

LANDSCAPE
management

January 1999

This card is void after March 15, 1999

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Fill in ovals as shown: ●

1. My primary business at this location is: (fill in ONE only)

CONTRACTORS/SERVICE COMPANIES

- 02 255 Landscape Contractors (installation and maintenance)
- 03 260 Lawn Care Service Companies
- 04 265 Custom Chemical Applicators
- 05 270 Tree Service Companies/Arborists
- 06 275 Landscape Architects
- 07 280 Land Reclamation and Erosion Control
- 08 285 Irrigation Contractors
- Other Contractors/Service Companies (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 Condominiums/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 Groundscare (please specify) _____

SUPPLIERS AND 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
- 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. SERVICES PERFORMED (fill in ALL that apply)

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

4a. Do you specify, purchase or influence the selection of landscape products?

- 75 Yes 76 No

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

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

5. Do you have Internet Access? 77 A Yes 78 B No

5a. If so, how often do you use it?

- 79 A Daily 80 B Weekly 81 C Monthly 82 D Occasionally

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

cont. from page 49

much at one time. What is "excessive" depends on the soil type and condition, the turfgrass species and the climate. Any nitrogen that has been converted to nitrate but has not been absorbed by the plants is prone to leaching. "Spoon feeding" the turf with low rates of nitrogen on a more frequent basis (0.05 to 0.20 lbs. N/1000 sq.ft. per week) helps keep nitrogen levels more uniform throughout the season and improves their efficiency of use.

The placement of any nitrogen fertilizer on impervious surfaces increases the chance of nitrogen entering surface or subsurface water resources. Therefore, avoid applying granules or spray directly onto sidewalks, roads and driveways. You may need to

Choose an appropriate granule size for turf density to help granules move into the canopy.

use a drop spreader on turf areas next to these surfaces or remove any granules using a broom or a blower. Also, avoid applying fertilizer directly into any surface water such as streams, lakes or temporarily ponded water.

Foliar application of soluble nitrogen fertilizers may reduce movement of nitrogen in runoff and leachate compared to granular application. However, volatilization losses will be higher when using a sprayer or fertigation system. Soluble nitrogen granules, like uncoated urea, which remain on top of the turf canopy after application, have a greater risk of moving offsite in runoff compared to granules that have moved into the turf canopy by gravity or water.

Choosing an appropriate granule size for the canopy density will help granules move into the canopy. For example, on golf greens, smaller granules should be used so they can more easily move down into the highly dense canopy. Large or small granules can be used on lawn or athletic fields because the turf on those areas has a canopy that is less dense and more open than a golf green.

Although turfgrasses naturally do a great job of minimizing offsite movement of nitrate and other forms of nitrogen, there are certain management practices that can be used to even further reduce the chance for movement. The suggested practices are inexpensive to implement and should not decrease turf quality. Actually, some may even improve turf quality.

Educating yourself, fellow turf managers and your customers on this issue should give everyone a little more peace of mind when it comes to nitrate movement from turfgrass. **LM**

—Douglas T. Linde, Ph.D., is an Assistant Professor of Agronomy and heads the Turf Management Program at Delaware Valley College, Doylestown, PA.

Events

JANUARY

20 Landscape Contractors, Turfgrass Managers & Grounds Maintenance Conference with Trade Show

Jamil Shrine Temple, Columbia, SC. Call SC Landscape & Turfgrass Association 803/772-9380

25-27: Central Environmental Nursery Trade Show (CENTS)

Greater Columbus Convention Center, OH. Call 800/825-5062, fax 888/665-2329

26-31 National Arborist Association Winter Management Conference

Weston Caesar Park, Cancun, Mexico. Contact Carol Crossland 800/733-2622, fax 603/672-2613, www.natlarb.com

27-29 Midwest Turf Expo

Indiana Convention Center, Indianapolis. Contact Bev Bratton 765/494-8039, fax 765/496-2926, www.purdue.edu

28-30 New England Grows!

Hynes Convention Center, Boston. Call 508/653-3009, fax 508/653-4112.

28-30 Gulf States Horticultural Expo

Mobile Convention Center, Mobile, AL. Call Linda VanDyke 334/502-7777.

FEBRUARY

1-26 University of Guelph, Annual Turf Managers' Course

Holiday Inn, Guelph,

Ontario. Call 519/767-5000, fax 519/767-1114.

