

**LANDSCAPE**  
*management*

**October 1997**

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NAME (please print) \_\_\_\_\_  
 TITLE \_\_\_\_\_  
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I would like to receive (continue receiving) **LANDSCAPE MANAGEMENT** free each month:  Yes  no

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

**1. My primary business at this location is: (check ONE only)**

- 01  250 **GOLF COURSES**
- CONTRACTORS/SERVICE COMPANIES**
- 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) \_\_\_\_\_
- INSTITUTIONAL FACILITIES**
- 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) \_\_\_\_\_
- SUPPLIERS & CONSULTANTS**
- 22  355 Extension Agents/Consultants for Horticulture  
 23  360 Sod Growers/Turf Seed Growers/Nurseries  
 24  365 Dealers/Distributors/Formulators/Brokers
- 25  370 Manufacturers  
 26  Other (please specify) \_\_\_\_\_

**2. Which of the following best describes your title? (check ONE only)**

- 27  10 **Executive/Administrator**- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 28  20 **Manager/Superintendent**- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 29  30 **Government Official**- Government Commissioner, Agent, Other Government Official
- 30  40 **Specialist**- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 31  Other Titled and Non-Titled personnel (please specify) \_\_\_\_\_

**3. SERVICES PERFORMED (Check ALL that apply)**

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

**4a. Do you specify, purchase or influence the selection of landscape products?**  Yes  No

**4b. If yes, check which products you buy or specify: (check ALL that apply)**

- 46  1 Aerators  
 47  2 Blowers  
 48  3 Chain Saws  
 49  4 Chipper-Shredders  
 50  5 De-icers  
 51  6 Fertilizers  
 52  7 Fungicides  
 53  8 Herbicides  
 54  9 Insecticides  
 55  10 Line Trimmers
- 56  11 Mowers (reel/rotary)  
 57  12 Snow Removal Equipment  
 58  13 Sprayers  
 59  14 Spreaders  
 60  15 Sweepers  
 61  16 Tractors  
 62  17 Truck Trailers/Attachments  
 63  18 Trucks  
 64  19 Turfseed  
 65  20 Utility Vehicles

**5. Do you have a modem?**  Yes  No

**6. Do you subscribe to an on-line service?**  Yes  No

**7. Is CD-ROM available in your workplace?**  Yes  No

101	119	137	155	173	191	209	227	245	263	281	299
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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
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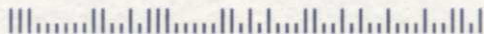
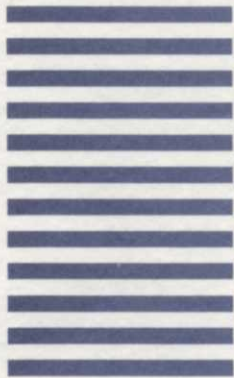
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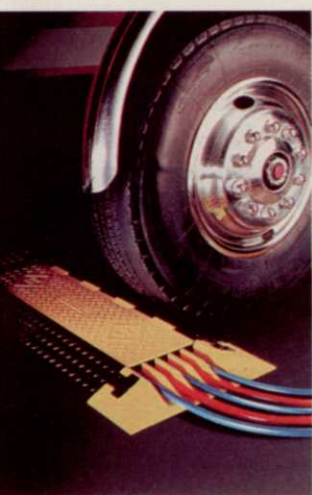
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Checkers Industrial Products, Inc., Boulder, CO, offers cable and hose protectors that protect cable and hose lines up to 3/4 inch OD from physical pressure damage and provide safe passage for pedestrian and vehicle traffic. Other features:

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- ▶ one through five channel systems available.
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- ▶ urethane construction.

Contact Checkers Industrial Products at 800/438-9336 and tell them LM sent you, or

Circle No. 254

## A brush to complete topdressing tasks

The GreensGroomer topdressing and grass grooming brush is one of the simplest tools that a golf course superintendent has available to use. The unique brush layout of the brush moves the topdressing three times as it's being moved forward its own length. The result is that topdressing materials become almost invisible when the job is completed.

