

Events

JULY

1 Deadline: ALCA Landscape Contribution Awards 800/395-2522; www.alca.org

12-14 Western Nursery & Garden Expo Harvey's Casino Resort, South Lake Tahoe, NV; 800/748-6214; www.can-online.org

19-20 PLCAA Legislative Day on the Hill & Arlington Renewal and Remembrance Project Holiday Inn Capitol, Washington, DC; 800/458-3466; www.plcaa.org

20-23 Turfgrass Producers International Summer Convention & Field Days

East Lansing Holiday Inn, MI; 847/705-9898; www.turfgrassod.org

23-25 Masters in Management for the Landscape Industry Seminar Hilton Chicago O'Hare Airport; 800/395-2522; www.alca.org

24-26 International Lawn, Garden & Power Equipment Expo Kentucky Exposition Center, Louisville, KY; 502/562-1962; <http://EXPO.mow.org>

24-27 American Nursery & Landscape Convention Philadelphia, PA; 202/789-2900; www.anla.com

25-31 Perennial Plant Symposium & Trade

Show Lansing Convention Center, MI; 614/771-8431; www.perennialplant.org

27 Midwest Regional Turf Field Day West Lafayette, IN; 765/494-8039; www.purdue.edu

27-29 Penn Allied Nursery Trade Show Expo Center, Fort Washington, PA; 717/238-1673; www.pantshow.com

AUGUST

1-4 International Society of Arboriculture Conference Stamford, CT; 217/355-9411; www.ag.uiuc.edu/~isa

6 Deadline: Landscape Management & PGMS Professional Grounds Management Awards 410/584-9754; www.pgms.org

6-8 TAN-MISSLARK Nursery, Garden, Landscape Supply Show Houston, TX; 800/880-0343; www.growzone.com

7-9 Southern Nursery Assn. World Showcase of Horticulture Georgia World Congress Center, Atlanta, GA; 770/973-9026; www.sna.com

8-11 Soil & Water Conservation Society Annual Conference Biloxi, MS; 515/289-2331; www.swcs.org

9-12 Florida Turfgrass Association Conference & Show University of Florida, Gainesville, FL; 800/822-6721

10-13 Florida Turfgrass Association Conference & Trade Show Gainesville, FL; 800/882-6721

No Matter Where You Grow Turf and Ornamentals, VW&R Would Like to be Your Supplier.

- Working to supply the products you need for weeds, diseases, insects and specialty chemical uses.
- Building a team of turf professionals with the right stuff to earn your business.
- VW&R has been serving chemical specialty customers since 1930.
- Over 80 U.S. locations.
- We will be calling on you soon.



Van Waters & Rogers Inc.

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VW&R Office at...

1-800-888-4VWR

We understand that failure is not an option for our customers

Seeder for tight situations

Brillion has the Turfmaker Junior seeder, ideal for tight seeding conditions. The seeder is available in 4- and 6-ft. seeding widths but high volume capacity hasn't been lost. The 4-ft. seeder has a 7 bushel hopper capacity and 11 high-rate seed metering cups while the 6-ft. can hold 11 bushels with 17 seeding cups. The Junior seeders are equipped with a speed-up kit for fast and easy seeding rate changes in the field. Optional features include: an electric acremeter and a loader support bracket.

For more information call 800/409-9749, www.brillionfarmeq.com or

Circle No. 272



Prepackaged pumping systems

The Floboy S and D Series, from Flowtronics PSI, feature "plug it in and pump it out" engineering. The S Series range



from 2 to 30 hp with flow rates of 10 to 250 GPM. The D Series are available in 2 to 10 hp with flows of 10 to 210 GPM. Features include: advanced lightning and surge protection; solid state overload module; and standardized piping and valve sizes.

