

# 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 ADVERTISING INFORMATION AND AD PLACEMENT, CONTACT:**

Dan Hoke, 216-891-2762  
1-800-225-4569 (ext. 762)  
Fax 216-826-2865

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.

Send blind box replies to: Landscape Management, 131 W. First St., Duluth, MN 55802 (Include box number in address.)

**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

**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**

**FOR SALE**

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

**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

**PEST CONTROL COMPANIES FOR SALE**

NE Georgia.....	Gross: 185,000.00
Florida.....	<b>SOLD</b> Gross: 4,000,000.00 Plus
Broward County, FL.....	Gross: 110,000.00
Central Florida.....	Gross: 1,200,000.00
Charlotte County, FL.....	Gross: 500,000.00
Clay County, FL.....	Gross: 170,000.00
Dade County, FL.....	<b>SOLD</b> Gross: 2,000,000.00
Manatee County, FL.....	<b>SOLD</b> Gross: 180,000.00
Martin County, FL.....	<b>SOLD</b> Gross: 220,000.00
Pinellas County, FL.....	<b>SOLD</b> Gross: 100,000.00

Are you considering selling? Do you know what your business should sell for? Where do you find "qualified" buyers? We will work confidentially, but very hard to find the best deal for you.

**If your Lawn Spray Company grosses \$30,000 to \$30,000,000.00, we can sell it for you!**

All Calls Are Confidential.

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

**Landscape Company  
For Sale**

San Francisco Bay Area, Calif.

Reputable & profitable landscape maintenance company for sale in re-emerging high growth area of northern California. 18 year establishment record with solid accounts and a staff to manage. Yearly income approaching \$1 million with good profits. An excellent opportunity for a "step into" occupation consisting of a great salary, a reasonable loan payback and additional corporate earnings.

For information, write to:  
LandCo, 836 B-Southampton Rd #257,  
Benicia, CA 94510

**LET YOUR MOWER  
DO ALL THE WORK!**



**Introducing the "BARREL CADDY"**

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  
VISA Accepted

**Classified  
Advertising in  
LANDSCAPE  
MANAGEMENT  
is**

- EASY
- EFFECTIVE  
and
- ECONOMICAL

**Reserve Ad Space  
in The Next Issue by calling**

**Dan Hoke:  
216-891-2762**

**EQUIPMENT FOR SALE**

**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

**SOFTWARE**

**TRIMS for Windows**

*The World's Most Popular Grounds Management Software is now available for Microsoft Windows.*

**TRIMS for Windows Includes:**

- Budgets & Expenses Tracking
- Inventory & Purchase Orders
- Personnel & Labor Activity Records
- Equipment Maint. & Work Orders
- Chemical & Fertilizer Records
- Irrigation & Weather
- Fuel Reporting
- Event Scheduling
- TRIMS DrawView for site plans

TRIMS Software International  
3110 N. 19th Ave. - Suite 190  
Phoenix, AZ 85015

For More Information Call:  
(800) 608 -7467 or (602) 277 - 0067

**MISCELLANEOUS**



**30'x40'x10'**  
**\$4,459**

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**

**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

Reserve Ad Space in the next issue of

**Landscape Management**

Call Dan Hoke:  
216-891-2763

or fax your copy to him at

216-826-2865

**EDUCATIONAL OPPORTUNITIES**

**Become a CERTIFIED TURFGRASS PROFESSIONAL**

Train at home; master up-to-date turfgrass management practices and procedures. Covers 14 topics for all regions of U.S. Certification by The University of Georgia and PLCAA.



Contact Karen Bishop,  
1-800-542-8097, UGA,  
Georgia Center, 191,  
Athens, GA 30602-3603, for a brochure.

Circle No. 302 on Reader Inquiry Card

**Learn LANDSCAPING**

**TRAIN AT HOME** for an exciting hobby or profitable career. Start your own spare or full time contracting business, work in the garden/nursery field or landscape your own property - we show you how. Diploma awarded. **FREE BROCHURE** describes opportunities. No salesmen. 1047

Write or call today! 1-800-328-9221

Lifetime Career Schools, LF0136  
101 Harrison St., Archbald, PA 18403

Accredited Member, Distance Education & Training Council



Subscription Info? Call 800-346-0085, ext 477

**LANDSCAPE management**

**GOLF COURSE MARKETPLACE**

**FOR SALE**

**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

Reach over 21,000 key market decision makers in the new

**Landscape Management GOLF COURSE MARKETPLACE**

Call Dan Hoke at 800-225-4569 ext. 762 or reach him by fax 216-826-2865.

