

> PRODUCT REVIEW

On the wheel tire repair kit

North Shore Labs offers a Safety Seal tire repair kit which permanently repairs all punctures and slices, as well as sealing from the thread to the inner liner. This 'On the Wheel Tire Repair' is safe, economical and easy to use.

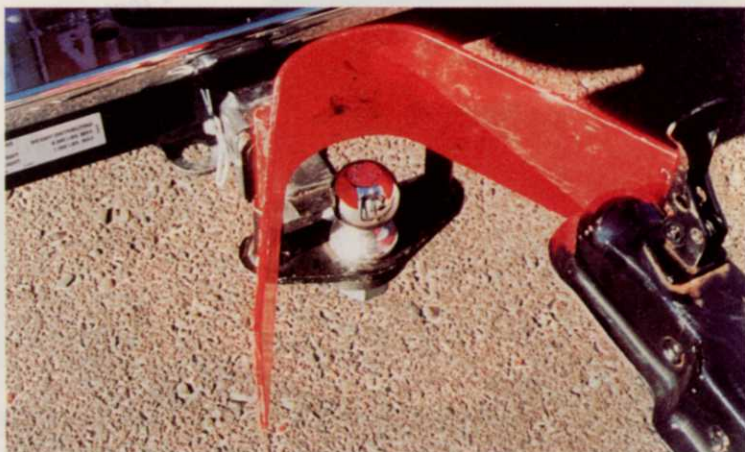
For more details contact NSL Distributing, Inc. at 800/888-9021, on their website at www.safetyseal.com, or

Circle No. 266



One person vehicle/trailer alignment

The 'Hitch Playte', from Quest Manufacturing and Sales, Inc. allows one person to align a vehicle and trailer without assistance. Back up to the trailer and the 'Hitch Playte' will guide the tongue over the hitch ball. Placed on the bumper or receiver hitch, the 'Hitch Playte' also prevents



damage to the bumper and license plate and is easy to assemble and remove. The two-part system consists of the base plate, installed under the hitch ball, and the V-guide which fits into the slots of the base plate.

This product (item #400303) is available from Overtons at 800/334-6541, or www.overton.com or

Circle No. 267

Trailer lock to prevent theft

The Trailer-Keeper is an economical theft deterrent system for trailers which prevents tire rotation so a trailer can't move. Manufactured by Fulton Performance Products, this rugged, steel, locking device attaches to the lug latches on a case-hardened steel rod. The rod is threaded through the wheel and tire and the lug latches are secured to the wheel lock bar with a special brass padlock. Installed in seconds, the Trailer

Keeper is adjustable to fit wheels up to 15" and can be used on almost any type of trailer.

For further information on Trailer Keeper, contact Fulton Performance Products, P.O. Box 8, Moosinee, WI 54455-0008, or

Circle No. 268



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Circle 149

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It's Like Christmas in July!

The 15th Annual International Lawn, Garden, & Power Equipment EXPO 98 is truly unique among all international trade shows for a very important reason: The 20 acre Outdoor Demonstration Area. This demo area is designed for you, the lawn and landscape professional. You'll be able to test hundreds of machines from over 170 manufacturers under actual working conditions. Factory representatives will be available to answer your application questions and explain new equipment features. In addition to the demo area, EXPO 98 offers indoor exhibits for over 600 manufacturers and free seminars that can help you grow your business more profitably.

This opportunity is not available anywhere else. Take advantage of this opportunity to test the tools of your trade side by side at EXPO 98. EXPO 98 will be held at the Kentucky Exposition Center in Louisville, KY on July 25, 26, & 27, 1998. For more information about EXPO 98 call (800) 558-8767 or (502) 562-1962 today.

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

LANDSCAPE
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May 1998

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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



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112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316



1998 EMERALD AWARDS

ANNOUNCING: the third annual LANDSCAPE MANAGEMENT "Emerald Awards". LANDSCAPE MANAGEMENT magazine is offering a \$500 first prize to the winner of a random drawing to be held on July 1, 1998. Second prize is \$300 and third prize is \$200 in cash. To be eligible for the drawing, simply fill out the questionnaire at right and return it to LM's editorial offices.

Answers to the questions will determine our "1998 Emerald Awards" winners, to be revealed—along with the contest winner—in our August issue.

WIN \$500



CONTEST REQUIREMENTS: Contestants must be owners or employees of landscape maintenance companies or lawn care companies; or maintenance employees of a golf course or country club, including superintendents and assistant superintendents; or an athletic field manager or member of an athletic field maintenance crew; or manager or member of a facility landscape management crew.

