

LANDSCAPE
management

November 1997

This void after January 15, 1998

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE (____) _____ FAX (____) _____
 INTERNET/E-MAIL ADDRESS _____

I would like to receive (continue receiving) **LANDSCAPE MANAGEMENT** free each month: Yes No

Signature: _____ Date: _____

Fill in ovals as shown: ●

- 1. My primary business at this location is: (fill in ONE only)**
- 01 250 **GOLF COURSES** (Also fill in questions #3 & #4)
 - 02 255 Landscape Contractors (Installation and maintenance)
 - 03 260 Lawn Care Service Companies
 - 04 265 Custom Chemical Applicators (ground and air)
 - 05 270 Tree Service Companies/Arborists
 - 06 275 Landscape Architects
 - 07 280 Land Reclamation and Erosion Control
 - 08 285 Irrigation Contractors
 Other (please specify) _____
 - 09 290 Sports Complexes
 - 10 295 Parks
 - 11 300 Right-of-Way Maintenance for Highways, Railroads or Utilities
 - 12 305 Schools, Colleges, Universities
 - 13 310 Industrial or Office Parks/Plants
 - 14 315 Shopping Centers, Plazas or Malls
 - 15 320 Private/Public Estates or Museums
 - 16 325 Condos/Apartments/Housing Developments/Hotels/Resorts
 - 17 330 Cemeteries/Memorial Gardens
 - 18 335 Hospitals/Health Care Institutions
 - 19 340 Military Installations or Prisons
 - 20 345 Airports
 - 21 350 Multiple Government Municipal Facilities
 Other (please specify) _____
 - 22 355 Extension Agents/Consultants for Horticulture
 - 23 360 Sod Growers/Turf Seed Growers/Nurseries
 - 24 365 Dealers/Distributors/Formulators/Brokers
 - 25 370 Manufacturers
 Other (please specify) _____
- 2. Which of the following best describes your title? (fill in ONE only)**
- 26 10 **Executive/Administrator**- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
 - 27 20 **Manager/Superintendent**- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
 - 28 30 **Government Official**- Government Commissioner, Agent, Other Government Official
 - 29 40 **Specialist**- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
 - 30 50 **Other Titled and Non-Titled Personnel** (please specify) _____

3. Is your golf course:
 31 A Public 32 B Semi Private 33 C Private 34 D Hotel/Resort 35 E Municipal

4. If you work for a golf course, how many holes are on your grounds?
 36 1 9 37 2 18 38 3 27 39 4 36+

5. How many acres are maintained at your facility? _____

6. SERVICES PERFORMED (fill in ALL that apply)

- 40 A Mowing
- 41 B Turf Insect Control
- 42 C Tree Care
- 43 D Turf Aeration
- 44 E Irrigation Services
- 45 F Turf Fertilization
- 46 G Turf Disease Control
- 47 H Ornamental Care
- 48 I Landscape/Golf Design
- 49 J Turf Weed Control
- 50 K Paving, Deck & Patio Installation
- 51 L Pond/Lake Care
- 52 M Landscape Installation
- 53 N Snow Removal
- 54 O Other (please specify) _____

7a. Do you specify, purchase or influence the selection of landscape products?
 Yes No

7b. If yes, check which products you buy or specify: (fill in ALL that apply)

- 55 1 Aerators
- 56 2 Blowers
- 57 3 Chain Saws
- 58 4 Chipper-Shredders
- 59 5 De-icers
- 60 6 Fertilizers
- 61 7 Fungicides
- 62 8 Herbicides
- 63 9 Insecticides
- 64 10 Line Trimmers
- 65 11 Mowers (reel/rotary)
- 66 12 Snow Removal Equipment
- 67 13 Sprayers
- 68 14 Spreaders
- 69 15 Sweepers
- 70 16 Tractors
- 71 17 Truck Trailers/Attachments
- 72 18 Trucks
- 73 19 Turfseed
- 74 20 Utility Vehicles

8. Do you have a modem? Yes No

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



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- 29 40 Specialist- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
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- 41 B Turf Insect Control 46 G Turf Disease Control 51 L Pond/Lake Care
- 42 C Tree Care 47 H Ornamental Care 52 M Landscape Installation
- 43 D Turf Aeration 48 I Landscape/Golf Design 53 N Snow Removal
- 44 E Irrigation Services 49 J Turf Weed Control 54 O Other (please specify) _____

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- 56 2 Blowers 63 9 Insecticides 70 16 Tractors
- 57 3 Chain Saws 64 10 Line Trimmers 71 17 Truck Trailers/Attachments
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- 59 5 De-icers 66 12 Snow Removal Equipment 73 19 Turfseed
- 60 6 Fertilizers 67 13 Sprayers 74 20 Utility Vehicles
- 61 7 Fungicides 68 14 Spreaders

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107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
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112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316

Deere mid-frame snow blowers loaded

John Deere's two new mid-framed snow blowers come with lots of features. The 5-hp, 24-inch 524D and the 8-hp, 26-inch 826D have new control panels that put easy-to-use controls at operators' fingertips. An easy-to-adjust snow deflector controls the angle of discharged snow from the operator's station.