**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 **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, 131 W. 1st St., Duluth, MN 55802-2065. Please include box number in address.

## HELP WANTED

### "A REAL OPPORTUNITY TO GROW"

OUR COMMITMENT TO EXCELLENCE IN THE LANDSCAPE INDUSTRY HAS RESULTED IN AN OVERWHELMING DEMAND FOR OUR SERVICES.

OUR GROUP IS HARD WORKING, TALENTED, AND UNDERSTANDS QUALITY AND CUSTOMER SERVICE.

IF YOU SHARE OUR VALUES, CONSIDER BEING A PART OF OUR FUTURE.

For additional information call:  
1-800-548-6063

FAX your resume to  
908-548-4359  
Attn: Personnel Dept.



**CONTROL**  
ENVIRONMENTAL SERVICES

**FLORAPERSONNEL, INC.** In our second decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 2180 W. State Rd. 434, Suite 6152, Longwood, FL 32779-5013. PHONE (407)682-5151. FAX 682-2318. 12/96

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

**LANDSCAPE FOREMAN** opportunity with well-established, full-service Florida firm. Seeking experienced, self-motivated individual with strong interpersonal, communication and technical skills. Enjoy South Florida's tropical lifestyle while working in an excellent environment with strong growth potential and competitive salary and benefits package. Minimum 3-5 yrs experience in lawn maintenance supervision. Send resume to **Stiles Landscape Service Co., 1080 SW 12th Avenue, Pompano Beach, FL 33069** or fax to (954)783-1980. Equal Opportunity Employer. 3/96

### PROJECT MANAGER/ARCHITECT

Leading, well established, full service, landscape company located in Atlanta, GA has a position for an experienced Project/Installation Mgr. to coordinate and manage high-end residential and commercial landscape installation projects. Position is responsible for managing project installations from start to finish; scheduling; client contact; and employee management. Must be a professional with good communication skills. Landscape Architect/design background a plus. BS in Landscape Management/Design or related field required. Competitive salary, comprehensive benefits package, bonus program, etc.

Send Resume to: Project Manager; 4497 Windsor Oaks Drive; Marietta, GA 30066.

### 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.

### FLORICULTURE MANAGER

Come join one of the leading award winning landscape companies in North Carolina. We need a floriculture manager with a minimum of 5+ years experience. This exciting position located in Raleigh and the Research Triangle Area, is responsible for all floriculture in the commercial grounds management division of an established 20 year old firm. The applicants must have good computer skills, production/management experience, sales ability, and a college degree in floriculture or related fields. We offer competitive salary and excellent benefits.

Send resume to:

Bland Landscaping Co., Inc., P.O. Box 727, Apex, NC 270502 or fax to 919-387-0690.

**Atlantic Plantscapes Opportunities:** We are currently seeking key people to work interior and/or exterior. We offer competitive salary, excellent benefits and unlimited opportunities in our: Richmond, VA; Hampton Road, Virginia Beach, VA; and Research Triangle, Raleigh, NC offices. Please call, fax or mail us a resume. Atlantic Plantscapes, 1400B Nowell Rd., Raleigh, NC 26717. Phone 919-233-2930. Fax 919-233-2941. 5/96

**Harder Tree and Landscape Service**, a 74 year old full service tree and landscape company is seeking qualified individuals for the following positions:

- ☐ **Tree care sales**, must have 5 yrs. experience in residential tree sales. Knowledge of integrated pest management a plus.
- ☐ **Landscape Architect/designer**, must possess strong organizational and communication skills. Landscape architecture or horticultural degree desired.
- ☐ **Landscape maintenance manager/supervisor**, Minimum 5 yrs. experience in turf management, strong supervisory skills needed. Competitive salary and benefits based on experience.

Send or fax resume to:

**HARDER TREE AND LANDSCAPE SERVICE**  
63 Jerusalem Av., Hempstead, NY 11550  
Fax: 516-481-8846 EOE

### Grounds Maintenance and Enhancement Supervisors & Managers

Become a part of one of Washington'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 résumé today to: **Tom Davis**, Bozzuto Landscaping Company, 15127 Marlboro Pike, Upper Marlboro, MD 20774, Fax No.: 301-627-7011.