For more information call 614/262-1443 or

Circle No. 275

Ornamental fungicide

Heritage® fungicide, from Zeneca, has been approved for disease control for ornamental plants. This product can now be used for golf course turf, sod farms, lawn care and sports turf. Heritage has a high level of fungicidal activity, a low toxicological profile and a reduced risk environmental profile. It provides control of *Rhizoctonia*, anthracnose, downy mildew, *Alternaria*, *Phomopsis*, powdery mildew, rusts and other pathogens.

For more information contact Zeneca Professional Products at 302/886-4224, www.zenecaprofprod.com or

Circle No. 273

Promote durable turf

Fieldchoice® and Greenchoice® soil amendments, from Premier Environmental Products of Houston, TX, can be used in new construction or as a topdressing using standard aeration equipment. Percolation, moisture and nutrient retention rates are improved.

For more information call 800/829-0215, fax 409/885-7959 or

Circle No. 274

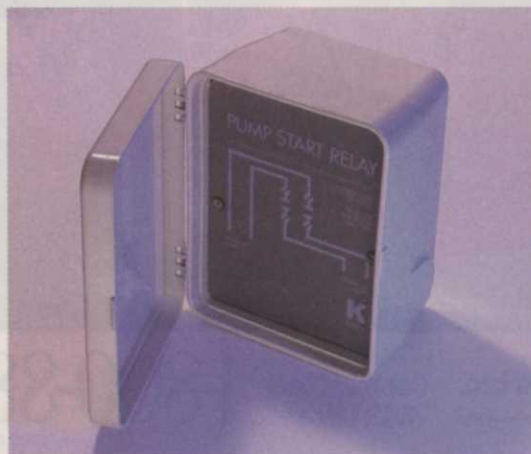


Pump start relays

K-Rain offers five versatile, reliable pump controls in the 1500 series. Features range from rain-tight, secure, rustproof enclosures to large, easy-access enclosures. The shockproof enclosure with safety cover deters vandalism. Models are available that operate 2- to 7.5-hp pumps.

For more information call 561/844-1002, www.k-rain.com or

Circle No. 276



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

LANDSCAPE
management

June 1999

This card is void after August 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: _____

AN **ADVANSTAR** PUBLICATION
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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 Design | 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

Improve soil structure

Profile Professional Soil Conditioners™ change soil structure by managing oxygen and water pore space. Clay Soil Conditioner™ for clay soils and Soil Conditioner™ for sandy and dry soils. The amendments are



made of a 100% natural blend of kiln-fired, porous ceramic chips and will not break down or require additional applications.

For more information call 800/207-6457 or

Circle No. 277

On-site repair kit from Hunter

The PGP-ATR replaces worn or broken pop-up impact sprinklers with a quiet, gear-driven mechanism. The kit features a special Hunter PGP replacement rotor, interchangeable nozzle rack, "bucket cover" ring and adjustment tool. The installer simply "threads out" the existing internal assembly and "threads in" the PGP-ATR. No tools or adapters are required.

For more information call 800/733-2823, www.HunterIndustries.com or

Circle No. 279



24-station controller from Irritrol

The Total Control Series of hybrid controllers has been expanded to include a 24-station model. Designed for commercial, light commercial and residential use, the controller offers programming flexibility with 16 start times, 7-day calendar, 365-day clock/calendar and the memory holds the schedule through power failures.

For more information call 800/634-8873 or

Circle No. 278

Weathermatic Weathermate™

The Weathermate is a dial-based, three-program controller with independent water budgeting by program and long-station timing for drip and micro-irrigation applications. Offered in 6-, 9- or 12-station indoor and outdoor models,

this controller is ideal for both residential and smaller commercial irrigation systems. Designed with the professional contractor in mind, the Weathermate controller has an optional easy-to-use two button remote control.

For more information call Weathermatic at 888/4 THE PRO or

Circle No. 280



Landscape design and quotation software

DynaScape™ allows you to make quick and accurate landscape designs with automated and accurate quotation output capability. From Ditek Software Corp., this CAD software is appropriate for design/build contractors, landscape designers, urban designers, garden centers, pool companies and landscape architects.