Product selections must be currently used by entrant. Employees of Advanstar Communications or their families not eligible.

All questions on this entry form must be completed, and all blanks filled. One entry per person. No more than five entries from any one employer will be allowed. Entry forms will appear in the February-June, 1998 issues of LANDSCAPE MANAGEMENT.

Completed questionnaires should be mailed to: Emerald Awards, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130. They must be received by noon, July 1, 1998.

A random drawing of all eligible entry forms will be held July 1, 1998. Winners will be notified within 24 hours.

OFFICIAL ENTRY FORM

QUESTION:

What is your favorite brand name of...

CHECK HERE IF YOU DO NOT USE

riding mower?

walk-behind mower?

turf fertilizer?

pre-emergence herbicide?

post-emergence herbicide?

turf insecticide?

turf fungicide?

plant growth regulator?

compact tractor?

turf aerator?

pick-up truck?

leaf blower?

line trimmer?

chain saw?

Kentucky bluegrass?

perennial ryegrass?

turf-type tall fescue?

turfgrass mix or blend?

biological control product?

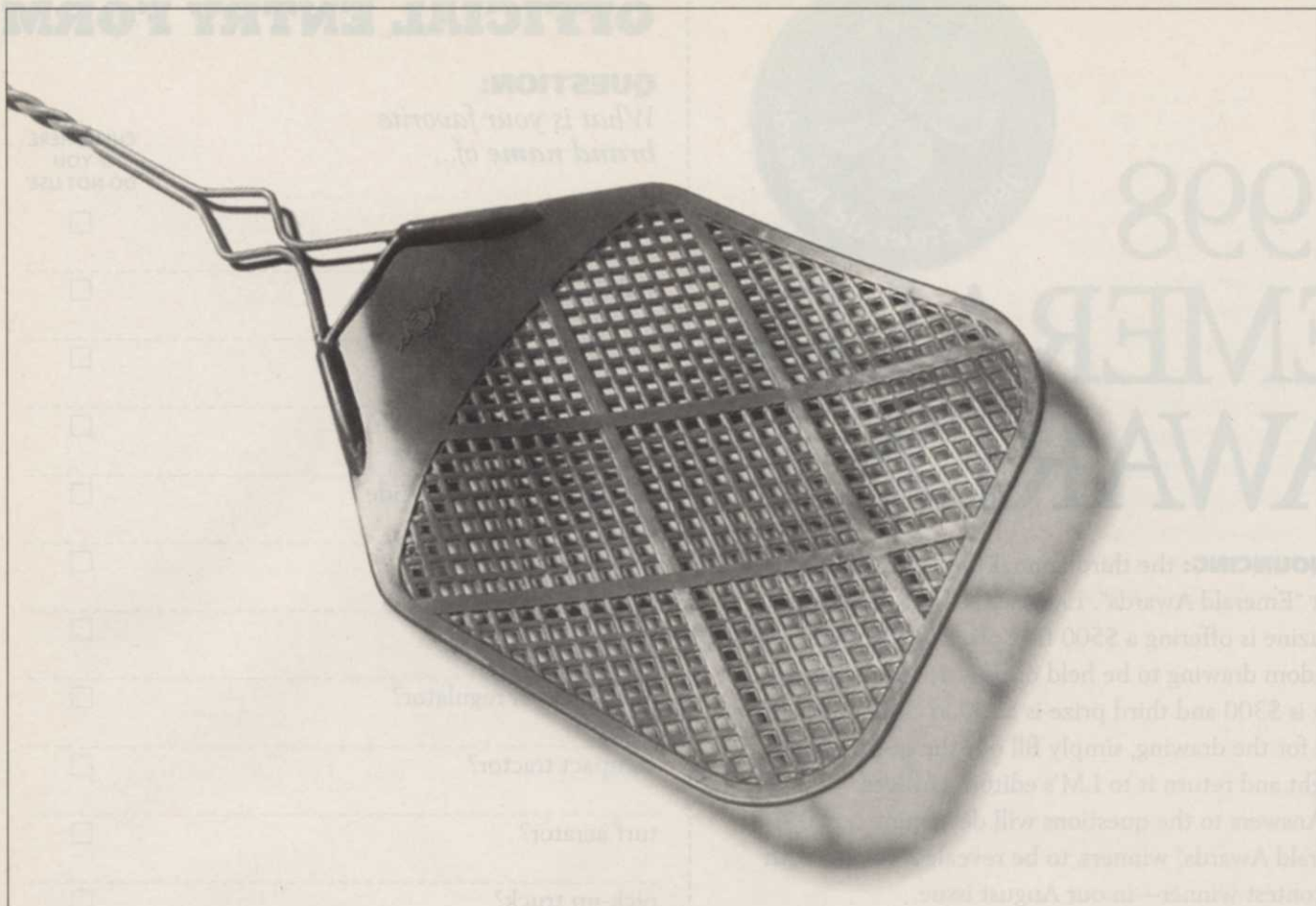
NAME: _____

EMPLOYER: _____

CITY/STATE: _____

PHONE NUMBER: _____

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So what?

