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LANDSCAPE
management

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



Lava rock for landscapes

Lava rock occurs naturally in three shades, earthy red, black or gold from Mountain West Colorado Aggregate (MWCA) of Rexburg, ID. Reds blend into any garden, black is appealing with lush greenery, and gold, mined exclusively by MWCA, is now available. One-third the weight of regular rock, lava rock withstands the elements and won't blow or wash away. For more information contact MWCA at 800/727-9959, or www.mountainwest-ca.com or

Circle No. 264

Batteries Plus catalog

Batteries Plus, a national business-to-business and retail battery chain, introduces its newest catalog, Land Mobile Batteries, which offers a broad selection of batteries for a variety of items including two-way radios, pagers, laptop computers and cell phones. Automotive, lawn equipment and heavy duty truck batteries are also available, as are UPS/backup system batteries for computers, security alarms and emergency lights.

For more information contact 800/67-START, website www.batteriesplus.com or

Circle No. 265

Attachments move trees, other materials

The Nursery Jaws line of attachments from Diversified Products Marketing (DPM) allows any type of loader or forklift to manipulate trees and shrubs in B&B, wooden boxes and plastic containers, as well as boulders, landscape materials and palletized products. Mounting in seconds to a front-end loader with a Quick-Tach system, Nursery Jaws can be run using auxiliary hydraulics. A two-man job can be turned into a one-man operation, increasing productivity, reducing injuries, liability and product damage. For complete information and video, contact DPM, Inc., Box 36, Davenport, NE, 68335, call 800/669-4408, fax 402/364-2194, email: nurseryjaws@navix.net, or www.nurseryjaws.com, or



Circle No. 266



Soil renovator for skid-steer loaders

The RotaDairon RDH-60, from Dairon S.A. of France, is specifically designed for skid-steer loader application with a quick attachment system presently made to fit newer models of Bobcat™, New Holland™ and John Deere™ loaders. The

RDH-60 has a working width of 60 inches, tills to a depth of 5.5 inches and uses an oil-bath chain drive system and hydraulic motor. It also features the patented 'Self Safety System', designed to protect operators from flying rocks, wood and debris as the machine renovates the turf and soil in its path. Available for other loaders in the future, the basic requirement for the RDH-60 is a front lift capacity minimum of 1,550 lbs.

For more information contact the North American distributors, Emrex, Inc., Box 1349, Kingston, Pa. 18704 at 717/288-9360 or

Circle No. 267

5000-PSI cold-water pressure washer

Landa introduces a new cold-water pressure washer that surpasses the traditional pressure threshold of 3,000 PSI. The gasoline-driven MPG5-50921E delivers 5,000 PSI, enough power to strip concrete from steel forms.

The model combines the extra high pressure with a flow of five gallons per minute and is driven by a 25-hp Kohler OHV engine. The two six-gallon fuel tanks provide nearly 6.5 hours of continuous operation. As with all Landa pressure washers, the MPG has a five-year warranty on manufactured parts.

For more information contact Crismon Lewis, Landa at 800/547-8672, ext. 175 or

Circle No. 268



> PRODUCT REVIEW

For your draining and funneling needs

The new Ultra-Drainmate Superfunnel from UltraTech International, Inc., adds safety and efficiency to draining and



funneling tasks. A steel drain grid elevates oil filters, pails, etc., during the draining process for complete drainage of residues. Steel construction of the large 25x25x8.5 in. funnel will not support combustion, allowing safe usage with petrochemicals. Ultra-Drainmate II features a lockable, hinged cover with UL listed fusible link for automatic fire closure. Options include a steel rack designed to hold multiple plastic oil jugs in an inverted position, and 'Punch-n-Drain', a tool which punctures oil filters to allow complete drainage.

For more information contact UltraTech International, Inc., at 800/353-1611 or 904/292-1611, fax 904/292-1325, website <http://spillcontainment.com>, email ultratech@spillcontainment.com or

Circle No. 269



have a direct drive, heavy duty 12-volt DC motor in a weather-tight enclosure, and a capacity of 10.75 ft³/700 lbs. and 5.75 ft³/350 lbs., respectively.