The stiffness of the brushes used on the groomer is balanced with the total weight of the system resulting in the power to move topdressings without any harm to the golf green. And with its quick raising/lowering, pneumatic tire transport system, a few simple turns of a winch handle results in it being ready to go to the next green for more work.

The unit is constructed of high-quality components. The finish is high luster baked enamel available in either red or green. Wheel axle assemblies are quickly removable for tire repair and the plated axle is rust resistant. Grafoil wheel bearings are equipped with grease fittings for long wear and resistance to sand environment.

To learn more about the unit contact GreensGroomer at 317/298-8852 and tell them you read about it in LANDSCAPE MANAGEMENT, OF

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Circle 110

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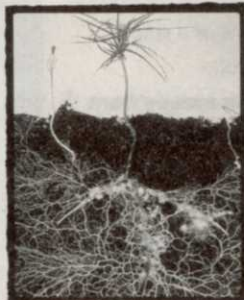


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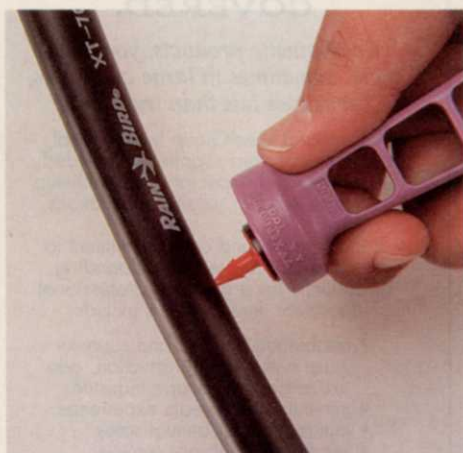
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Circle 121



## >PRODUCT REVIEW



### This tool is handy for Rain Bird emitters

The Xeriman Tool allows contractors to install Rain Bird Xerigation emitters 50 percent faster. Contractors can use the five-function tool to insert Xeri-Bug emitters and PC modules directly into  $\frac{1}{2}$ ",  $\frac{3}{4}$ " or 1" tubing cleaning, quickly and easily. You can insert emitters and PC Modules into drip tubing while continuously feeding  $\frac{1}{4}$ " distribution tubing from a coil, insert emitters with preattached tubing that has been precut to the desired length, remove emitters cleanly without leaving a gaping hole, and easily insert goof plugs into the holes left when incorrectly installed emitters are removed.

Circle No. 256

### Gravelly front-mount mower easy to operate

Gravely's Promaster 360 commercial front-mount mower is available with a 22.3-hp Yanmar liquid-cooled diesel engine and a choice of 50" or 60" side-discharge or 60" rear-discharge mulching mower. Each mower is offset to allow for ease in trimming. The variable speed hydrostatic transmission provides speeds up to 8.8 mph and allows for smooth operation when changing from forward to reverse. Operation is by means of a single foot control.

Features include front and rear tie downs, a transmission brake to secure the unit for safe transport and power steering for ease of operation and less operator fatigue.

Circle No. 257



### Mobile washing made easy

Landa's MVP3-30025 gasoline-driven pressure washer cleans at a rate of 3 gallons per minute and 3,000 pounds per square inch of pressure at 200° F. The new model is ideal for on-site cleaning where electricity is not available. It features an optional roll cage for added durability.

The economy, hot-water pressure



washer is driven by a 9-hp Honda engine with recoil start and features a high-efficiency 12V burner assembly, eliminating the need for a generator. Dimensions are 26" wide, 41" wide, 42" high and weighs 320 lbs. Call Landa, Inc., Portland, OR, at 800/547-8672, and mention LM or

