credit Cards Accepted

### BUSINESS FOR SALE

Well established **LAWN, LANDSCAPE, IRRIGATION, UNDERGROUND DOGFENCE CO.** in Balt./Wash/ D.C. area. Turnkey operation with prime location office and warehouse property lease/buy option. Est. 1984 with \$million/yr in sales. Year round income, computerized, with annual service contracts. Well maintained fleet of trucks and equipment. Owner retiring. Serious/confidential inquiries write to **L.L.L., P.O. Box 3942, Crofton, Md 21114.**

### FOR SALE

**Landscape Co. in Santa Cruz, California**

- ♦ Garden All Year Long
- ♦ Landscape Construction & Maint.
- ♦ Routes ♦ Profitable
- ♦ Turnkey Operation

Call (408) 475-8608

### TWO-WAY RADIO SALES & SERVICE

RITRON • JOBCOM  
MOTOROLA • RADIUS • SPIRIT  
**708-429-0234**

**ON-SITE COMMUNICATIONS**  
17347 Oleander Ave, Tinley Park, IL 60477  
FAST TURNAROUND - 90-DAY WARRANTY

### FREE 1996 MKI LANDSCAPERS SUPERSTORE CATALOG

**Buy Direct & Save!**

Engines, Equipment, Parts & Accessories.  
Call Mohawk Industries 800-724-2229 for your free catalog.  
Up to 90 Day Terms.  
Trimmer Line • Filters • Tires • Blades • Belts  
Safety Supplies • Hand-tools • Blowers • Pulleys • Much More

## REPRINTS

- 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

## LANDSCAPE management

**ADVANSTAR MARKETING SERVICES**  
1-800-736-3665  
216-891-2742  
FAX: 216-891-2727

### NEW PUBLICATION!

## Containment System Design:



Chemical Storage,  
Mixing and Recycling

by *Fredric R. Haskett*  
Item #668 \$74.95

Find out how to prepare your company for the scrutiny of government regulators. Learn how your operation can comply with new regulations. Understand the legal implications of compliance versus noncompliance. Discover the difference between the cost of recycling finished product residues and the cost of disposal.

**Call 1-800-598-6008**

Outside the U.S. call 216-826-2839

**Advanstar Marketing Services**

7500 Old Oak Blvd. • Cleveland, OH 44130

Price subject to change

CODE: 949511



HELP WANTED

**Landscape Production/  
Division Manager**

Well-established, full-service company seeks ambitious, quality oriented person for scheduling, managing men and equipment, purchasing and maintaining quality of landscape maintenance division. Excellent working conditions, wages, benefit package. The salary ranges for these positions are based on experience:

PRODUCTION MANAGER \$27,000 to \$33,000  
DIVISION MANAGER \$33,000 to \$67,000

Mid-western candidates preferred. For confidential consideration, send resume with salary history to Panoramic Landscape Management, Inc., Human Resources, 1470 Industrial Drive, Itasca, IL 60143, (708) 285-0300.

**LANDSCAPE MAINTENANCE MANAGER**

Well established, full service, high end residential firm located in Northern Virginia has a position for a self motivated, detail oriented person with clear communication skills. Successful candidate must have proven leadership skills, ability to manage all facets of day to day landscape maintenance operation, capable of supervising multiple crews and job estimating. Generous compensation package and great working environment. Salary 37,000 to 42,000. For confidential consideration, please send resume to:

**Wheat's Lawn and  
Custom Landscape**  
P.O. Box 6152  
McClean, VA 22106  
or fax to (703) 641-4792

**LANDSCAPE MANAGER**

South Florida based, Landscape company is seeking a professional landscape manager. The successful candidate will have a degree in Horticulture, a minimum of five years experience in landscape installation and maintenance. Above average leadership, marketing and organization skills. We offer a competitive salary plus bonus, Medical and Retirement. If you meet the requirements for the position and would like to live in South Florida, send resume, salary history and references in confidence to:

LM Box 518

**MAINTENANCE SUPERVISORS** The Brickman Group, Ltd., one of the nation's largest and fastest growing full service landscape companies, has an immediate need in principal cities east of the Mississippi for maintenance supervisors with 2-5 years experience. Brickman seeks energetic, team oriented college graduates with proven leadership, communication and interpersonal skills. Brickman offers full-time positions, excellent advancement opportunities and exceptional compensation and benefits with an industry leader building on a 56-year tradition of uncompromising customer service. For immediate confidential consideration, please send or fax your resume with an indication of your geographic preferences and willingness to relocate to: **The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9630, EOE.** 6/96

**Landscape Maintenance Foreman - KT Enterprises, Inc.**, a large Northern VA landscaping firm, is currently seeking highly qualified individuals to supervise within our commercial maintenance division. Candidates must have strong supervisory skills, solid horticulture background, CDL licensing and certified pesticide applicator license. Excellent wages, complete benefit package, 401(k) retirement plan and unlimited advancement. Submit resume with salary history to: Human Resources Department, 4001 Westfax Drive, Chantilly, VA 22021. (703)222-0449, fax (703)222-0578. EEO/AAP 6/96

**SALES/MARKETING REP**

Philadelphia/Princeton based landscape firm seeks marketing professionals. Successful candidates will be involved in client development and promotion of grounds maintenance services. Directly responsible for estimating, bidding and selling of services. Good growth potential for the right persons. We offer an excellent benefit package, including salary, commission, health benefits, 401(k), etc.

Qualified candidates should have a horticultural related degree, and/or a good knowledge of the landscape industry. Production and sales experience preferred. Strong organizational, interpersonal, and communication skills are required.

Please send or fax resume to:

**Pennink Arrimour, Inc.**  
1965 Byberry Road  
Huntingdon Valley, PA 19006  
Fax: (215) 659-9317

**GREENTREE, INC.** a leading Commercial Landscape Management Company in the Southeast, is seeking highly qualified, motivated people for supervision in Maintenance and Seasonal Color. Candidate must be organized, exhibit strong supervisory skills and have solid knowledge of southeast region landscape management, and/or Seasonal Color.

GREENTREE OFFERS TOP INDUSTRY SALARY, BENEFIT PACKAGE, 401K AND GROWTH OPPORTUNITIES IN GEORGIA, FLORIDA, TENNESSEE AND THE CAROLINAS.

Submit resume with salary history to:

Human Resources  
**GREENTREE, INC.**  
1640 Roadhaven Drive  
Stone Mountain, GA 30083  
Tel: (770) 938-8080  
Fax: (770) 934-0919

EOE & Drug free workplace

**LAWNCARE - LANDSCAPE  
MANGEMENT  
IMMEDIATE OPENING**

We are a highly successful, national "lawnscaper" company seeking the right manager to develop our Florida business. Resumes will be considered from Florida C.P.O. license holders only. This position is a long term, corporate growth opportunity for an aggressive, creative, problem solving career seeker with a record of success in Florida.

- Salary will be based on your record and immediate value to us.
- Industry leading benefits package.
- Corporate growth potential excellent.
- Operate from your city in Florida - no relocation.

Submit resumé and salary expectations to:  
LM Box 517

**Grounds Maintenance  
and Enhancement  
Supervisors & Managers**

Become a part of one of Maryland and Virginia's fastest growing team 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.

Positions are full-time with exceptional compensation, benefits, and advancement opportunities. Mail or fax your resumé today to: **Tom Davis, Bozzuto Landscaping Company, 15127 Marlboro Pike, Upper Marlboro, MD 20774, Fax No.: 301-627-7011.**

**LANDSCAPE  
management**

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: Dan Hoke, **LANDSCAPE MANAGEMENT**, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2762. Fax Number 216-826-2865.

BOX NUMBER REPLIES: Mail box number replies to: **LANDSCAPE MANAGEMENT**, Classified Ad Department, LM Box #, 131 W. First St., Duluth, MN 55802. Please include box number in address.

HELP WANTED

**American Nurseryman  
Landscape Manager**

**Landscape Career Opportunities**

Rapidly expanding national landscape firm has immediate opportunities for aggressive, highly motivated professionals with proven track records to develop our landscape and maintenance agenda in MD, VA, NC, SC, GA. EOE.