For more information call 888/236-7991, www.ditek.com or

Circle No. 281

Ultra simple controller

The TeeJet® 834 electronic controller can be programmed quickly and easily. The 834 is designed for operators who want the precision of computerized rate control without the complexity. The controller is available in a kit that includes a five-switch console, pressure sensor, cables and brackets.

For more information contact Spraying Systems Co. at 630/665-5000, email at tjtech@spray.com or

Circle No. 282



SUPPLIERS CORNER

American Cyanamid named John Thomas senior sales manager and Kyle Miller senior technical specialist for the Professional Turf and Ornamental Products Group. Blair Morgan is territory representative in FL. Roger Bechle is sales team leader for Turf, Ornamental and Pest Control Products and Gary Curl is business director.

American Rubber Technologies Inc., patent holder for Rebound soil amendment, has two new distributors: Atlas Rubber Company in CA and Quest Sales & Marketing Solutions in Muncie, IN.

Atlantic Seedsmen's Association honored Dr. Gerald Pepin as 1998 Seedsmen of the Year and Robert Wetsel, of Wetsel Seed Co., as an honorary lifetime member.

Four managers joined **Brush Hog Turf's** commercial turf

and golf course equipment business: Turf Managers Ron Covell, Eastern Region; Kent Howerton, Central Region; Jordy Smith, Western; and Don Cotton, Turf Products Manager.

Bill Shea, **Ferris Industries'** vice president of sales and marketing, has been elected to the Associate/Affiliate Board of Directors for the Outdoor Power Equipment Distributors Association (OPEDA).

Thomas J. Tootle has joined **Irritrol Systems** as district sales manager for the southeast U.S. and FL panhandle. Michael Smith is sales manager for the San Francisco Bay area and northern Sacramento Valley. Joe Keteltas has been named district sales manager for the northeast U.S.

Ken Quandt is the new regional sales manager for **Na-**

ture Safe Natural & Organic Fertilizers. Quandt will be in charge of the West, Southwest and Northern Midwest regions.

MACH2 Turf Insecticide, from **RohMid LLC**, is available formulations with fertilizer for the 1999 application season. Three companies will offer the new combinations: **Knox Fertilizer Company Inc.**, Knox, IN; **Lesco Inc**, Rocky River, OH; and **Lange-Stegmann Company**, St. Louis, MO.

Ronald Ostrander and Terry Johnson have joined **Van Waters & Rogers Inc.** Profes-



Ronald Ostrander



Terry Johnson

sional Products & Services (PP&S) business unit as turf and landscape specialists. Jim Wat-



son has been promoted to the newly created position of corporate accounts manager — PP&S and Tony Smith is director of the materials planning unit — PP&S.

The "Clear Choice Trade-In Program" from **Tanaka** gives users a 10% discount toward any PureFire™ low emission product when they bring in polluting handheld equipment. Tanaka has six CARB Tier II certified, 2-stroke products: 40-cc grasstrimmer and brush-cutter; 26-cc grass trimmer, pole hedge trimmer, pole-saw/pruner and portable edger. The program ends July 31, 1999. www.tanakapowerequipment.com

Michael Mason was named president and chief executive officer of **Weathermatic and Telsco Industries.** Weathermatic also named Brodie Bruner sales and marketing manager; Lloyd Darling plant manager to oversee the company's Garland, TX, facility; and Matthew Piper product and service manager.

Following their purchase of the Haul Master line, **Yazoo/Kees** has hired Bill Chestnut as director of product development for their newly created Utility Vehicle Division. www.yazookees.com

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

WEBSITES GALORE ... It's spring and websites are springing up:

- www.independentsuspension.com, Ferris Industries
- www.protect-your-turf.com, Bayer Corporation Garden & Professional Care
- www.turfgrassod.org, Turfgrass Producers International
- www.cyanamidspd.com, American Cyanamid
- www.bluebirdintl.com, Bluebird International Inc.
- www.allighting.com, Architectural Landscape Lighting
- www.TurfGrassSod.Org, The Turf Resource Center

STANDARD SEED SPECIFICATIONS... for turf and forage grasses and legumes has been updated. The pamphlet contains current nomenclature and new seed types and is available from the Atlantic Seedsmen's Association, 298 McCormick Ave., State College, PA, 16801; phone/fax 814/237-0330.