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Events

MAY

18-19: Sports Turfgrass Management for Pros, The University of California Extension—Davis in cooperation with U.C. Cooperative Extension. Contact U. of Calif.—Davis at 530/757-8899 or 800/752-0881.

18-20: Storms Over the Urban Forest, Arbor Day Farm's Lied Conference Center, Nebraska City, NB. Call The National Arbor Day Foundation at 402/474-5655.

20: North Carolina Turf & Landscape Research Field Day, North Carolina State University, Raleigh, NC. Call Gene Maples 910/695-1333.

JUNE

6: A Workshop in Feng Shui UCLA, 175 Dodd Hall. Call ULCA Extension's Landscape Architecture Program at 310/825-9414.

18: Turf-Seed, Inc./Pure Seed Testing, Inc., Field Day, Hubbard, Or. Call 503/651-2351.

18-20: Super Floral Show, Columbus Convention Center, Columbus, Ohio. Call Jim Johnson 602/998-3992; 602/998-7838.

25-27: Southeast Greenhouse Growers Conference, Palmetto Center, Greenville, SC. Call Charles Hall 800/453-3070; 706/883-8215.

25: Selecting, Planting, Maintaining Urban Trees, University of California Extension, Riverside. Call 909/787-5804, ext. 1621.

JULY

5-8: Soil & Water Conservation Society Annual Conference, Hyatt Regency, San Diego. Call Charlie Persinger 515/289-2331.

6-11: Perennial Plant Assn. Symposium, Boston. Call Dr. Steven Still, 614/771-8431; 614/876-5238.

16-18: Turfgrass Producers Interna-

tional Summer Convention & Field Days, Sheraton of Tyson's Corner, VA. Contact Tom Ford 847/705-9898; 847/705-8347.

25-27: International Lawn, Garden & Power Equipment Expo, Louisville, KY. Contact Warren Sellers 502/562-1962.

28-30: Penn Allied Nursery Trade

Show, Fort Washington Expo Center, Fort Washington, PA. Contact Sandy Seltzer 717/238-1673; 717/238-1675.

AUGUST

2-5: International Society of Arboriculture Conference, Birmingham, England; Lisa Thompson, (217) 355-9411; (217) 355-9516. **LM**

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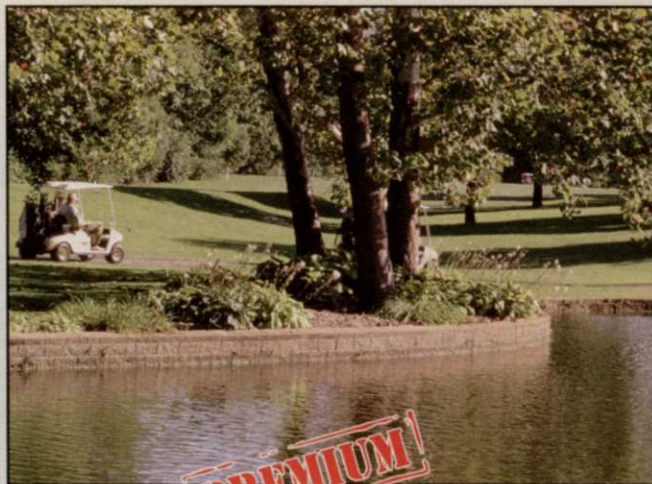
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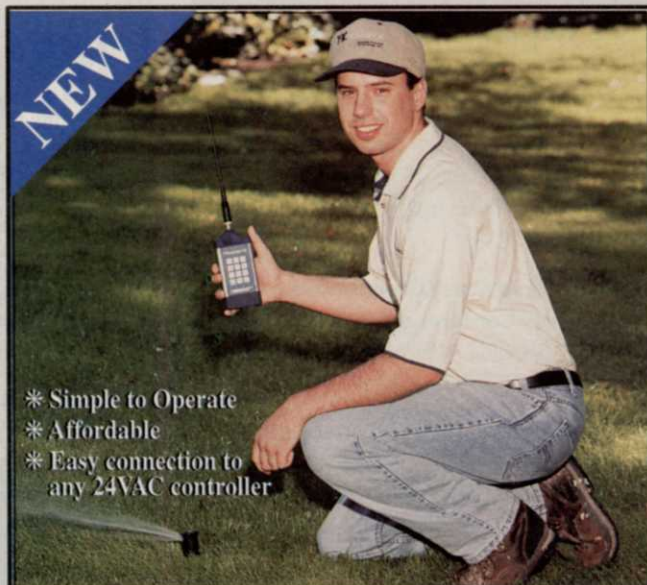
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Circle No. 156