Powered by Tecumseh's "Snow King" four-cycle engines, the 524D and 826D also feature an 11-inch diameter serrated steel edge auger that chews through snow and ice for maximum performance.

Other features include a fingertip-controlled chute rotator that gives easy control of snow direction and a standard fuel filter which keeps foreign material out of the carburetor for trouble-free operation. Both models come standard with a six forward and two reverse speed transmission.

Circle No. 264



Schaeff built for tough tasks

The entire line of SKL models continues to offer hydrostatic drive which automatically adjusts draw bar pull and speed. Four-wheel drive via drive shaft to front axle along with infinitely variable speed controls forward and reverse, makes these machines easy to control.

The SKL 823 has 52 hp with 8600 lbs. operating weight and 0.8 cubic yards bucket capacity. The SKL 833 with 60 hp and 10,800 lbs. operating weight has a bucket capacity of 1.0 cubic yard.

For more information call Gill Herr at 972/554-6690 and tell him you read about the Schaeff wheel loaders in LM, or

Circle No. 265

Make fertigation easy

Strong injectors announces the availability of a pre-set automatic proportioning fertilizer injector. Units range in size from as small as one pint, all the way up to a large 55-gallon capacity injector. Over 75,000 units have been installed by irrigators who understand the advantages of fertigation.

The Add-It injectors have been designed for use with either drip/sub-surface, or conventional sprinkler irrigation systems. They can be used with any liquid fertilizer. Simple to install, easy to operate, require no outside power source. Call Strong at 916/652-1088, or

Circle No. 266



Schaeff Equipment offers joy stick control on its new SKL 823 and SKL 833 wheel loader/tool carrier models. "In addition we have added 20 percent more glass in the cab for increased operator visibility," says Gil Herr, president of HAMM, the U.S. distributor. "The machines continue to feature parallelogram linkage which keeps the bucket level with the ground, even at a maximum height."

A variety of buckets are available for these machines which makes them well suited for light construction, municipal, landscape and agricultural industries. The "quick-attach" feature for the attachments allow the operator to change attachments hydraulically without leaving the cab.

(Big Deal)
Tough cutting situations? Demanding standards? Our 325E articulates three 25" decks to deliver a precision 72" cut. Low, wide and stable so it handles extreme contours without compromise - without scalping. The best use the best. Why not you?
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The Boomer offers fingertip controls, high-capacity live hydraulics, and tight-turn SuperSteer FWD front axles. All are powered by 3-cylinder



diesels, have hydrostatic power steering and are equipped with wet-disc brakes.

The 25 (engine) hp Model 1530 is available with cruise control hydrostatic or 9X3 gear-drive transmission, 2WD and FWD SuperSteer front axles, and a swivel seat to view backhoe or other rear-implement operations.

The Model 1630 is powered by a 27.3-hp engine, the Model 1725 with a 29-hp diesel, and the Model 1925 with a 34-hp diesel.

Circle No.267

Irrigation software for flexible designs

Rain Bird's new computer-aided irrigation and landscape design software is called the RainCAD Suite. It uses the Microsoft Windows operating system, and is built to give the landscape or irrigation contractor more flexible, efficient and profitable designs.

RainCAD Suite uses "pull-down" menus and point-and-click icons to designate with specific plants, fill materials, sprinklers, controllers, control valves, quick couplers, backflow devices and isolation valves. The system also generates complete material takeoffs, estimates and proposals. Other elements of the package include a lighting and drainage design add-on module, IRRICALC-EZ, and irrigation scheduling and water management and a training CD-ROM.

For more information, call Linda White at Rain Bird Sales, Inc., 818/812-3630, and mention LM, or

Circle No. 271

New Mule runs at 20 hp

The Kawasaki Mule 2510 delivers the goods at 20 hp, and has a carrying capacity of 1300 pounds, says Kawasaki. The four-wheel drive vehicle uses Kawasaki's 617cc, four-stroke, V-twin cylinder engine with overhead valves to provide ample power for hauling up to 803 pounds in the tilt bed and towing up to 1200 pounds on the hitch. Liquid cooling keeps engine temperature consistent. The engine is rubber-mounted in an isolated frame to reduce noise and wear while maximizing rider comfort.

