

Advanstar's
Landscape Group
is on the web.

Visit your favorite titles
today!

TurfGrass Trends
Landscape Management
Athletic Turf Maintenance

news ● features ● calendar
● on line subscription

www.landscapegroup.com

NOT LISTED?

For your **FREE** Listing in the

1999 Landscape Management Green Book

Simply copy and fill out the form below
and mail or fax it to:

Candy Hausauer

Landscape Management Green Book

131 W. First St.

PO Box 6295 (55806-9752)

Duluth, MN 55802-2065

218-723-9175; Fax: 218-723-9142

We'll add you to our list to receive a
questionnaire for the next

Landscape Management Green Book

Company Name _____

Address _____

City _____

State _____ Zip _____

Phone _____

Fax _____

Contact Name _____

Please send me information on advertising opportunities
in
the 1999 Landscape Management Green Book

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

LANDSCAPE
management

December 1998

This card is void after Feb. 15, 1999

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 45 F Turf Fertilization 50 K Paving, Deck & Patio Installation
 - 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) _____

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 62 8 Herbicides 69 15 Sweepers
 - 56 2 Blowers 63 9 Insecticides 70 16 Tractors
 - 57 3 Chain Saws 64 10 Line Trimmers 71 17 Truck Trailers/Attachments
 - 58 4 Chipper-Shredders 65 11 Mowers (reel/rotary) 72 18 Trucks
 - 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

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



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





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

December 1998

This card is void after Feb. 15, 1999

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 Custoth 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 45 F Turf Fertilization 50 K Paving, Deck & Patio Installation
- 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) _____

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 62 8 Herbicides 69 15 Sweepers
- 56 2 Blowers 63 9 Insecticides 70 16 Tractors
- 57 3 Chain Saws 64 10 Line Trimmers 71 17 Truck Trailers/Attachments
- 58 4 Chipper-Shredders 65 11 Mowers (reel/rotary) 72 18 Trucks
- 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

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

TurfGrass Trends delivers . . .

. . . practical turfgrass management information you can use today, from the #1 research digest for turf managers. Begin your subscription right here, and see what you've been missing! Each issue is written by field experts, and includes leading-edge research and timely information for practical, proven answers to the your turfgrass challenges.

- disease management ● nutrients
- insect management ● genetic improvement
- irrigation ● weed management ● so much more in every issue!

"... helpful and informative. I believe this is a very valuable publication, especially as we all work to protect the environment."

*Dr. Terrance P. Riordan
Turfgrass Plant Breeder
University of Nebraska*



Yes! Begin my subscription to **TURFGRASS TRENDS**

U.S. & CANADA 6 Months \$96 1 Year \$180
ALL OTHER COUNTRIES \$210 (1 Year)

AN ADVANSTAR PUBLICATION

Payable in U.S. funds drawn on a U.S. bank.
 Back issues available at \$15 each, prepaid.

- My payment enclosed. (Make checks payable to **TURFGRASS TRENDS**.)
 Please Bill Me
 Charge my subscription to: VISA MasterCard American Express

Signature _____ Date _____

Account # _____ Exp. Date _____

Billing Address _____

City _____ State _____ Zip/Postal Code _____

Fax completed form with credit card information to 218-723-9417 or 9437, or mail coupon with your payment to **TURFGRASS TRENDS**, 131 West First Street, Duluth, MN 55802-2065.

Charges will appear on your credit card statement as Advanstar Communications Inc., which publishes and distributes this magazine.

Name (please print) _____

Title _____

Business _____

Address _____

City _____ State _____ Zip/Postal Code _____

Country _____

Internet/E-Mail Address _____

1999

New England Regional Turfgrass Conference & Show

March 2-4, 1999

R.I. Convention Center, Providence

A Combined Six States Show...

Show & Conference Pass Includes

- Opening Reception
- Educational Sessions
- Show Reception
- Admission to Trade Show
- Keynote Speaker
- Luncheon Voucher(s)

Over 325 Turf Related Booths Await You...

Meet professionals on the cutting edge of turf management. See the latest in equipment, products and supplies. Join fellow lawn, golf, sports, landscape, municipal & other turf industry professionals.

Certification Credits

Pesticide Applicators Recertification Credits are offered for all New England states.

GCSAA/Etonic Seminars

Employment Contracts and Estate Planning for Golf Course Superintendents.