### LAWN CARE SPECIALIST

Lucky Lawn Service, Inc. is seeking an individual who is self-motivated, dependable, hardworking and is serious about making a career in lawn care. This person must be able to communicate with customers, sell our program, do paperwork and be safety conscious. A college degree and/or turfgrass knowledge would be helpful but is not necessary. We offer competitive wages and benefits. Call or send resume to:

Resume, P.O. Box 1153, Enterprise, AL 36331,  
1-334-347-8873



Send Blind Box Replies to:  
**PIT & QUARRY**  
Classified Advertising,  
131 W. First St.,  
Duluth, MN 55802  
(Please include box number in address.)

## BUSINESS FOR SALE

**COMPLETE NURSERY, RETAIL SALES and MAINTENANCE BUSINESS** in PIEDMONT, NORTH CAROLINA... HIGH GROWTH RETIREMENT and RESORT AREA. On busy highway. Thriving and growing. Owner will stay for transition. Call John McKeithen, Gouger, O'Neal & Saunders, Inc., 800-672-2228 or 910-692-2696. 3/96

## BUSINESS OPPORTUNITIES

**FREE! LAWN AND PEST CONTROL SURVIVAL CATALOG.** Non-Compete Agreements, Equipment Assignment, Office Forms, Contracts, Sales Letters. **A+BB** 1505 S.E. Elm St., High Springs, Florida 32643. Voice-24HRS. 1-800-308-4522 ext. 3 12/96

## CONSULTING SERVICES

**LANDSCAPE MANAGEMENT CONSULTING** A growing firm requires experienced leadership and management, even though current size may prohibit the cost of hiring a full time senior-level manager. Provide your company with a resource for needed improvements in the areas of training, budgeting, field performance, estimating, and personnel morale and motivation. Utilizing our experience reduces costs substantially, and enhances profitability. T. D. Morland/HBMC (608) 832-6401 3/96

## 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

## 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

## FOR SALE

**FERTILIZER UNIT-**Need to sell ASAP. Less than 100 hrs. on unit. Honda 5.5 engine, 300 ft. Synflex hose w/Chemlawn gun, electric hose reel, jet agitation, two hundred gallon tank. Asking \$2,850.00. (Chicago Area) 219-322-5296 4/96

**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

**Free Catalog** 150+ Pages of Mower Parts. Engines, Blades, Tires and Tons of other Turf Supplies! Call Toll Free 24hrs 1-800-428-8004. Our 11th Year! 3/96

## LEASE FINANCING

**LEASE** any type equipment for your business. Call AmeriNet Financial (216)543-3800. 3/96

## 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

## FOR SALE OR LEASE

**For Sale or Lease:** Nursery Greenhouse, Landscaping - Central Wisconsin, Est. 1983 - High potential. Owner will help finance if nec. **Phone** 715-823-6540 **Fax** 715-823-6191. 4/96

Reserve Ad Space  
in the next issue of  
**Landscape  
Management**

Call Dan Hoke:  
216-891-2763

or fax your copy to him at  
216-826-2865

### The Benefits Of CLASSIFIED ADVERTISING...

**IMPACT** - Command immediate attention and get fast action with the dynamics of classified advertising!

**EXPOSURE** - Reach highly-targeted, market-specific business professionals, industry experts and prospects.

**VALUE** - Select from a variety of classified display options to meet specific needs on a timely basis cost-effectively.

**RESULTS** - Generate sales leads, maintain market presence, conduct market testing, promote existing lines, introduce new products and services, or recruit the best - bottom-line, classifieds offer you an excellent return on investment!

  
**ADVANSTAR**  
MARKETING SERVICES  
A Division of Advanstar Communications Inc.  
7500 OLD OAK BLVD.,  
CLEVELAND, OH 44130

## LANDSCAPE management

### MARKET SHOWCASE GOLF COURSE MARKETPLACE 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
May 1996	4/8
June 1996	5/8
July 1996	6/6
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*

**MARCH 1996**

*This card is void  
after May 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 Municipal 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.



