



Professional Grounds Management Awards 1999

We're searching for the country's Best-Maintained Landscapes
27th Annual Professional Grounds Management Awards

The awards will be presented during the Professional Grounds Management Society

Annual Meeting, Nov. 15 in Baltimore, MD. Grand award winners will be featured in *Landscape Management* magazine. Honor award winners will appear in the *PGMS Forum*.

Deadlines

The deadline for entries is Aug. 6, 1999. All entries must be submitted to the Professional Grounds Management Awards, c/o Professional Grounds Management Society, 120 Cockeysville Road, Suite 104, Hunt Valley, MD 21030.

Entry Categories

1. Small site (budget under \$80,000)
2. Residential landscape
3. Public works sites (includes parkways & intersections)
4. Shopping area
5. Hospital or institution
6. Government building or complex
7. Cemetery or memorial park
8. Industrial or office park
9. Park, recreation area or athletic field OR — multiple sites under same management
10. School or university grounds OR urban universities

11. Condominium, apartment complex or planned community

12. Hotel, motel or resort

13. Amusement or theme park.

Judging

A distinguished panel of judges selected by the Professional Grounds Management Society and *Landscape Management* will determine the winners.

Presentation of Awards

Awards will be presented during the annual conference of the Professional Grounds Management Society, Nov. 15. This meeting will be held in conjunction with the Green Industry Expo '99 in Baltimore, MD.

Purpose

The aims of the Professional Grounds Management Awards program are:

- To bring national recognition to grounds manicured with a high degree of excellence.
- To recognize individual professional efforts leading to high maintenance standards and high quality appearance of the landscape.
- To challenge those responsible for maintenance of grounds throughout the country to achieve a higher level of excellence. In sponsoring this

awards program, *Landscape Management* magazine and the Professional Grounds Management Society wish to extend their mission in promoting well-maintained landscapes throughout the country.

Eligibility

An entrant must be professionally engaged in, and responsible for, the maintenance of grounds described in ENTRY CATEGORIES. Projects for which an entry was submitted in a *design or construction award competition* are eligible in the Professional Grounds Management Awards program, even if the project won an award, because *maintenance* is the criterion upon which an entry is judged in this award program.

Grand Award winning projects in the Professional Grounds Management Awards program are ineligible to re-enter the program for a period of two years. For example, 1997 Grand Award winning projects are ineligible until 1999.

Any size landscape for which the entrant has the main responsibility for maintenance and beautification may be entered. The amount of money in the landscape operating budget is not a criterion for judging. Rather, the judges will consider the quality, challenge and performance in maintenance of the grounds for a period of at least

You are invited to enter the 27th annual maintenance awards program co-sponsored by *Landscape Management* magazine and the Professional Grounds Management Society.

The annual Professional Grounds Management Awards Program brings national recognition to grounds maintained with a high degree of excellence. The program complements other national landscape award programs that recognize outstanding landscape design and construction. This program salutes the landscape contractor or grounds manager responsible for maintaining a well-manicured landscape year-round.

Grand and Honor Awards are offered in 13 categories covering all types of private, public, commercial and industrial landscapes. To qualify for entry, a landscape must be at least four years old and under continuous maintenance for at least two years. See the entry form (page 64) for complete details of eligibility, categories and awards.



PGMS

two years, beginning at least two years after construction.

Awards

There are two classes of awards: Grand Awards and Honor Awards. Only one Grand Award may be presented in each of the categories listed. The judges may grant as many Honor Awards as they deem deserving, and they may decide no entries are deserving in a given category. Awards will be in the form of certificates mounted under Lucite on walnut plaques.

How to Enter

All entries must include:

1. Fifteen (15) color 35mm slides — ten (10) showing the overall beauty of the total landscape project and five (5) showing the crew at work. **DO NOT USE 'POSED' SHOTS.** Furnish a descriptive caption for each slide.
2. Ten (10) 5- by 7-inch color prints — five (5) showing the overall beauty of the landscape and five (5) showing how the grounds crew works in areas that are difficult to maintain. **DO NOT USE 'POSED' SHOTS.** Label each photograph with a descriptive caption containing all pertinent information.
Important note: Put your best scenes on the slides, which are critical to both judging and final banquet display.
3. One recent photograph of yourself, as the person in charge, working in the landscape.
4. **INDIVIDUALLY LABEL** all slides and photographs with the

name of the entrant and the site. **DO NOT USE TAPE** to mount photographs and/or slides. Please put in plastic or metal mounts.

5. Include a brief description of the site.

6. All entries must contain a **COVER LETTER** releasing the material for publication at the discretion of *Landscape Management* magazine. All entries become the property of the sponsors and may be published in *Landscape Management* magazine or used for other purposes the magazine deems ap-

propriate. **NO ENTRY MATERIAL WILL BE RETURNED.**

7. Enclose a check for the **ENTRY FEE: \$125 for members** of the Professional Grounds Management Society or **\$180 for non-members.**

For a reduced rate of \$250, non-members can join PGMS and enter the contest. There is not limit to the number of categories an organization may enter. Each entry, accompanied by the entry fee, must be sent in a separate envelope.