2 OSU Extension

Annual School Tom's Country Place, Avon, OH. Contact Charles Behnke 440/322-0127

3-5 Turfgrass Producers International Midwinter Conference & Expo

The Hyatt Regency Tampa, FL. Call 800/405-8873 or 847/705-9898

4-6 PLCAA Management Conference

Embassy Suites, Orlando, FL. Contact Heath Moore 800/458-3466, fax 770/578-6071, www.plcaa.org

4-7 American Nursery & Landscape Association Management Clinic

Galt House, Louisville, KY. Call 202/789-2900, fax 202/789-1893, www.anla.org

7-10 Fertilizer Institute annual meeting

Wyndham Annatole Hotel, Dallas. Contact Linda McAbbee 202/675-8250, fax 202/544-8123, www.tfi.org

10 JOB FAIR (Stockbridge School of Agriculture & the Univ. of Mass.)

Campus Center Auditorium, Amherst, MA. Call 413/545-2222.

12-14 GCSAA International Conference & Show

Orange County Convention Center, Orlando, FL. Call 800/472-7878, www.gcsaa.org

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The CS-3450 now comes with a protective carrying case, a quart of bar and chain oil and an extra loop of chain. The saw is powered by an Echo 33.4 cc, two-stroke engine with Pro-Fire® electronic ignition and comes with a purge-pump carburetor and a



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The CS-3450 comes with a 16-inch bar, has a fuel capacity of 8.5 oz., an oil capacity of 5 oz., and the power head weighs only 7.8 lb. The saw has a one-year commercial warranty.

For more information contact Echo Inc. at 800/540-8400 or

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Wellmark's Extinguish™ Professional Fire Ant Bait eliminates fire ant colonies and stops the development of young mounds with an insect growth regulator (IGR). The IGR, when



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sterile, so that replacement workers are not produced. Ultimately the entire colony, including the queen dies.

Reduction in colony size can be seen beginning at three weeks with colony elimination within eight to 10 weeks. The use of Extinguish requires no withdrawal period on treated areas and can be used around flowers, shrubs, trees, fruits and vegetables.

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Buena Park, CA
Thursday, & Friday, January 28 & 29, 1999

Mesa, AZ
Tuesday, February 2, 1999

Santa Clara, CA
Tuesday, February 16, 1999

Visalia, CA
Friday, February 19, 1999

Circle No. 122



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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 2/99

LANDSCAPE CONSTRUCTION SUPERVISOR/IRRIGATION CONSTRUCTION SUPERVISOR/LANDSCAPE CONSTRUCTION FOREMAN/IRRIGATION CONSTRUCTION FOREMAN. Krueger's Associated Landscape, a full service landscape contracting company servicing the beautiful Portland Metro area, is seeking additional key personnel. Qualified applicants should possess good communication skills, be customer service orientated, have knowledge of scheduling and planning projects, understanding a financial statement, and have proven leadership and interpersonal skills. Bilingual preferred, experience/education required. We offer excellent pay, full benefits and advancement opportunities. For immediate consideration please fax resumes to (503) 647-9861, or call (503) 647-1000. 3/99

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The NW is the place to work and enjoy outdoor recreations. Looking for result oriented team players that are committed to safety, customer service, quality work, employee opportunities, and profit. Positions available include: **Maintenance Manager, Construction Foreman, Irrigation Technician.** Send resumes or request application to Pruett Tree & Landscape, PO Box 1967, Lake Oswego, OR 97035 or fax (503)635-1524 1/99

MAINTENANCE DEPARTMENT MANAGER STM Landscape Services Inc., one of the Mid-Atlantic region's largest landscape maintenance firms with outstanding 22-year service record, seeks a qualified, career-oriented manager with minimum 5 years' experience running day-to-day large field operations. Excellent leadership, organizational and communications skills a must. Responsibilities include estimating, sales, scheduling and supervising crews; budget and profit control. Competitive benefits and growth opportunities. Fax resume to: 888-352-7555. 1/99

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Grab Bag

Pond Guy scores big frequent flier miles

Greg Wittstock, who describes himself as "The Pond Guy," might be the ultimate road warrior.