For more information contact TrynEx, 322 East Lincoln, Box 69, Royal Oak, MI, 48068-0069, call 800/725-8377, fax 248/546-5101, or

Circle No.270

Convenient pole pruner

Stihl introduces the new HT 70, a fixed length pole pruner which reaches branches 10 to 11 feet off the ground. The HT 70 is part of the 4137 series family engine, whose major components are interchangeable within the series.

With a unit weight of 11.8 lbs, the pruner can be used to trim branches, tall hedges and small tree limbs that don't require a telescoping shaft. Other features in-



clude the Easy Start system and an automatic gear-driven oiler.

For more information contact your nearest Stihl dealer, call 800/GO STIHL or website www.stihlusa.com, or

Circle No. 271

SnowEx from TrynEx

The SnowEx tailgate spreader is ideal for parking lots, driveways and roads. The SP-1075 has a unique pivot mount option which provides full tailgate access and requires no drill holes in the truck bed and variable fingertip key touch with digital system status. The SP-575 can be mounted with a Class 3, utility or three-point mount. Both the SP-1075 and the SP-575



Heat conducting rubber mats warm up winter

ClearPath, Inc., introduces ThermaWalk, an affordable, durable, heat-conducting rubber mat that melts ice and snow from sidewalks. ThermaWalk is composed of a unique UL-approved heating element between two layers of thin, durable, slip-resistant rubber that connect to a snap-on power-strip, ThermaBar, which plugs into an electrical outlet.

ThermaWalk comes in custom-cut lengths and rolls up for convenient off-season storage. Made with DuPont Hypalon rubber, they are as durable as automobile tires, surviving punctures and harsh wear while continuing to operate safely and efficiently for years of trouble-free service.

ClearPath also offers ThermaRoof and, soon to be released, ThermaDrive and ThermaStair. For more information contact ClearPath at 800/NO-SNOW or

Circle No. 272



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STATEMENT OF OWNERSHIP, MANAGEMENT, AND CIRCULATION (Required by 39 U.S.C. 3685)

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- 2. Publication Number:** 0894-1254
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Telephone: (218) 723-9280
- 8. Complete Mailing Address of Headquarters or General Business Office of the Publisher:** 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
- 9. Full Names and Complete Mailing Addresses of Publisher:** John Payne, 7500 Old Oak Boulevard, Cleveland, Ohio 44130-3369
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- 10. This publication is owned by:** Advanstar Communications Inc., 7500 Old Oak Boulevard, Cleveland, Ohio 44130. The sole shareholder of Advanstar Communications Inc., is: Advanstar Holdings, Inc., 575 Boylston Street, Boston, MA 02116.
- 11. Holders of 1.0% or more of Advanstar Communications Inc. Mortgages or Other Securities as of August 1998:** Advanstar Communications Inc. is the Mortgagee under a Credit Agreement dated May 31, 1996, with various lenders as named therein from time to time. The agent for the lenders is: The Chase Manhattan Bank, Attn: Mitchell Gervis, Administrative Agent, 270 Park Avenue, 37th Floor, New York, New York 10017. The security holders/lenders as of 7/98 are as follows: Bank of New York, One Wall Street, 16th Floor, New York, NY 10286, Contact: Benjamin B. Todres; BankBoston, N.A., 100 Federal Street, Boston, MA 02110, Contact: Jonathan Sharkey; Dresdner Bank, 75 Wall Street - 25th Floor, New York, NY 10005, Contact: William Lambert; First Dominion Capital, 1330 Ave of Americas, 10th Fl, New York,