QUICK GUIDE ... from Thomson Publications for 1999 "Insecticide, Herbicide, Fungicide Quick Guide" tells you what products to use and what they will control in the agricultural and horticultural field, for \$19.95. Call 559/435-2163.

ULTIMATE Air Ride **SULKY**

NEW PRODUCT!



Make the change to
Air Ride
it's worth it!



- Ride on airnever hard wheels
- Fatigue freesave your knees
- Quickly disconnectsuses 1 pin
- Adjustable hitchservice all operators
- Wide trackless lines
- Dual wheelsstable ride

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Los Angeles, CA

Circle No. 130



**"I earn 78% more with
a FINN HydroSeeder®"**

Brian Kerber, The Lawn Firm, Excelsior, MN

"I bought my first hydromulching machine for price. But it's a toy compared to my new FINN HydroSeeder. I've easily doubled my production."

HydroSeeder for as little as \$149 a month. You'll soon know why the most successful contractors agree, "Nothing makes money like a FINN HydroSeeder." Call today.

No other machine compares to a FINN HydroSeeder for high production and long trouble-free service life. You'll get faster loading, better coverage, longer spray distance, and more reliable performance. You can get a real

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HydroSeeder®

Innovative Equipment Enhancing
the World's Landscape

1-800-543-7166

9281 LeSaint Drive, Fairfield, OH 45014

Fax: (513) 874-2914

www.finncorp.com

HydroSeeder® is a registered trademark
of FINN Corporation

Circle No. 109

GREEN INDUSTRY EXPO/99

THE NATIONAL EXPO FOR LAWN & LANDSCAPE PROFESSIONALS

YOU'RE INVITED TO GIE'S
10TH ANNIVERSARY
CELEBRATION

November 13-16, 1999
Baltimore Convention Center
Baltimore, Maryland



Show Schedule

CONFERENCES

November 13 - 16, 1999

OUTDOOR EQUIPMENT DEMONSTRATION

November 14, 1999

TRADE SHOW

November 15 - 16, 1999

GIE SPONSORS

ALCA
Associated Landscape
Contractors of America
(800) 395-2522 • www.alca.org

PLCAA
Professional Lawn Care
Association of America
(800) 458-3466 • www.plcaa.org

PGMS
Professional Grounds
Management Society
(800) 609-7467 • www.pgms.org

"The Cadillac
of networking
within the
industry."

-GIE/98 Attendee

Circle No. 132

YES! I want to know more about GIE/99.

- Send me information on exhibiting my products!
 Send me information on attending conferences & show!

Contact: _____

Title: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: (____) _____ Fax: (____) _____

Clip and send to:
GIE, 1000 Johnson Ferry Rd., NE, Suite C-135, Marietta, GA 30068-2112
Fax: 770/578-6071 Phone: 770/973-2019

TRAVEL
WORLDWIDE
NETWORK

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Call Travel Worldwide Network at (800) 631-9675 or visit them at www.travelworldwideneetwork.com

NEW! ❖ Visit GIE at www.gieonline.com

WIN \$500



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, 1999. 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 our editorial offices.

Answers to the questions will determine our "1999 Emerald Awards" winners, to be revealed—along with the contest winner—in our August issue.

CONTEST REQUIREMENTS: Contestants must be owners or employees of landscape main-

tenance companies, lawn care companies or landscape contracting firms; 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 through June, 1999 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, 1999.

A random drawing of all eligible entry forms will be held July 1, 1999. Winners will be notified within 24 hours.

1999 EMERALD AWARDS

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: _____

() _____

LANDSCAPE
management

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