**Landscape Manager and Foreman  
Landscape Sales  
Maintenance Manager and Foreman**

Send resume in confidence to:

**Director of Human Resources  
LM Box 516**

**LANDSCAPE ESTIMATOR/PROJECT MANAGER**

Leading, well established, full-service landscape firm in San Antonio, Texas has a new position for an experienced landscape construction estimator/project manager position. This position is responsible to estimate job cost, oversee construction phase, and be contact person to deal with large general contractors and individual clients. Landscape Architect Degree and irrigation estimating experience a plus. This position requires someone that is articulate, organized and confident. Excellent compensation package/benefits. For immediate confidential consideration, please send resume to: **Grounds Control, Inc. Corporate Office, 10038 Iota Dr., San Antonio, Texas 78217 or fax to (210) 599-8128.**

**LANDSCAPE POSITION  
AVAILABLE**

**SEASONAL COLOR SPECIALIST** to develop & implement an annual/perennial color program for large commercial sites including design and planting. Strong horticultural or floricultural background and experience with annuals and perennials needed. Advancement opportunities.

Send resume to: **ENVIRONMENTAL CARE, INC.**  
825 MABURY ROAD, SAN JOSE, CA 95133



## HELP WANTED

**SWINGLE TREE COMPANY** Entering our 50th year! We provide an entrepreneurial work environment where performance and individuality is rewarded. **Pruning Dept. Manager** Creative leadership position with full management control. State of the art facility, equipment and best arborists in region. Min. 5 yrs. experience pruning and supervisory. College degree helpful, but not necessary. \$32,000-42,000, salary + bonus. **PHC Field Supervisor** 2-4 year related degree or a minimum of 2-3 years experience in ornamental insect diagnosis/recommendations. A good communicator with ability to train and supervise production crews. \$25,000-35,000, salary + bonus. Benefits include: health, dental, disability, profit sharing, vacation, and Success sharing Bonus plans. Send or Fax resume w/ref. and salary requirements to: Swingle Tree Company, 8585 E. Warren Ave., Denver, CO 80231, Attn: Tom Tolkacz. 6/96

Fastest Growing Company in Southern Florida seeks Management and Supervisory Personnel for Pest Control, Lawn, and Termite Control. Excellent growth potential. Full benefits package. All replies strictly confidential. Send resume to: P.O. Box 7011, West Palm Beach, FL 33405-7011. 12/96

## 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: LF01X7, 101 Harrison Street, Archbald, PA 18403. 6/96

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. For information contact Golf Course Operations/Landscape Technology Dept., Western Texas College, Synder, TX 79549. 12/96

## EQUIPMENT FINANCING

**FINANCE** your new or used **EQUIPMENT** through **LEASING**. Advantages include: no down payment, \$1,000 and up, tax deductible, flexible terms, start-up financing available, sales/lease back possible. Call TRIDENT Leasing 1-800-305-3464 or FAX 412-325-3466. 6/96

## EQUIPMENT FOR SALE

**SPYDERS**- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, and Kohler engines & 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, Crystal Lake, IL 60012. (800)397-7509, FAX (815)455-7366. 12/96

## LEASE FINANCING

**LEASE** any type equipment for your business. Call AmeriNet Financial (216)543-3800. 12/96

## FOR SALE

1987 GMC W-4 Truck w/Minnesota Wanner Split Stainless Steel Tank. 650/200 gallon - Hech Agitation both tanks, Wanner D-25 pump, low miles, new paint, \$18,000. 1985 F-600 w/Graham Spray Body - 1150 GAL tank w/100 GAL Torpedo, Bean 20/20 pump, low miles, new paint, \$14,000. Pictures can be provided upon request, call for details (610) 436-5098. 6/96

**BUCKET TRUCK:** Hi Ranger 65', 57', 50'. Sky-workers 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. 12/96

**HOWARD 180 HYDRO** Lawn mower diesel, power steering. Low hrs. Cuts 15 acres an hr. Ready for the season. Excellent cond. (313)464-8440 6/96

**GROUND MAINTENANCE FIRM** Upper Midwest based year around ground maintenance firm specializing in large contracted property maintenance, mowing, pruning, weed and feed, and snow removal. Revenues exceed \$2MM. Experienced staff in place. Outstanding reputation, offers turnkey opportunity with established client base. Reply to LM Box 519. 8/96