8. To qualify, all elements of the entry must be **COMPLETE** in

one mailing envelope.

9. Submit entries to:
Professional Grounds Management Awards
c/o Professional Grounds Management Society
120 Cockeysville Road, Suite 104
Hunt Valley, MD 21030

Call 410/584-9754 with any questions.

10. Entries must be received by Friday, August 6, 1999.

SEE THIS YEAR'S ENTRY FORM ON PAGE 64!

How to get bragging rights

Winning a landscape services award can have an amazing effect on your employees, your customers and your peers. Not only is your organization recognized for high quality work, but you can reap additional benefits by turning that award into more business. In fact, the process of preparing contest materials itself is a lesson in smart marketing.

Several industry associations sponsor awards programs to honor outstanding workmanship and skillful management of landscape projects ranging from single-family homes to entire institutions. Although many enter, only a few win, and that is often because they provide first-class entry materials.

WHAT JUDGES WANT

Judges look for certain criteria in all entered projects. But most of all, they look at quality of materials, workmanship and overall appearance. Both judging panels for the Professional Grounds Management Award study the property's description, its special challenges (such as excessive use, budget limitations, weather conditions, complexity, etc.), slides and photographs showing it and how all those elements come together.

Judges see each project's best points through:

- ▶ Clear statements of the property's characteristics and challenges.
- ▶ High-quality photography depicting landscapes at their best times and professional looking staff working on them, wearing appropriate safety gear. (Hint: A sunrise, steam coming off of a pond, aerial view or night lighting will add drama to your presentation.)
- ▶ Neat and complete materials.
- ▶ Best slides placed first and last — they will be viewed the longest in the presentation.
- ▶ Presentations that begin positively and end with a bang.
- ▶ Concise but specific descriptions.
- ▶ Maintenance project close-up shots; long shots of the plant material.
- ▶ "Worthy" projects. Some aren't especially difficult or challenging.
- ▶ Follow instructions and enter the right category!

Frequent winner David Frank, president of David J. Frank Landscape Contracting Inc., Germantown, WI, said entering an awards program adds some pizzazz to a job. "Some firms that are too busy or choose not to participate should be encouraged to participate, and I think they're missing something. They're missing a chance to celebrate."

—Kristen Constantino

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Professional Grounds Management Awards 1999

Official Entry Form and Fact Sheet



Please **PRINT CLEARLY** or type the information requested below. Check for accuracy. This information will be used for publicity purposes and awards.

Each entry must include this completed form and entry fee:

- * PGMS members — \$125
- * Combination PGMS membership and entry fee — \$250
- * Non-members — \$180

Make checks payable to the Professional Grounds Management Society.

SEND COMPLETE ENTRY AND FEE TO:

Professional Grounds Management Awards
 c/o Professional Grounds Management Society
 120 Cockeysville Road, Suite 104
 Hunt Valley, MD 21030
 Call 410/584-9754 with any questions.

NAME OF SITE: _____

State: _____ Entry Category #: _____

Name of company or agency owning this landscape: _____

Address: _____

City: _____ State: _____ Zip: _____

SIGNATURE OF THE COMPANY OR AGENCY OFFICIAL CONSENTING TO THIS ENTRY AND A RELEASE FOR PUBLICITY:

Signature: _____

Title: _____

WHO IS RESPONSIBLE FOR MAINTAINING THIS LANDSCAPE?

In-house staff Outside contractor

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone (____) _____

(IMPORTANT) Year site was built: _____

Years I have maintained this site: _____

Total acres maintained: _____

Acres of turf: _____

Acres of woody ornamentals: _____

Acres of display beds: _____

Total paved area: _____

NUMBER OF EMPLOYEES: _____

Full time (year round): _____ Seasonal: _____

Other (please specify): _____

Licensed pesticide applicators: _____

Total man-hours per week: _____

ANNUAL EXPENDITURES:

Total budget: (Including salaries) _____ \$

Equipment: _____ \$

Chemicals and fertilizers: _____ \$

Seed and plant material: _____ \$

SPECIAL MAINTENANCE CHALLENGES:

1. _____

2. _____

3. _____

SPECIAL PROJECTS COMPLETED IN THE LAST 2 YEARS:

1. _____

2. _____

3. _____

If selected a winner, I request the name on the award to be
 (check one or both):

Name of entrant (name which will appear on plaque):
 (please print) _____

Name of organization or agency:
 (please print) _____

IMPORTANT: Please provide the name of the person who will accept the award at the banquet:
 (please print) _____

I certify that all information provided on this form and in the accompanying entry is accurate to the best of my knowledge. I understand that no materials will be returned and that all material may be used for publication in *Landscape Management* magazine or for other purposes deemed appropriate.

Signature of entrant _____
 Date _____

ENTRIES MUST BE RECEIVED BY AUGUST 6, 1999

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Title _____

Business _____

Address _____

City _____ State _____ Zip/Postal Code _____

Country _____

Internet/E-Mail Address _____



Bush Hog 762H accepts either regular or heavy-duty buckets in 9-, 13-, 16-, 24- and 36-in. widths. Maximum reach is 9'6".