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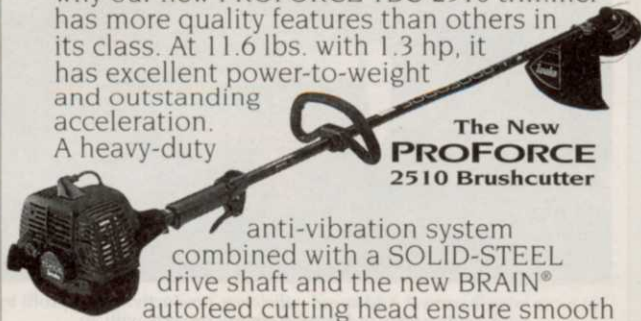
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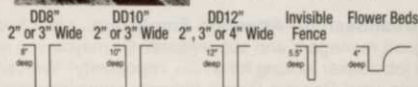
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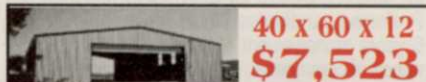
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**Greentree, Inc.** one of the Southeast's leading commercial Landscape Management Companies is currently seeking a highly qualified, self motivated professional to manage divisions in the South East region. Candidates must be resourceful, exhibit strong leadership skills, and have a solid knowledge of Southeastern Horticulture. Our expansion offers unlimited career growth. To apply contact: Human Resources Dept., 1640 Roadhaven Drive, Stone Mountain, GA 30083. Tel: (800)667-4196 Fax: (770)934-0919. 12/97

## LANDSCAPE management

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### HELP WANTED

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#### Executive Vice President

Atlanta-based trade association for lawn/landscape service industry seeks executive vice president to build membership, expand services. Marketing-oriented individual with proven background will manage \$1 million budget, 1000-plus members, 9 staff. Involves 50 percent travel. Six-figure compensation package available. Send cover letter and resume by 11/15 to: Chair, Search Committee, P.O. Box 293, N. Chili, NY 14514.



**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

#### 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:

**don fiore** company, inc.

28846 Nagel Court  
 Lake Bluff, Illinois 60044  
 (847) 234-0020  
 (847) 234-0922 (Fax)  
 Attn: Don

#### PROFESSIONAL SALESPERSON NEEDED

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:

**TERRAFIRMA, INC.**

3780 E. Morgan Road, Ypsilanti, MI 48197

**GreenSearch—Attention Employers...**can't find good managers and supervisors? Or maybe you're a job seeker looking for a new opportunity? We can help you! Serving Green Industry company categories throughout the Southeast U.S. Call GreenSearch toll-free at 1-888-375-7787, Fax (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161. 12/97



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**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

**LANDSCAPE MAINTENANCE— CENTRAL VIRGINIA** The largest landscape maintenance contractor in central Virginia is constantly in search of qualified, determined individuals who want to be a team player and part of a rapidly growing, profitable organization. Positions included: Production Manager, Project Manager, Spray Technician, Foreman, Crew Members, etc. Excellent benefits including 401-K, bonuses/incentives. Massive growth potential. Send resumes to JRG, HR Dept., 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 6/98

Excellent opportunity to join a growing Chicagoland industry leader as a **Commercial Salesperson or Design/Salesperson**. We seek accomplished, highly motivated individuals w/ on-target estimating capability & proven sales techniques. Expected commercial volume 1 million+ & residential \$600,000+. We offer an excellent salary w/ commissions & great benefits (co. vehicle, insurance, 401(k), etc.) all in a friendly environment w/ advancement potential. For immediate confidential consideration, please call Maureen (847)526-4554 or fax/send resume & salary history to: 610 W. Liberty St., P.O. Box 448, Wauconda, IL 60084 (847)526-4580. EOE. 10/97

**GROW WITH THE BEST** Are you looking for a future in your career? **Landscape Management Services Inc.**, a leading northern California commercial landscape maintenance firm, seeks a professional Area Supervisor. Our growing, dynamic company provides a powerful opportunity for an experienced, energetic professional to soar. Join a well managed team with career-track training, excellent compensation, and great working conditions! Fax your resume in confidence to **415-428-1802.** 10/97

**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

**IRRIGATION TECHNICIAN 2 positions available.** Starting Salary between \$22,466-\$30,329 annually. Apply by Oct 31 1997. Requires: education and experience equivalent to 3 years exp. in the irrigation industry. Working knowledge of the Motorola Central Control System and related components, Irrigation Auditor Certification, and Backflow Prevention Assembly Tester Certification are highly desired. Must possess an AZ CDL with no major driving citations in the last 39 months, or ability to acquire one within 6 months of hire date. A City of Scottsdale application and supplemental questionnaire are required to apply. Contact: City of Scottsdale Human Resources, 7575 E. Main St., Ste. 205, Scottsdale, AZ 85251 (602)994-2491 10/97