**1987 3/4 TON GMC VAN** with 300 gal. tank plus 30 gal. saddle tank. Has a fiberglass bulkhead & floor in the spray compartment. Runs great. Needs body work. Asking \$7,900. Call 708/932-8839 & ask for Jerry. 8/96

## FRANCHISE OPPORTUNITIES

**FRANCHISE OPPORTUNITY HELP!!** WE HAVE MORE CUSTOMERS THAN LOCATIONS TO SERVE THEM. **NaturaLawn of America**, the leader in organic-based lawn care, has franchises available nationwide. Positioned to take advantage to the increasing demand for environmentally friendly lawn care, NaturaLawn of America offers proven, innovative advertising and marketing strategies, very competitive pricing on our exclusive products, on-going training and operational support, protected territories and more. Call 800-989-5444. 6/96

## WHOLESALE DISTRIBUTOR

Needed to market environmentally friendly, liquid, slow-release fertilizer products direct from manufacturer. Ken Franke, P.O. Box 123, Plato, MN 55370; 800-832-9635. 10/96

*Send Blind Box Replies to:*

Landscape Management  
Classified Ad Dept.  
131 W. First St.  
Duluth, MN 55802-2065

*(Please include box number in address)*

# LANDSCAPE management

## MARKET SHOWCASE CLASSIFIED ADVERTISING

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.

ISSUES	CLOSING DATES
August 1996	7/8
September 1996	8/8
October 1996	9/6
November 1996	10/8
December 1996	11/6

*(Please call Sales Rep to confirm dates.)*

### SEND AD COPY WITH PREPAYMENT TO:

Dan Hoke, **LANDSCAPE MANAGEMENT**, 7500 Old Oak Blvd., Cleveland, OH 44310.  
For more information call: 1-800-225-4569 or 216-891-2762, Fax: 216-826-2865.



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

**LANDSCAPE**  
*management*

**JUNE 1996**

*This card is void  
after September 15, 1996*

NAME \_\_\_\_\_  
TITLE \_\_\_\_\_  
FIRM \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month:  Yes  no

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

1. MY PRIMARY BUSINESS AT THIS LOCATION IS: (check only ONE in either A, B or C)

A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:

- |   |  |
|---|--|
| 01 <input type="checkbox"/> 05 Golf Courses   | 08 <input type="checkbox"/> 40 Private/Public Estates & Museums                            |
| 02 <input type="checkbox"/> 10 Sport Complexes  | 09 <input type="checkbox"/> 45 Condominiums/Apartments/Housing Developments/Hotels/Resorts |
| 03 <input type="checkbox"/> 15 Parks  | 10 <input type="checkbox"/> 50 Cemeteries/Memorial Gardens                                 |
| 04 <input type="checkbox"/> 20 Rights-Of-Way, Maintenance for<br>Highways Railroads & Utilities | 11 <input type="checkbox"/> 55 Hospital/Health Care Institutions                           |
| 05 <input type="checkbox"/> 25 Schools, Colleges & Universities                                 | 12 <input type="checkbox"/> 60 Military Installations & Prisons                            |
| 06 <input type="checkbox"/> 30 Industrial & Office Parks/Plants                                 | 13 <input type="checkbox"/> 65 Airports  |
| 07 <input type="checkbox"/> 35 Shopping Centers, Plazas & Malls                                 | 14 <input type="checkbox"/> 70 Multiple Government/Municipal Facilities                    |
|   | 15 <input type="checkbox"/> Other (please specify) _____                                   |

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- |  |   |
|--|---|
| 16 <input type="checkbox"/> 105 Landscape Contractors (Installation & Maintenance) | 20 <input type="checkbox"/> 125 Landscape Architects                          |
| 17 <input type="checkbox"/> 110 Lawn Care Service Companies                        | 21 <input type="checkbox"/> 130 Land Reclamation & Erosion Control            |
| 18 <input type="checkbox"/> 112 Custom Chemical Applicators (Ground & Air)         | 22 <input type="checkbox"/> 135 Extension Agents/Consultants for Horticulture |
| 19 <input type="checkbox"/> 120 Tree Service Companies/Arborists                   | 23 <input type="checkbox"/> 140 Irrigation Contractors                        |
|  | 24 <input type="checkbox"/> Other Contractor or Service _____                 |