Informative Presentations

• Golf Course Mgt. • Lawn/Landscape Care • Athletic Field & Municipal Turf Management • Machinery & Shop Maintenance

TRADE SHOW HOURS:

Tues., Mar. 2 • 4pm-7pm
 Wed., Mar. 3 • 10:30am-2pm
 • 4pm-6pm
 Thurs., Mar. 4 • 10am-2pm

EDUCATIONAL SESSION HOURS:

Tues., Mar. 2 • 9am-4pm
USGA Seminar & Keynote Speaker
 Wed. & Thurs., Mar. 3 & 4
 • 8:30am-11am • 2pm-4pm

Presented by:

The New England Regional Turfgrass Foundation
in cooperation with the University of Rhode Island
and the University of Massachusetts



Keynote Speaker
March 2nd
Doug Flutie
Quarterback
for the Buffalo Bills

Watch your mail for your registration form or call
(401)848-0004 • Visit us online at www.NERTF.org

The Landscape Management Handbook

*This best single-source reference containing
the most current and comprehensive information
on the basics of turfgrass and landscape
management available today!*

edited by
William E. Knoop
125 pages, softcover
Item #LSMB830

\$24⁹⁵



- ✔ Provides an overall understanding of turf and landscape care and management and covers all the basics of the green industry
- ✔ Covers all the topics golf course superintendents and students of turfgrass and landscape management need to know
- ✔ Combines practical information with the tried and true basics of management to provide a single, practical, affordable and up-to-date text
- ✔ Features detailed information, charts, diagrams, figures and tables to illustrate key information points

The Landscape Management Handbook provides a unique, single-source reference of comprehensive information on a variety of turf and landscape topics. It's an ideal handbook for golf course and lawn care superintendents and crew members, and is also appropriate for schools that teach basic turf and landscape management.

Call 1-800-598-6008

Fax: 218-723-9146

Outside the U.S. 218-723-9180

Order on-line at www.landscapegroup.com

ADVANSTAR MARKETING SERVICES

Customer Service Dept. • 131 W. 1st St., Duluth, MN 55802

Shipping/Tax: UPS—add \$5 per order, plus \$1 per additional book. International, Hawaii, Alaska, Canada and expedited shipments—call for rates. Residents of CA, CT, GA, IA, IL, MN, NJ, NY, OH and TX must add sales tax. Price subject to change.

CODE: 950574



"We do twice the seeding with half the crew."

Landscapers, grounds managers and superintendents rave about the ATI Preseeder Tiller. Now you too can reduce labor and improve results for all types of landscape construction and renovation work.

One operator can easily turn a rough grade into a perfect seedbed every time. Use it to renovate lawns, turf, golf courses. Rake and level. Ideal for sports field maintenance. Fixed angle and pivoting models in two sizes.

**TILL, LEVEL, AND RAKE
IN ONE STEP**

"We looked at other machines," says one customer, "But none even comes close for versatility and tough construction." Don't settle for less. Call today for FREE color brochure.



1-800-342-0905
325 W. Main St.
New Holland, PA 17557

Circle No. 150



IMPERIAL creeping bentgrass shows improved turf density due to its finer leaf texture and better heat tolerance. IMPERIAL can be used on golf greens, tees, and fairways, grass court tennis, bocci ball or croquet courts in high maintenance sports turf applications. IMPERIAL has improved wear tolerance, among other newer bentgrass varieties in the latest NTEP trials. It has a fast establishment rate and very good seedling vigor.



Burlingham Seeds

Circle No. 151

**Everywhere You Look
- There We Are!**



**Ranked Among the Best
Franchise Opportunities in America!**

Success
Magazine
**GOLD
100**

Entrepreneur
Magazine
**Franchise
500**

Income
Opportunities
**Platinum
200**

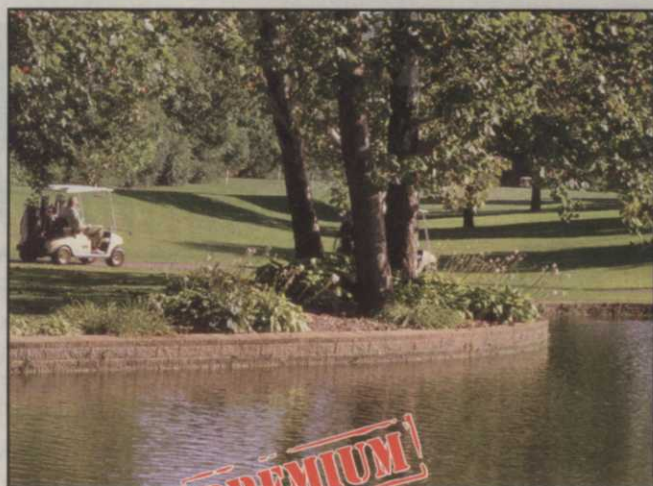
Business
Start-ups
**The Top
150**

- Proven Leaders in the Lawn Care Industry
- 17 year Track Record of Successes
- In-depth Training
- Exclusive Territory
- Extensive Support



Call Roger Albrecht at: **1 800-982-5296**

Circle No. 152



SOLID UNITS



No other product can beat the durability and design flexibility offered by VERSA-LOK solid retaining wall units. No exceptions.