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# LANDSCAPE management

ADVANSTAR COMMUNICATIONS INC  
PO BOX 5054  
PITTSFIELD MA 01203-9697



# LANDSCAPE management

## MARCH 1996

This card is void  
after May 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 Municipal 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) \_\_\_\_\_

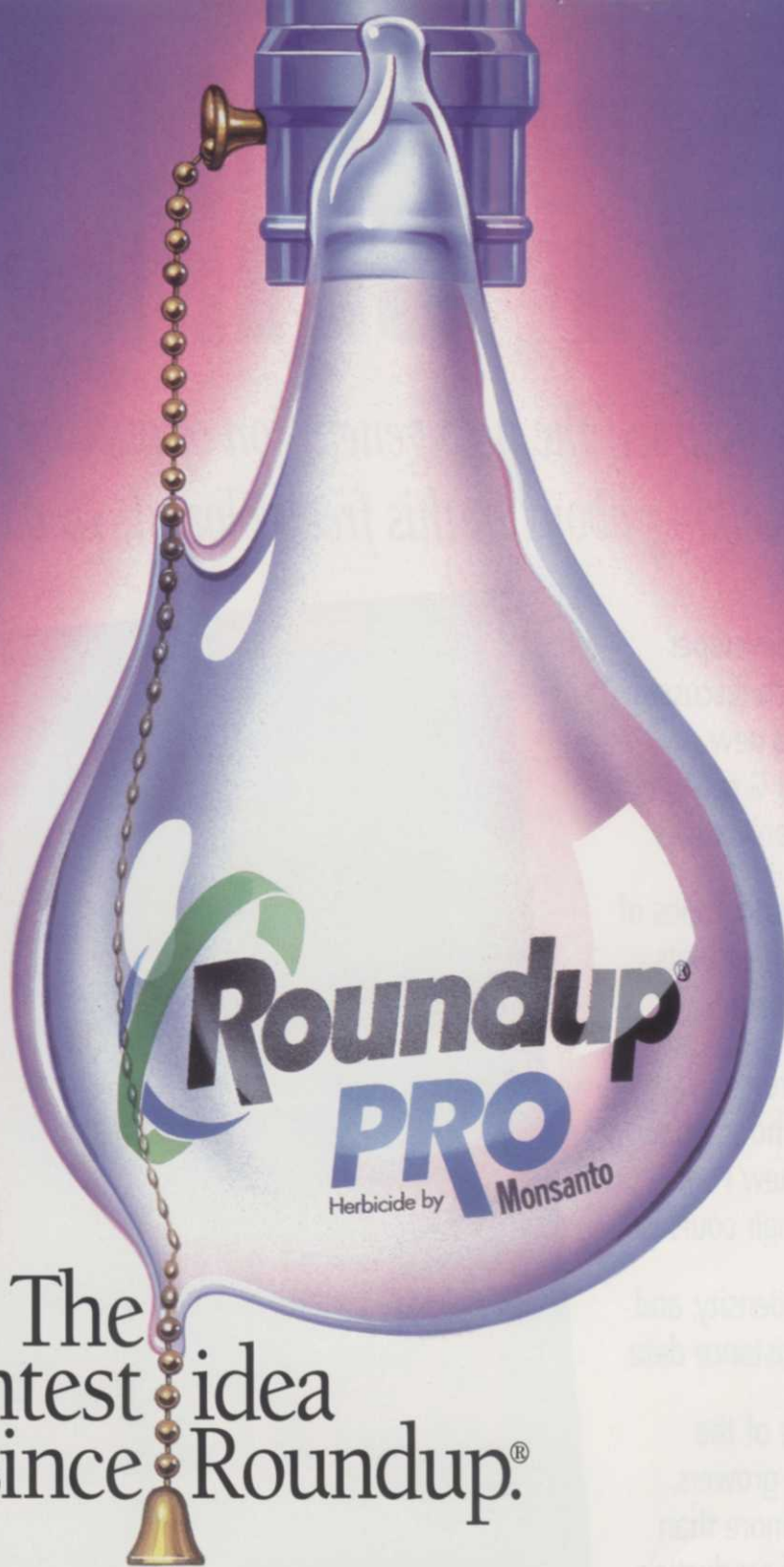
3. SERVICES PERFORMED: (check ALL that apply)

- |  |   |
|--|---|
| 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    51  4 \$250,001-500,000  
49  2 \$50,000-\$100,000    52  5 More than \$500,000  
50  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



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