C. SUPPLIERS:

- 25  210 Sod Growers, Turf Seed Growers & Nurseries  
26  215 Dealers, Distributors, Formulators & Brokers  
27  220 Manufacturers

2. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR TITLE? (check ONE only)

- 28  10 EXECUTIVE/ADMINISTRATOR: President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant  
29  20 MANAGER/SUPERINTENDENT: Arborist, Architect, Landscape/Ground Manager, Superintendent, Foreman, Supervisor  
30  30 GOVERNMENT OFFICIAL: Government Commissioner, Agent, Other Government Official  
31  40 SPECIALIST: Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist  
32  50 OTHER TITLED AND NON-TITLED PERSONNEL: (please specify) \_\_\_\_\_

3. SERVICES PERFORMED: (check ALL that apply)

- |  |   |
|--|---|
| 33 <input type="checkbox"/> A Mowing               | 41 <input type="checkbox"/> I Landscape/Golf Design             |
| 34 <input type="checkbox"/> B Turf Insect Control  | 42 <input type="checkbox"/> J Turf Weed Control                 |
| 35 <input type="checkbox"/> C Tree Care            | 43 <input type="checkbox"/> K Paving, Deck & Patio Installation |
| 36 <input type="checkbox"/> D Turf Aeration        | 44 <input type="checkbox"/> L Pond/Lake Care                    |
| 37 <input type="checkbox"/> E Irrigation Services  | 45 <input type="checkbox"/> M Landscape Installation            |
| 38 <input type="checkbox"/> F Turf Fertilization   | 46 <input type="checkbox"/> N Snow Removal                      |
| 39 <input type="checkbox"/> G Turf Disease Control | 47 <input type="checkbox"/> O Other (please specify) _____      |
| 40 <input type="checkbox"/> H Ornamental Care      |   |

4. WHAT IS YOUR ANNUAL BUDGET FOR EQUIPMENT, CHEMICALS, SUPPLIES? (please check one)

- |   |   |
|---|---|
| 48 <input type="checkbox"/> 1 Less than \$50,000  | 51 <input type="checkbox"/> 4 \$250,001-500,000   |
| 49 <input type="checkbox"/> 2 \$50,000-\$100,000  | 52 <input type="checkbox"/> 5 More than \$500,000 |
| 50 <input type="checkbox"/> 3 \$100,001-\$250,000 |   |

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





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



NO POSTAGE  
NECESSARY  
IF MAILED  
IN THE  
UNITED STATES

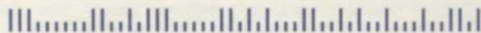
## BUSINESS REPLY MAIL

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

## JUNE 1996

This card is void  
after September 15, 1996

NAME \_\_\_\_\_  
TITLE \_\_\_\_\_  
FIRM \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_

HAVE A SALES REP CALL ME 18  (A)

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month:  Yes  no

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

1. MY PRIMARY BUSINESS AT THIS LOCATION IS: (check only ONE in either A, B or C)

- A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:**
- |  |  |
|--|--|
| 01 <input type="checkbox"/> 05 Golf Courses  | 08 <input type="checkbox"/> 40 Private/Public Estates & Museums                            |
| 02 <input type="checkbox"/> 10 Sport Complexes   | 09 <input type="checkbox"/> 45 Condominiums/Apartments/Housing Developments/Hotels/Resorts |
| 03 <input type="checkbox"/> 15 Parks   | 10 <input type="checkbox"/> 50 Cemeteries/Memorial Gardens                                 |
| 04 <input type="checkbox"/> 20 Rights-Of-Way, Maintenance for Highways Railroads & Utilities | 11 <input type="checkbox"/> 55 Hospital/Health Care Institutions                           |
| 05 <input type="checkbox"/> 25 Schools, Colleges & Universities                              | 12 <input type="checkbox"/> 60 Military Installations & Prisons                            |
| 06 <input type="checkbox"/> 30 Industrial & Office Parks/Plants                              | 13 <input type="checkbox"/> 65 Airports  |
| 07 <input type="checkbox"/> 35 Shopping Centers, Plazas & Malls                              | 14 <input type="checkbox"/> 70 Multiple Government/Municipal Facilities                    |
|  | 15 <input type="checkbox"/> Other (please specify) _____                                   |