Call (800)770-4525 to receive FREE Design & Installation Guidelines and learn about the advantages of our solid units.



VERSA-LOK® Retaining Wall Systems

Oakdale, MN • (800) 770-4525 • <http://www.versa-lok.com/wall>

Circle No. 153

Attention Landscapers!

NEW T-60 Series II HydroSeeder®

- Returns purchase price in as little as 8 acres.
- The ideal machine for residential and small commercial projects.
- Optional operator's platform expands your opportunities.



Call 1-800-543-7166
for a **FREE Information Kit!**

FINN
CORPORATION®

9281 LeSaint Drive, Fairfield, OH 45014
Phone (513) 874-2818 • Toll Free (800) 543-7166 • Fax (513) 874-2914

* Based on list price, 15% down, 48 month lease-purchase. Taxes and optional Tower/Hose-Reel not included. HydroSeeder® is a registered trademark of Finn Corporation.

Circle No. 154

Perfecting Turfgrass Performance



For 15 years TMI has offered the latest in improved turfgrass seeds. These include creeping bentgrasses, turf-type tall fescues, perennial ryegrasses and Kentucky bluegrasses. TMI also offers domestically-produced warm-season grasses such as bermudagrass and zoysiagrass. From its own conventional breeding program, to university sources, TMI is looking forward to offering the latest technologically advanced varieties available anywhere. Call for the distributor nearest you.

TURF MERCHANTS, INC.

33390 Tangent Loop / Tangent, Oregon 97389 / 800-421-1735
Phone (541) 926-8649 / Fax (541) 926-4435 / turfmerchants.com

Circle No. 155

PLCAA— GROWING LEADERS FOR SUCCESS

The Professional Lawn Care Association of America is in the business of "Growing Leaders." Growing your career, your company and your industry. That's our mission. From all parts of the United States, Canada and around the world, PLCAA members are dedicated lawn and landscape professionals, grounds managers, industry suppliers, and students committed to professionalism and success.

Invest in your success, join PLCAA today! As a member, you can take advantage of:

- > Year-Round Business, Legal and Technical Advice
- > Discounts on a University-Directed Industry Certification Program
- > Comprehensive Benefits Package Including Insurance & Retirement Planning
- > Discounts on Educational Products, Conferences & Workshops
- > Discounts on Green Industry Expo Booth Space for Suppliers
- > Legislative Support and Updates on the Issues
- > Discounts on PLCAA's Operating Efficiency Study
- > Exclusive Use of the Symbol of Good Practice Logo

Visit PLCAA's
Web Site:
www.plcaa.org



YES! Help me invest in my success. Send me information on PLCAA.

Name _____
Company _____
Address _____
City _____ State/Country _____ Zip _____
Phone _____ FAX _____
E-Mail _____

Clip & send this coupon to:
PLCAA,
1000 Johnson Ferry Road,
NE, Suite C-135
Marietta, GA 30068-2112
FAX: (770) 578-6071
PHONE: (800) 458-3466
or (770) 977-5222
E-Mail: plcaa@atlcom.net

LANDSCAPE management

Every month the Market Showcase offers 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: BILL SMITH, 440-891-2670, 1-800-225-4569, (ext. 670), Fax 440-826-2865, Email: billsmith@advanstar.com

BUSINESSES OPPORTUNITIES

The Premier Add-On Business



Holiday and Event Decorating

- Keep More Good People Year 'Round •
 - Utilize Trucks and Trailers •
 - Offset Fixed Costs •
 - Sell To Existing Customers •
 - Excellent Margins •
 - 125 Locations in 40 States •



Purchasing Power • Name Recognition
Shorter Learning Curve

1-800-687-9551
www.christmas-decor.com

EDUCATIONAL OPPORTUNITIES

Professional Synthetic Golf Greens



- Keep your crews busy all year.
- Buy manufacturer direct.
- 300 sq. mile protected territory.
- Carry no inventory.
- Excellent add on service.
- Many extras.