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Remote Control Technology

Circle No. 155

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.

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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 bsmith@advanstar.com

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Circle No. 150 on Reader Inquiry Card

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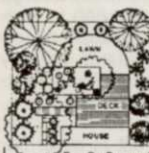
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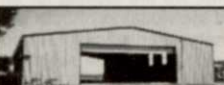
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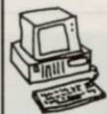
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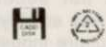
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HELP WANTED

MARKETING MANAGER

The Milwaukee Metropolitan Sewerage District seeks a professional to manage its Milorganite marketing department.

Requirements: BA in agronomy, marketing, horticultural or soil science with emphasis in turfgrass management or a related field required. Four to six years experience in fertilizer/turfgrass industry required. Experience in marketing management desirable. Excellent written and verbal communication skills as well as demonstrated analytic and research capabilities are needed for successful performance in this position. Equivalent combinations of education and experience may also be acceptable. Residency within MMSD boundaries required within one year. **Salary:** \$55,012-\$91,320, excellent employee benefits. Applicants should submit application material (including completed supplemental application) to MMSD by May 15, 1998; however, MMSD will continue to accept applications until the position is filled.

Application material can be requested by calling (414)225-2114, e-mailing tdeleon@mmsd.com, or visiting the MMSD Web site at www.mmsd.com.

MMSD IS COMMITTED TO EQUAL EMPLOYMENT OPPORTUNITY AND TO NONDISCRIMINATION IN ALL ASPECTS OF THE EMPLOYMENT RELATIONSHIP



HELP WANTED

Join America's leading irrigation and landscape lighting distributor, Century Rain Aid, as we continue to grow. Century is now accepting applications for branch management positions in the Northeast and Mid-Atlantic markets. Irrigation experience and a college education are preferred. Century offers industry competitive wage and benefit programs. Please send your resume and salary requirements to:

Century Rain Aid, 31691 Dequindre Rd.,
Madison Heights, MI 48071, Attn: Wayne Miller.

Pre-employment drug screening required.
Century is an Equal Opportunity Employer.

Southern Tree & Landscape Co.

seeks Landscape Construction Manager for Raleigh, NC branch. Min. 5 yrs. exp. Must have excellent communication and supervisory skills. Extensive irrigation background preferred. For confidential consideration, Contact Robert Neville at:

919-362-4706

Western States Reclamation, Inc. is one of Denver, Colorado's leading environmental contractors involved in commercial landscaping, irrigation, revegetation, and erosion control projects. Join others who have relocated to Denver and are in successful positions with a rapidly growing prestigious company.

- **Project Manager:** Must have experience in scheduling, budget control, materials acquisition, and project correspondence. Requires min. 5 yrs. exp. in landscape, irrigation, revegetation and erosion control. Degree in related field preferred.
- **Landscape Superintendent:** Must have up to 5 yrs. of management exp. on large commercial projects.
- **Irrigation Superintendent:** Req. up to 5 yrs. exp. with large mainline systems involving wiring, valves, clocks, layout, etc.
- **Irrigation Techs:** Must have good exp. with troubleshooting, programming clocks, repair valves, etc.
- **Reclamation Foreman:** Indiv. with exp. in revegetation and erosion control projects. Must have 5 yrs. exp. with farm and heavy equipment.
- **Estimator:** Must have exp. on large commercial landscaping projects up to \$3 mil/contract. Must be good with math, skilled in Lotus 1-2-3 and able to do digitizing and data entry. Position requires degree in landscape architecture, engineering construction or related field. Senior and entry level positions available.

We offer excellent benefits, profit sharing and relocation allowance. Only those who are serious about relocation in near future should apply. Please send your resume with salary history to:

Western States Reclamation, Inc.,
11730 Wadsworth Blvd., Broomfield, CO 80020
or fax (303)465-2478. EOE by choice.