**B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:**

- |  |   |
|--|---|
| 16 <input type="checkbox"/> 105 Landscape Contractors (Installation & Maintenance) | 20 <input type="checkbox"/> 125 Landscape Architects                          |
| 17 <input type="checkbox"/> 110 Lawn Care Service Companies                        | 21 <input type="checkbox"/> 130 Land Reclamation & Erosion Control            |
| 18 <input type="checkbox"/> 112 Custom Chemical Applicators (Ground & Air)         | 22 <input type="checkbox"/> 135 Extension Agents/Consultants for Horticulture |
| 19 <input type="checkbox"/> 120 Tree Service Companies/Arborists                   | 23 <input type="checkbox"/> 140 Irrigation Contractors                        |
|  | 24 <input type="checkbox"/> Other Contractor or Service _____                 |

**C. SUPPLIERS:**

- 25  210 Sod Growers, Turf Seed Growers & Nurseries  
26  215 Dealers, Distributors, Formulators & Brokers  
27  220 Manufacturers

2. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR TITLE? (check ONE only)

- 28  10 EXECUTIVE/ADMINISTRATOR: President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant  
29  20 MANAGER/SUPERINTENDENT: Arborist, Architect, Landscape/Ground Manager, Superintendent, Foreman, Supervisor  
30  30 GOVERNMENT OFFICIAL: Government Commissioner, Agent, Other Government Official  
31  40 SPECIALIST: Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist  
32  50 OTHER TITLED AND NON-TITLED PERSONNEL: (please specify) \_\_\_\_\_

3. SERVICES PERFORMED: (check ALL that apply)

- |  |   |
|--|---|
| 33 <input type="checkbox"/> A Mowing               | 41 <input type="checkbox"/> I Landscape/Golf Design             |
| 34 <input type="checkbox"/> B Turf Insect Control  | 42 <input type="checkbox"/> J Turf Weed Control                 |
| 35 <input type="checkbox"/> C Tree Care            | 43 <input type="checkbox"/> K Paving, Deck & Patio Installation |
| 36 <input type="checkbox"/> D Turf Aeration        | 44 <input type="checkbox"/> L Pond/Lake Care                    |
| 37 <input type="checkbox"/> E Irrigation Services  | 45 <input type="checkbox"/> M Landscape Installation            |
| 38 <input type="checkbox"/> F Turf Fertilization   | 46 <input type="checkbox"/> N Snow Removal                      |
| 39 <input type="checkbox"/> G Turf Disease Control | 47 <input type="checkbox"/> O Other (please specify) _____      |
| 40 <input type="checkbox"/> H Ornamental Care      |   |

4. WHAT IS YOUR ANNUAL BUDGET FOR EQUIPMENT, CHEMICALS, SUPPLIES? (please check one)

- 48  1 Less than \$50,000  
49  2 \$50,000-\$100,000  
50  3 \$100,001-\$250,000  
51  4 \$250,001-500,000  
52  5 More than \$500,000

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





# Terra® Thalonil™ Test Results.

Only one thing matters when it comes to fungicides. Results. And Thalonil™ delivers top results. In university trials, Thalonil performed as good as, or better than, the competition. Research shows Thalonil sticks, protects and has superior

handling characteristics. Use Thalonil for dollar spot, leafspot, brown patch, snow mold, algae scum and many other diseases. You'll get the performance you need from Thalonil. The proof is in the results.



# Terra® Thalonil™ Top Results.

Since Thalonil's™ introduction, turf professionals have used it with confidence, knowing they'll get the results they need. Today, Thalonil is the choice for excellent disease control in turf. Results still don't lie. Thalonil works in tests and in turf management programs.



**Results Don't Lie.**



Terra International, Inc.  
P.O. Box 6000  
Sioux City, Iowa 51102  
1-800-831-1002

*Always read and follow label directions. Trial results summary available upon written request.*

Circle No. 123 on Reader Inquiry Card