FREE VIDEO



1-800-334-9005

BUSINESS OPPORTUNITIES



ENHANCE ...

... your good reputation by selling and installing CASTART™ rock waterscapes. Rock waterfalls appeal to customers who demand the best. CASTART building-block systems allow you to install Mother Nature's finest looking waterfeatures and landscaping rocks ... often in less than a day. No crane, backhoe or heavy equipment is needed. With a CASTART franchise you benefit from top-of-the-line products, a protected territory, two weeks of training and much more. www.castartinc.com

800-871-8838

CASTART™
1041 E. Miles St., Tucson, AZ 85719

WHY DO NATURALAWN OF AMERICA FRANCHISES GENERATE REVENUES IN THE TOP 12% OF THE GREEN INDUSTRY?

- Proven Marketing Provides Accelerated Growth
- Large Exclusive Territories Eliminates Competition
- Differentiate Yourself Using Organic-Based Fertilizers
- Customized Agronomy Programs Based On Your Market
- Industry Leading Training For You and Your Employees

With up to 50% financing and discounted franchise fees for qualified candidates, we can make it easy for you to join the leader in organic-based lawn care.



To learn more about becoming a Naturalawn of America franchise owner, call **800-989-5444** or contact us at www.nl-amer.com

EDUCATIONAL OPPORTUNITIES

SPANISH for the Green Industry

Workbook • Audiotape • Flash Cards
800-491-0391

MISCELLANEOUS

40 x 60 x 12
\$7,523

Build It Yourself And Save 10,000 Sizes, All Bolt-Together All Steel Buildings. Call Today For A Price Quote And A Brochure.

HERITAGE BUILDING SYSTEMS
800-643-5555
www.metalbldg.com

FOR SALE



Control fertilizer costs!

Kelway® SST

Soluble Salts Tester & Soil Bridge

- Sturdy • Quick
- Portable • Easy to read

KELWAY SST Soil Salinity Tester performs the same important conductivity tests for soil salinity as elaborate instruments costing far more. Increase your profits, save money on fertilizers. KELWAY SST tester, scientifically engineered for the professional grower, tells you when to leach. Quick easy test with direct reading chart explains soil condition. Use PPM scale for tests of water salinity or to regulate HYDROPONIC nutrient solutions. Comes complete with built-in cell, battery and carrying case. *Guaranteed.* See your local distributor. Write for FREE KELWAY bulletins.

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

RADIOS Radius®

NEW!

Uhf 460 • Vhf 150 • Low Band
5 Watt / High Power
Programmed To YOUR System!
[Compatible w/Other Systems]

"Talk to anybody from anywhere on the course or job!"

Hand Helds from \$262.00
Mobiles from \$259.00
-Full Year Warranty-

CALL 800-231-0103

\$SAVE!

Equipment Accessories Engines

LANDSCAPERS SUPPLY

Lowest Prices Guaranteed

FREE 200 + PAGE CATALOG
Call: 1-800-222-4303
www.landscapersupply.com

LANDSCAPE DESIGN KIT 3
48 rubber stamp symbols of trees, shrubs, plants & more. 1/8" scale. Stamp sizes from 1/4" to 1 3/4". \$78.50 + \$6 s/h VISA, MasterCard, or MO's shipped next day. Checks delay shipment 3 weeks. CA add 7.75% Tax.

AMERICAN STAMP CO.
12290 Rising Rd. LM98, Wilton, CA 95693
Phone or FAX orders to: 916-687-7102
FAX On Demand
INSTANT 5 PAGES OF STAMP INFO. Call From YOUR FAX 707-429-0999 Doc #319

Place your ad today!

HELP WANTED

The University of Minnesota, Crookston offers polytechnic baccalaureate and associate technology based degree programs. UMC issues notebook computers to full-time students and incorporates technology into the coursework. **Visit our web site at www.crk.umn.edu.**

**PROGRAM DIRECTOR
Golf Facilities and Turf Systems Management**

Position: Full-time, twelve-month position. Initial appointment is for two years, and will be annual, renewable thereafter based on funding/performance. Responsibilities: oversee program start-up/growth; provide high quality instruction; develop/implement program goals & objectives; manage programmatic resources; recruit, advise, and assist students with internship and graduate placement; work collaboratively in support of teaching/research/outreach; and develop/maintain strong industry network.