**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 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, Irrigation, & Maintenance Managers**  
Expanding Louisiana Design/build Company is seeking 3 managers with minimum 5-7 years experience capable of independent operations control. Remote and local project management skills necessary to join one of the Southeast's fastest growing regional companies. Job scheduling, materials, equipment, and personnel co-ordination skills a requirement. Strong horticultural knowledge of Zone 7-9 plants and diseases is a must to effectively train and direct multi-ethnic crews and foremen. Excellent earnings and promotion opportunities. Send confidential resume to: **Jack's Nursery, Inc., 894 Robert Blvd., Slidell, La. 70458, Fax (504)643-2691.** 10/97

**JOIN OUR ALCA AWARD WINNING TEAM. OREGON'S LARGEST COMMERCIAL LANDSCAPE COMPANY is looking for experienced Landscape Maintenance and Construction Supervisors, Forepersons, and Irrigation Technicians.** Must be Self-motivated, team-oriented, industry professionals with excellent communication and organizational skills. Training and opportunities for those who want to grow with us. Full time positions with excellent benefits including medical/dental, paid holidays, paid personal leave, 401-K and others. Send or fax your resume to: Northwest Landscape Industries, Attention HR Dept, 16075 SW Upper Boones Ferry Road, Tigard, OR 97224 fax (503)620-7592. Drug screening required. 10/97

**Arboretum and Grounds Manager** Supervise workforce responsible for the planting and maintenance of the arboretum and grounds of a 250 acre botanical garden including: trees, shrubs and turf; disease, insect and weed control; leaf pickup; composting; woody plant nursery; and irrigation systems. Responsible for planning and budgets. Will work with other NYBG departments, consultants and outside contractors. Must have at least 8 years of experience in public gardens and a 2 year degree in Horticulture. Experience with unionized workforce preferred. NYS DEC 3A Pesticide Applicator's License required within 6 months. Competitive salary and excellent benefits including 4 wks vacation. Send resume to: Human Resources Manager-AGM, The New York Botanical Garden, 200th Street & Southern Boulevard, Bronx, New York 10458-5126. AA/EOE/MF/D/V 10/97

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# Grab Bag

## A last look back

The year was 1966. The occasion, the founding of the Musser International Turfgrass Foundation. The Foundation is named for Professor H. Burton Musser, a turfgrass pioneer at Penn State University for 40 years. Founders include, clockwise from top right: Joe Duich; Fred Grau; Warren Bidwell; Al Wilson and Eb Steinegger. All were major contributors to the green industry, and Duich remains active with Tee-2-Green/Turf Seed, Inc. The non-profit foundation continues as a leading promoter of green industry research and development. "The foundation that bears Musser's name is dedicated to promoting the same kind of pioneering individual," says foundation President Frank Dobie, Sharon CC, Sharon Center, Ohio.



## Timeline: 'interest' in bentgrass fairways

"There has been increasing interest in creeping bentgrass as fairway turf. The increased interest has been mainly caused by a greater use of fairway irrigation; improvement in equipment; a trend toward lower cutting heights for fairways and development of varieties bred especially for golf courses, such as Emerald and Penncross...Bentgrasses can make excellent fairways."

—DR. JOHNNY R. THOMAS, RESEARCH DIRECTOR, NORTH AMERICAN PLANT BREEDERS; WEEDS, TREES & TURF, JANUARY, 1974

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...

*"We're in the midst of a national chemical scare!"*

—DR. ALLEN FELSOT, PROFESSOR OF ENVIRONMENTAL ENTOMOLOGY, UNIV. OF ILL., 1986.

## Turf managers are 'resourceful' folks

Professional turf managers will be more important as the turf industry faces higher energy costs and a lower supply of water—and they can command higher salaries, said Dr. James Beard at the Nebraska Turfgrass Conference and Show.

—WEEDS, TREES & TURF, MARCH, 1981