Wittstock, founder and president of Aquascape Designs, West Chicago, IL, started a 3-month, 57-city tour earlier this month to help contractors and retailers install and sell water gardens and related water features. Wittstock will be offering a day-long seminar entitled "Growing Your Water Feature Business Seminars" at each of the stops.

Greg says he will personally conduct each seminar. His travels began Jan. 4 in Pittsburgh and conclude March 31 in

Chatham, Ontario, Canada. To find out when the water feature road show will be in your neighborhood, call Aquascape at 800/306-6227 or 630/231-3113. To learn more about the company, visit its website at www.aquasapedesigns.com

Commercial mowers to take slight dip

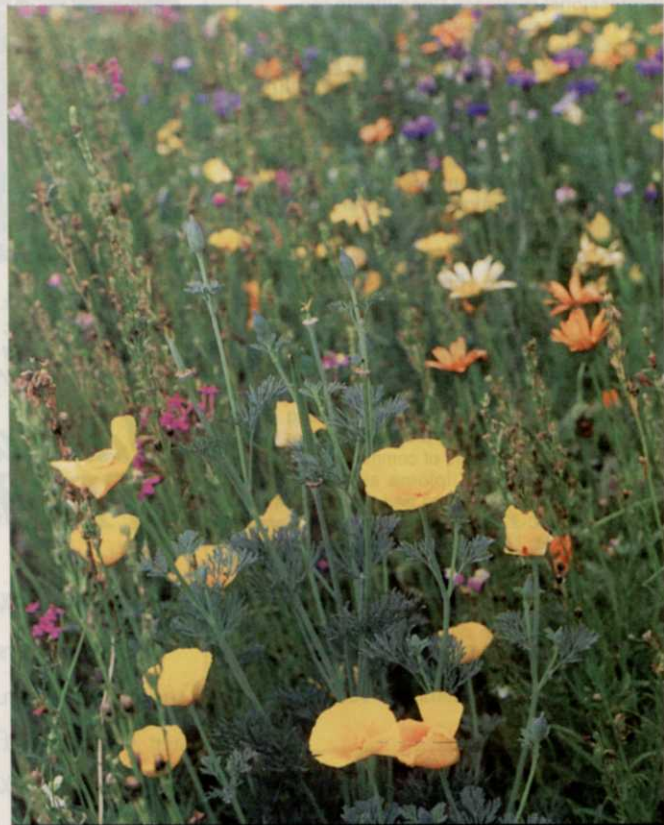
The Outdoor Power Equipment Institute (OPEI) forecasts a slight drop in shipments of commercial riding mowers and intermediate walk-behind mowers in 1999. For the 1999 season (units shipped from Sept. 1, 1998 through August 31, 1999), the OPEI says riders will decrease .3% to 64,933 units and intermediate walk-behinds will drop 3.2% to 48,116 units.

The forecast isn't considered gloomy for several reasons. First, shipments for model year 1998 were robust—97,400 commercial walk behind units and 65,100 commercial riding units. Also, the OPEI expects a small upturn in shipments of commercial mowers again in the year 2000 with riders expected to rise by about 5% and walk-behind mowers by about 1%.

The OPEI Commercial Turf Forecast is prepared quarterly by Association Research, Inc.

Ruppert honored

Ruppert Company, now a part of TruGreen/ChemLawn, received a 1998 President's Service Award in October, for its annual field days, working with the District of Columbia to renovate neighborhood parks and recreation areas. The award was established in 1982 to honor outstanding individuals, groups, businesses and/or organizations for their volunteer initiatives in addressing unmet human service, educational, environmental and public safety needs.



Wonderful winter wildflowers?

Plant breeders are doing marvelous things, but they haven't yet perfected growing wildflowers like this in the dead of winter, at least not in Ohio where we write and edit *Landscape Management*. This photograph of wildflower trials in Rolesville, NC, was taken in June at a Turf-Seed, Inc. Field Day. This coming June 15 the company is again planning its Field Day in Rolesville.

Hollywood Impressions

"A Walking Tour Through History" is a one day course, Saturday, February 8, featuring visits to historical landmarks, old groves and hidden gardens. Landscape architect, Rhett Beavers, will lead the tour which examines the remnants of mythic Hollywood. For information contact UCLS Extension Landscape Architecture Program at 310/825-9414.

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...