Minimum Qualifications: Masters Degree in Golf Course Management, Turfgrass Science or related field; qualified to teach courses in areas such as turfgrass diseases, pest control, growth/maintenance, establishment, & renovation; demonstrated strong interpersonal & communication skills; ability to relate complex concepts to diverse audiences; and committed to teamwork & interdisciplinary collaboration. Preference given to candidates who have successful record of management experience in the golf course and/or turfgrass industry; familiarity with golf course operations, maintenance, and equipment; ability to plan/manage program growth, and attract & leverage resources; and experience with computer-based instructional technologies. Employment begins 3/1/99. A letter of application; current resume; and names, addresses, and phone numbers of at least three references must be postmarked, by 1/1/99 and mailed to: Richard Nelson, 109 Hill Hall 2900 University Ave., Crookston, MN 56716.

UMC is an equal opportunity educator and employer

LANDSCAPE DIRECTOR

This key manager will be responsible for the development and maintenance of high quality turf and landscape management programs within this public entity in order to achieve/establish the highest standards in the field. Experience in assessing technology, developing partnerships, and strategic planning is necessary. Bachelor's degree in Landscape Architecture, Forestry or Hort. +7 yrs. exp. as mgr. in charge or production, incl. budgeting & cost control, req'd. **Salary \$65-80K.**

LANDSCAPE MAINTENANCE COOR.

Perform landscape maintenance tasks & organize regional and contracted crews to do maintenance tasks related to specialized landscapes. Assoc. degree in Landscape Architecture, Forestry or Hort. req'd. **Salary \$33K.**

Send resume to: PO Box 2190,
Dept H1-6691, Oak Park, IL 60303.
EOE

LANDSCAPE FOREMAN

The qualified individual will direct a crew of laborers, and other assigned workers engaged in the cleaning and maintenance of landscape and boulevard lawn area; baseball and softball diamonds, football fields, playgrounds special events areas, lagoons, etc. Must have knowledge of standard safety practices for mechanical equipment.

Willingness and ability to perform manual labor, plan and supervise the work of others is required. Related experience in landscape maintenance and construction is required. Also required, valid Illinois Drivers License. A.A. degree in Horticulture, Forestry, or Landscape Architecture highly preferred.

Salary \$30K.

**Fax resume to: Chicago Park District
312-747-2427.**

EOE



BRANCH MANAGER

Industry leader, award winning, full service firm in Chicago western suburbs seeks aggressive sales 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. Horticulture/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 excellent interpersonal and communication skills with possibilities for advancement to manage multiple branches within the Chicago Market. We offer excellent salary and benefits package (including a very impressive pay for performance incentive program, car allowances, health insurance, 401k and more.) To join an aggressively growing firm and for immediate confidential consideration, call/fax/or mail resume to:

TANDEM LANDSCAPE COMPANY
Attn: Mark Sorrentino
33W480 Fabyan Parkway, Suite 101
West Chicago, Illinois 60185
(630) 232-1700 Fax (630) 232-6370

FIELD OPERATIONS MANAGER MAINTENANCE

Are you aggressive with strong organizational and communication skills and like challenges? Do you have 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 area supervisors and day-to-day field operations. Located in Arizona's Greater Phoenix area, we have been in business for over 23 years. If you are the right person for the job, we are offering a generous salary, company vehicle, health and dental insurance, 401K with generous company match, and profit-sharing. Our starting package is \$30,000 to \$45,000 depending on past success and experience. 5 years minimum experience in the landscape industry. Please send your resume to 3747 E. Southern, Phoenix, AZ 85040. 12/98

MANAGERS & SUPERVISOR OPPORTUNITIES AVAILABLE

North Florida's leading full service landscape service's company has the immediate need for managers and supervisors. Looking for highly qualified immensely motivated individuals seeking an exceptional opportunity. Please send or fax your resume to Attn: President, fax: (904) 249-2476, send to: P.O. Box 50781, Jacksonville, FL 32240 12/98

Place your ad today!

LANDSCAPE MAINTENANCE SUPERVISORS

An established landscape maintenance company seeks experienced Supervisors in the Memphis, TN area to begin work in February or March 1999.

Qualifications include:

Five (5) or more years experience supervising landscape maintenance personnel, knowledge of all phases of commercial and residential landscape maintenance including chemicals, pesticide applicators license, great motivational and organizational skills. **Excellent salary and benefits.**

**Fax resume to (901)754-4554 by 1/15/99
Your reply will be kept confidential.**