NY, 10019, Contact: Andrew Marshak; First Source Financial, 2850 West Golf Road, 5th Floor, Rolling Meadows, IL 60008, Contact: Ken Brown; The Chase Manhattan Bank, One Chase Manhattan Plaza, New York, NY 10081, Contact: Mitch Gervis; Indosuez Capital Funding IV, 1211 Avenue of the Americas, 7th Floor, New York, NY 10036-8701, Contact: Francoise Berthelot; Merrill Lynch Sr. Floating Rate Fund, 800 Scudders Mill Road, Plainsboro, NJ 08536, Contact: Jill Montanye; Octagon Credit Investors, 380 Madison Ave., 12th Floor, New York, NY 10017, Contact: Andrew Gordon; Prime Income Trust, 2 World Trade Center, 72nd Floor, New York, NY 10048, Contact: Rafael Scolari; Fleet Bank, MA of DO3D, One Federal Street, Boston, MA 02110, Contact: David Belanger, Jeff McLaughlin; Heller Financial, Heller International Tower, 500 West Monroe, 12th Floor, Chicago, IL 60661, Contact: Linda Wolf; BHF - Bank Aktiengesellschaft, 590 Madison Avenue, New York, NY 10022, Contact: Tony Heyman (30th Floor); Stanfield Capital Partners L.L.C., 175 Water Street, 22nd Floor, New York, NY 10038, Contact: Stephen M Alfieri; Eaton Vance Senior Debt Portfolio, c/o Boston Management and Research, 24 Federal Street, 6th Floor, Boston, MA 02110, Contact: Scott H. Page; Van Kampen American Capital, One Parkview Terrace, Oakbrook Terrace, IL 60181, Contact: Jeffrey Mailet. Also, Advanstar Communications has issued certain notes subject to an indenture (the "bonds"). The trustee under the indenture, which trustee is the registrar and paying agent as of August 1, 1998 is: The Bank of New York, Attn: Mary Jane Schmalgel, 101 Barclay Street, 21st Floor, New York, New York 10286. The registered bondholder as of August 1, 1998 is: CEDE & CO., Box #20, Bowling Green Station, New York, NY 10004.

- 12. Does Not Apply**
- 13. Publication Title:** Landscape Management
- 14. Issue Date for Circulation Data Below:** September 1998

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1. Sales through dealers and carriers, street vendors and counter sales (Not mailed)		
2. Paid or Requested Mail Subscriptions (include advertiser's proof copies and exchange copies)	48,278	49,090
C. Total Paid and/or Requested Circulation	48,278	49,090
D. Free Distribution by Mail (Samples, complimentary, and other free)	3,388	2,285
E. Free Distribution Outside the Mail (Carriers or Other means)	1,834	1,206
F. Total Free Distribution	5,222	3,491
G. Total Distribution	53,500	52,581
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1. Office use, leftovers, spoiled	99	86
2. Return from News Agents	-	-
I. Total	53,599	52,667
Percent Paid and/or Requested Circulation	90.2%	93.4%
17. Name and Title of Editor, Publisher, Business Manager, or Owner: Robert A. Dahl, Group Circulation Director Date: 9/15/98		

I certify that the statements made by me above are correct and complete.

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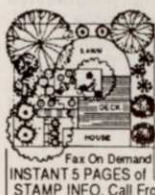


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Landscape Sales South Florida, full service Landscape Company has immediate opening for a highly motivated sales professional. Applicant must have minimum 3 years experience in the landscape industry, strong interpersonal communications and organizational skills. Salary plus commission, medical & dental insurance. Growth opportunity. Fax resume to (561) 997-0971 or Call (800) 718-9619. DFW, EOE. 11/98

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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** 12/98

Landscape Supervisor Dover Downs Inc., an 800-acre auto racing facility and entertainment complex is seeking a Landscape Supervisor to manage and coordinate the maintenance of all landscaped areas at the complex. This position requires knowledge and experience in irrigation systems, ornamentals, and turf management. Individuals should also possess strong communication skills, organization and problem solving skills. Applicants should have 3-5 yrs experience or a college degree in ornamental horticulture or related field. Please send resume and salary requirements to: **Dover Downs Inc., Attn: Bill Haire H.R., P.O. Box 843, Dover, DE 19903** 11/98

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MAINTENANCE DIVISION MANAGER Award winning full service landscape management firm is seeking a motivated individual to add to its senior management team as Maintenance Division Manager. Located in the fast paced San Francisco Bay Area, our rapid growth has created the need for additional key personnel. 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: jobs@gachina.com** 11/98