An electronic ignition system never needs adjustment. Cranks oil level dipstick, spin-on automotive-type oil filter and coolant and battery electrolyte level sight gauges. Dual air filters clean the air from the cab frame air intake system.

For more information, contact Kawasaki at 714/770-0400 and mention LANDSCAPE MANAGEMENT, or

Circle No.268

Smaller brush cutting blade for trimming

The Beaver Mini-Blade from Saw-Tech Industries, Oklahoma City, Okla., is perfect for the wide variety of trimming tasks landscape maintenance personnel face on a daily basis.

The Blade is made with a patented clutch designed to eliminate kickback. Each blade is tested at 133 percent of recommended operating speed. Chains are subjected to the same rigorous testing.

Each Beaver Blade is engineered from twin discs of 301 grade stainless steel. They've been laminated and spot welded to prevent harmonic fracturing. Beaver Blades have a wide-cutting chain that eliminates binding while running smoothly and efficiently. Easy to sharpen in the field, too, says the company.

For more information, call Saw-Tech at 800/443-0187, and say you 'saw' it in LANDSCAPE MANAGEMENT, or

Circle No. 270

New Spraying Systems valve

Spraying Systems Co. offers the 144P boom control valve for turf sprayers. It features improvements over previous versions being all stainless steel with Viton components and having a stronger coil. Contact Spraying Systems Co. at 630/665-500, or

Circle No. 269

Catch the rising star in the landscape maintenance industry.



If you're looking to increase the size of your lawn maintenance service, shoot for the stars and look at a U.S. Lawns franchise. Over the years, U.S. Lawns has become a shining example of what a professional landscape maintenance service should be. With the guidance of U.S. Lawns' team of professionals, we'll show you, step-by-step, how to grow your business, maximize efficiency and cut costs. You'll be recognized as a company with a growing reputation for getting the job done right the first time. For more information on becoming a U.S. Lawns franchisee, call us at 1-800-US LAWNs. And become part of an all-star team today.

Circle No. 108


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Circle No. 123

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LANDSCAPE *management*

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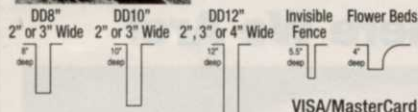
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LANDSCAPE GROUNDS SUPERVISOR: Allen Keesen Landscape, Inc. has an Immediate Opening for a Customer and Production-Oriented Individual in beautiful Colorado Springs, CO. Manage the Grounds Team at a 19 acre business facility on a campus setting. Qualifications should include: Customer Relations and People Skills, Experience in Turf and Plant Care, Knowledge of Irrigation Systems, Computers, Equipment Operation and Maintenance. Horticultural Degree and Field Experience required. Salary and Benefits Commensurate with Experience and Qualifications. If you are a Quality and Safety Conscious Team Leader send a resume to: **Allen Keesen Landscape, Inc., Attn: CM/LM, 2305 South Syracuse Way #4, Denver, CO 80231.** 11/97

FIELD OPERATIONS MANAGER MAINTENANCE DIVISION Are you aggressive with strong organizational and communicational skills and like challenges? Do you have 3 to 5 years experience running day-to-day field operations comprised of 75 employees or more? We are a well established full service landscape company looking for a field manager to oversee several areas supervisors and day-to-day field operations. Located in the Arizona's Greater Phoenix area, we have been in business over 23 years. If you are the right person for the job - we are offering a generous salary, company vehicle, health and dental insurance, 401 K with generous company match, and profit sharing. Our starting package is \$30,000 to \$45,000 depending on past success and experience. Please send your resume to 12629 North Tatum Blvd. Suite 236, Phoenix, AZ, 85032. 11/97

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LANDSCAPE CONSTRUCTION PRODUCTION MANAGER

A qualified individual is invited to join the staff of one of Chicagoland's premier landscape design, build and maintain firms. Qualifications required: Horticulture degree, minimum of 4 years field experience, strong leadership skills, working knowledge of zone 4 and 5 plant materials, operation of related equipment, ability to organize and train construction personnel, and to schedule and supervise daily operations of the residential and commercial construction division. Top wages and benefits. This opportunity offers the last level of advancement for a successful career in the landscape industry. Send detailed resume to:

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Looking for a very aggressive person with a minimum of 3 years experience in professional sales to develop commercial and residential design/build landscape clientele. This position would consist of client prospecting, professional presentations, and client follow-up. Experience and education in the landscape industry required. Excellent earning potential with a salary compensation package tied to performance. *Please send resume to:*

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ESTIMATOR Florida's Number One Commercial Landscape Contractor located in Orlando, Florida is looking for a motivated, growth oriented team member to help head up our estimating department. Strong math and computer skills necessary. E.O.E., D.F.W. FAX resume to Jim Oyler (407)886-6447 or call at (407)886-3103. 11/97

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HELP WANTED

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LAKE CITY COMMUNITY COLLEGE is seeking qualified candidates for an Irrigation Management Program Instructor/Coordinator (RE-ADVERTISED). Minimum requirements Bachelor's degree and two (2) years experience in irrigation design, installation and repair in golf/landscape industries. Salary Negotiable, based on degree and experience, plus benefits. Review of applications will begin on October 30, 1997. Position will remain open until filled. Applications should be submitted to: Human Resources Development, Lake City Community College, Route 19, Box 1030, Lake City, FL 32025-8703, (904)752-1822, Ext. 1314. VP/ADA/EO/EA College in Education and Employment. 11/97

Sales/Account Manager Challenging opportunity with a full-service firm for an aggressive person. Must have extensive background in sales and account management for commercial grounds maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, annual budgeting for clients, excellent job management skills, and a general working knowledge of all aspects of the grounds management industry. Positions available at our Mundelein and West Chicago offices. Send resume with salary history to: Tandem Landscape Company, 33w480 Fabyan Parkway, West Chicago, IL 60185 or fax to: Mark Sorrentino (630)232-6370. 12/97

BRANCH MANAGER Industry leader, award winning, full service firm in Chicago western suburbs seeks aggressive sale and client-oriented individual to be accountable for a multi-million dollar growing branch operation and be a part of the senior management team. Responsibilities include sales growth, budgets, estimating, bidding contracts, quality control, training and staff development, motivating sales staff, client interaction, operations management and branch profitability. Horticultural/business degree or similar a must, along with working knowledge of all grounds maintenance operations and proven leadership and sales record. This is an excellent career opportunity for an energetic, goals oriented, proven leader with 3-5 years experience as a branch manager and excellent interpersonal and communication skills. Send resumes with salary requirements and references to: **Tandem Landscape Company, 33w480 Fabyan Parkway, Suite 101, West Chicago, IL 60185 or fax to (630)232-6370, Attn: Mark Sorrentino.** 12/97

Landscape Architect/Designer Opportunity for a talented professional who possesses exceptional communication skills and a love of the landscape industry. Requires residential and commercial design/build experience, plant knowledge and the ability to work in a fast paced environment. Wheeler Landscaping, Inc. has provided quality design/build/management services to the northeastern Ohio area since 1976. We offer excellent benefits and an enjoyable work atmosphere where employees and clients are valued and treated as friends. Please mail resume detailing salary history and requirements with handwritten cover letter: **John D. Wheeler, President, WHEELER LANDSCAPING, INC., P.O. Box 23068, Chagrin Falls, OH 44023.** 11/97

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.** 12/97

EXCITING CAREER OPPORTUNITIES FOR VEGETATION MANAGERS Rapidly growing Vegetation Management Company is looking for experienced Division Managers to work out of our regional and branch locations throughout the U.S. Must have a minimum of two (2) years experience in Vegetation Management and/or a degree in horticulture/aboriculture/urban forestry or related field. Must be self-motivated, decisive, creative and have strong organizational skills. **WE OFFER:** —Excellent starting salary, —Company paid health insurance, —Excellent working environment, —Bonuses, —Vacations, —401 K Program. For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: **DeANGELO BROTHERS, INC.,** Attention: Paul D. DeAngelo, 100 North Conahan Drive, Hazleton, PA 18201, Phone: (800)360-9333, Fax: (717)459-5500. EOE/AAP M-F 2/98

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Seeking the Green Industry's Best Sales Manager An established Southeast-based leader in professional landscaping and maintenance has an immediate opening for a fully qualified and productive sales and business development professional. The ideal candidate will possess a proven track record of success in commercial and high-end residential sales and a bias toward building long-term relationships. Skill and experience in estimating and design would be helpful. Interested and qualified candidates should either telephone, fax or mail their resume to: GreenSearch, 6690 Roswell Road, Suite 310-157, Atlanta, Georgia 30328-3161. Toll-free 1.888.375.7787 Fax 770.392.1772. 12/97