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 85032. 5/98

SALES OPPORTUNITIES- Sales Manager, Contracted Maintenance Salesperson, Architect/Design Salesperson. Sales Manager to coordinate & enhance sales efforts for Maintenance, Construction & Nursery Operations. Motivate, train & manage our sales force w/some personal sales expectations. **Contracted Maintenance Salesperson** to build relationships & procure the opportunity to bid multi-family and commercial/ industrial accounts. **Architect/Design Salesperson-** target volume \$600,000 in residential/comm design-build work. Excellent opportunity to join a growing Chicagoland industry leader. We offer a generous salary w/commissions & great benefits (co. vehicle, insurance, 401(k), etc.) all in a friendly environment w/advancement potential. Work out of either our Naperville or Wauconda office. 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)526-4596. EOE. 5/98

LANDSCAPE DESIGN & INSTALL FOREMAN

A growing full service firm, we are looking for an energetic, self-motivated individual to handle our day-to-day landscape installation efforts. Strong plant knowledge & design interpretation skills are required. Computer skills a must. Full benefit package as well as incentive bonuses are available. 3400 Lancaster Pike, Wilmington, DE 19805, FAX 302.999.9950, PHONE 302.999.9575. 5/98

MAINTENANCE MANAGERS & SUPERVISORS

The Brickman Group, Ltd., one of the nation's largest and fastest growing full service landscape companies, has an immediate need in nationally for maintenance manager and supervisors. 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 59-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. 12/98**

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. 12/98

DIVISION MANAGERS

Award winning full service landscape management firm is seeking motivated individuals to build its senior management team. Located in the fast paced San Francisco Bay Area, our growth has created the need for division managers in Maintenance and Enhancement. Top candidates will be good communicators, organized, customer-focused, and understand a financial statement. An Associate or Bachelor degree is preferred with five years experience in the commercial field. We offer generous salaries and profit distribution, company vehicle, health/dental/life insurance, and 401k with company match. For immediate confidential consideration, mail, fax or E-mail resume to **Gachina Landscape Management, Inc., 1130 O'Brien Dr., Menlo Park, CA 94025, Fax: 650/853-0430, E-mail: hr@gachina.com. 5/98**

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. Candidates pay no fee. Call GreenSearch toll-free at 1-888-375-7787, Fax (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161. www.greensearch.com. 4/97

The expansion of **GREENTREE, INC.**, one of the Southeast's leading landscape management firms, has created outstanding opportunities for motivated leaders. positions open in Atlanta, GA; Florida; North and South Carolina; and Virginia for **MAINTENANCE SUPERVISORS, INSTALLATION SUPERVISORS, TURF TECHNICIAN. WE OFFER: 4 DAY WORK WEEK, TOP INDUSTRY SALARY, FULL BENEFIT PACKAGE, 401K PROGRAM, AND ADVANCEMENT OPPORTUNITIES.** Successful candidate will have exp. in landscape supervision, strong communication skill, Bi-lingual helpful. Apply to Human Resources, **GREENTREE, INC.**, 1640 Roadhaven Drive, Stone Mountain, GA 30083. Tele: 800-667-4196, Fax: 770-934-0919. 6/98

LANDSCAPE MAINTENANCE—CENTRAL VIRGINIA AND TIDEWATER AREA

The largest landscape maintenance contractor in 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: Project Manager, Spray Technician, Foreman, Crew Members, etc. Excellent benefits including 401-K, bonuses/incentives. Massive growth potential. Send resumes with salary requirements to: JRGM, HR Dept., 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 3/98

NATIONAL SALES MANAGER for COMMERCIAL EQUIPMENT MANUFACTURER-

Unique opportunity for successful, aggressive, take charge person who possesses and entrepreneurial attitude. Must have outdoor power equipment background (preferably with mowers and riders) with proven track record, established industry contacts and a base of active dealers. Individual will establish and work with representative groups and dealer/distributor accounts. The sky is the limit on how far **YOU** can take this business! Send resume compensation history in strict confidence to: O.A.A., 355 McKinley Place, Ridgewood, NJ 07450. 5/98

BUSINESS FOR SALE

Commercial Lawn Care Company located in Altanta, Georgia. Ten years in the north metro area. Sales average over \$420,000.00 annually. Selling price is \$305,000.00 for all accounts, trucks and equipment. Land and warehouse available. Fax all inquiries to 770-720-4842. 5/98

BUSINESS OPPORTUNITIES

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