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DEPARTMENT MANAGER - CONSTRUCTION AND MAINTENANCE: Full-service design-build firm located in Northeast New Jersey seeks dynamic self-starter to oversee landscape department and sell and manage construction projects. Require a growth-oriented, team player with three to five years landscape sales/management/production experience. Excellent leadership, organizational and communications skills a must. A degree in Horticulture or Landscape/Grounds Management desired. Responsibilities include estimating; sales; scheduling and supervising crews; purchasing and inventory; and budget and profit control. Excellent career opportunity with growing, progressive company with outstanding 20-year service record. Competitive salary and benefits. Send or fax resume to: **Jacobsen Landscape Design and Construction, 41 Birch Street, Midland Park, NJ 07432. 201-444-4334. Attention: Personal Department** 11/98

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OPERATIONS MANAGER Tovar's Landscape Contractor's Inc., located 25 miles west of Chicago seeking a self motivated operations manager with 5-10 years industry experience. Candidates must have strong management skills. Responsible for complete operations including scheduling, purchasing, & supervision of field personnel. Salary based on experience. Please forward resume to: TLC, 977 Elizabeth St., Elgin, IL 60120 or Fax: 847-695-0417. 11/98

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The Equipment & Engine Training Council (EETC) is offering \$50 dues reduction for dealers through November for new members. The regular membership is \$175.

The EETC is a professional organization focused on ensuring that there will be a continuous and highly trained pool of service technicians available in the future to meet the needs of the outdoor power equipment industry. It is made up of manufacturers, dealers and distributors' service and training personnel, vocational and technical schools, national educational associations and other industry and educational leaders.

For more information—or to take advantage of the dues special—contact the EETC at 1946 So. IH-35, Suite 100-A, Austin, TX 78704-3693. phone: 512/442-1789; fax: 512/442-1789; e-mail: opecertJ@io.com.

Move over, Len Berman

The Stihl Timbersports Series competition can be seen on ESPN starting in November. The competition consists of three different wood chopping events: spring board, underhand and standing chop; and three sawing events: stock saw, modified hot saw and single buck cross cut sawing. The five taped shows premier on ESPN Nov. 21 and 28 at 6 and 2 PM EST, respectively and on Dec. 5, 20 and 27 at 6, 5 and 1 PM EST.



'artsy' turf is on the move

A remarkable exhibit concluded a five-month run November at the Canadian Centre for Architecture in Montreal. It's entitled *The American Lawn: Surface of Everyday Life*. It's described as an "interpretative three-dimensional installation." Some of the objects in the multi-media exhibit: space age lawnmowers; lovingly fetishized lawn ornaments; photographs (including this one taken by David Mellor of the Milwaukee Brewers grounds crew), excerpts from movies and television, and... surprise, plugs of actual grass. The exhibition was designed by experimental New York architects Diller + Scofidio. If you missed it in Montreal, don't despair. It will be coming to Cincinnati this spring as part of a three-year tour of North America.

Texas A&M honors alumnus Dr. Jim Watson

The Texas A&M University College of Agriculture and Life Sciences recently honored Dr. James R. Watson as an "Outstanding Alumnus."

Watson is best known as the vice president of customer relations and agronomy for the Toro Company, his employer since 1952. Before that, he was an assistant professor of agronomy at Texas A&M, where he selected the first turf-type bermudagrasses for use in Texas. He later developed and released a bentgrass that is used in golf courses in the Northern Plains and Central Canada.

Watson is founder of the International Turfgrass Society and has served as president one year and director since 1979. He received his bachelor's degree in agronomy from Texas

A&M University in 1947 and his doctorate from Pennsylvania State University in 1950, the first doctorate ever earned in the turfgrass field.

Woods Equipment builds new plant

Woods Equipment Co., recently broke ground on a 68,000-square-foot manufacturing plant in Gardner, MA. The new facility will manufacture Wain Roy quick coupler systems currently manufactured in Hubbardston, ten miles away. In addition, the Gardner facility will also manufacture other construction equipment.

Woods recently acquired Wain Roy to broaden its product offering in the construction equipment market, a release from the company said.