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. 1740 Lake Markham Road, Sanford, FL 32771. PHONE (407)320-8177. FAX (407)320-8083. Email: Hortsearch@aol.com. Website: <http://www.florapersonnel.com>. 12/97

Sales Turf & Tree Professionals: Growth Products a manufacturer of Liquid Fertilizers, and Natural Organics seeks experienced professional in the golf and tree markets. Openings for Texas, Northcentral and Southeast territories. Salary + commissions, and company vehicle. AS or BS in turf management or related field, willing to travel, sales skills. Send/fax resume to Growth Products, PO Box 1259, White Plains, NY 10602 914-428-2780. 11/97

Certified Arborist—Training & Safety Manager—Northeast One of the country's largest Tree Care Firms is seeking an individual with at least 7 years experience to manage all aspects of a regional Training & Safety Program. Requirements include: Certified Arborist, Green Industry or Business 4 BA or BS Degree, high level of computer literacy, complete knowledge of ANSI, OSHA, ISA, NAA, EPA, DOT, CPR & EHAP. Excellent benefits. Send cover letter, resume and documents (Microsoft format) to: Hoey & Associates, Inc., 11 Stuyvesant Oval, NY, NY 10009 Fax: 212-254-0222 Email: thoey@hoey.com No Phone Calls. 11/97

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OPERATIONS MANAGER Growing Cleveland, Ohio landscape company is looking for a career-oriented person to run our day-to-day operations. Responsibilities will include: purchasing, scheduling labor & equipment, hiring, training & oversee shop, vehicles & yard. Excellent potential to advance as company continues to grow. Send resume to P.O. Box 23352, Chagrin Falls, Ohio 44023 11/97

Immediate openings for people with skills in Landscape Design, Installation, Crew Management and Sprinkler Systems. Excellent earning potential for honest/dependable performance. Resume/Salary history to P.O. Box 4012, Jonesboro, Arkansas 72403. 11/97

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SERVICES

SPANISH TRANSLATION Business, technical and legal documents. Training manuals, notices, safety guidelines, benefits, company rules. 10 yrs' experience as Spanish translator for major California landscape management company. LANGUAGE EXPRESS. TEL: (408)395-5917 FAX: (408)395-3457 evialo@compuserve.com 1/98

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. 12/97

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Grab Bag

Engines take a beating

Agronomist Pat Gross, writing in the *Divot News* of the GCSAA of Southern California, says, generally, the average operating condition and engine RPMs for turf equipment is the equivalent of an automobile engine going 60 mph. A triplex greens mower used two hours a day for 624 hours a year equates to 37,440 miles per year, using the automobile analogy; and fairway mowers run more than 100,000 miles in a year. "Hopefully," writes Gross, "using these examples to justify new equipment purchases will meet with nods of agreement instead of a look of bewilderment."

Ammo plant to finally blossom

A former ammunition plant near DeSoto, Kans., is being converted into a horticultural research and education center designed to help the ornamental horticulture industry. Thomas Warner, head of horticulture at Kansas State University, said researchers will be doing a wide array of applied investigations of green industry plants and food crops. The ammunition plant, built in the 1940s provided propellant ammunition primarily during World War II. The EPA spent two years studying the site and gave it a clean bill of health.



Fine stonework for a secluded spot

This residential landscape pond was designed and installed by Urban Environments, Inc., Columbus, Ohio. The client wanted to renovate a failing patio space by using a water feature. A secondary request was to add an outdoor spa. More than 10 tons of ebony granite were used to form walls, line the pond and accent the paved areas. Glengary brick covered 1200 square feet of walkway and patio area. Silver charcoal patio stone was used to inlay the brick areas and provide a transition to the natural, rustic setting. Extra special challenges included: finding plants that were less appealing to deer; a 30-day deadline; and the need to protect large trees from root zone damage. Thanks to Laurie Macruski, Sharon Cotter and Joel Korte of Urban Environments, for the report.

"The winter of 97-98 is almost upon us. It will be a winter of great inconsistencies, mostly due to El Niño. Some of us will have tremendous record-breaking snows, and some of us may end up with little (if any) snow to work with. Such is life in our industry. Unpredictability and uncertain cash flow projections."

—JOHN ALLIN, WRITING IN THE SIMA (SNOW & ICE MANAGEMENT ASSOCIATION, INC.) NEWS.

Grab Bag features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you'd like to share with us, please send it in...