The Lowe Model 7 hydraulic trencher adds versatility to smaller skid steer loaders in the 800- to 1000-lb. class.

CAN YOU DIG IT?

Trenchers and backhoes get down and dirty

By CURT HARLER/ Contributing Editor

Whether you're installing irrigation pipe or running accent lighting along a pathway, use the right equipment to speed the job, minimize damage to surrounding turf, shorten the time to refill the open trench and cut down on reseeding or sodding.

Backhoes can be compared to chain saws: best used on big jobs (like placing irrigation mains or digging deep, long cuts for drainage pipe). They can dig down farther and faster than other machines, but count on spending some time filling in the trench and hand-raking a lot of soil and stone left behind after the excavated ground is replaced.

On the other hand, trenchers are like hand-saws. They leave a smaller cut than a backhoe and are much gentler on the surrounding turf. In fragile turfgrass areas or in residential areas where a backhoe is too noisy or too cumbersome, a trencher is likely to be the tool of choice.

Mini-trenchers are like pruning shears. They can get into even the smallest area. Lightweight and maneuverable, they weigh about half the standard walk-behind trencher's 700 to 1,000 pounds. That makes mini-trenchers super for short-run jobs.

Brown Manufacturing
800/633-8909
www.brownmfgcorp.com

The BedEdger F-780H Trencher is designed for defining landscape beds or installing plastic or steel edging, saving time up to 90% over a shovel. Manufactured in Ozark, AL, the BedEdger is equipped with steerable rear wheels and an 8-hp Honda engine.

Circle No. 250

Burkean Manufacturing Co.
800/647-9824
www.burkean.com

From Olive Branch, MS, the Burkean B-30 Combination Trencher/ Vibratory Plow has a 30-hp diesel engine, features a two-speed transmission, plow self-centering system, sod cutter, bolt-on plow blades and a lifetime warranty. It is equipped with a rotary boring unit for tunneling under streets or sidewalks; a trencher attachment for trenching in large-diameter pipe or opening pits for boring applications; and a rotary-boring unit for installing



The Burkeen B-30 Combination Trencher/Vibratory Plow

pipe of various types up to 2 inches in diameter.

Circle No. 251

**Bush Hog
334/872-6261**

www.bushhog.com

The Bush Hog 762H is the Selma, AL, company's backhoe of choice for landscapers, electrical contractors and golf course superintendents. It is designed for operator comfort with a walk-through design on the operator's platform. The maximum digging depth is 7'6" and maximum reach is 9'6". Regular and heavy-duty buckets are available in 9-, 13-, 16-, 24- and 36-in. widths.

Circle No. 252

**Ditch Witch
800/654-6481**

www.ditchwitch.com

The Ditch Witch Model 5700 trencher has 57 hp and an all-hydrostatic design. Made by The Charles Machine Works Inc., Perry, OK, it has a 20-degree swiveling operator's seat for comfort during long jobs. A single handle controls the backfill blade, with a float function for easier job site restoration. A new long-arm steerable vibratory plow attachment and long-arm steerable combo attachment add versatility and offset plowing capabilities. Trenches can be as deep as 52 in. Backhoe attachment can dig as deep as 64 in.

Circle No. 253

**Elite Trenchers
800/223-5468**

www.elitetrenchers.com

Elite offers four trencher styles ideal for installing sprinkler systems, bed edging, root pruning, cable installation, telephone cable installation and golf course drainage. The

products, made in Cape Coral, FL, dig at depths ranging from 6 to 12 in. The push-forward disc blade type trencher can dig 20 to 30 ft. per minute. The 900-lb. winch design



Elite offers four trenchers.

and roller wheel body allows the machine to roll up and down easier.

Circle No. 254

**Glenncorp Inc.
870/239-4796**

Glenncorp's GCI-500 3-Point Hitch Trencher has a 3-ft. digging depth, a reservoir, filter system and PTO pump. The Paragould, AR-based company includes a two-spool control valve. Standard equipment includes open platform, joy stick



Glenncorp's GCI-500 3-Point Hitch Trencher can dig three feet.

controls, outrigger guides, cushioned seat, replaceable bushings and 160-degree rotation. Digging depths range from 6 ft. to 12 ft.

Circle No. 255

**Ingersoll Equipment Co. Inc.
920/582-5000**

www.ingersoll-inc.com

Ingersoll's 6018 LBH Loader Backhoe, from Winneconne, WI, features power steering, single-lever shifting for forward and reverse, speed control with a right-mounted foot pedal and single lever control of the swing and boom. The lower

weight keeps it from tearing up turf. The 6018 can be towed on a trailer behind a pickup truck.

Circle No. 256

**JCB Inc.
888/PICK-JCB
www.jcbna.com**

JCB's Backhoe Loader from Great Britain uses a new tool-carrier coupler. It features a two-position loader linkage to maximize bucket or pallet fork performance. Larger diameter loader arm pipework and a detent for the third valve spool provide power for continuous-flow attachments like sweepers. All of the models (JCB 214S, 215S and 217S) feature the Smooth Ride System to eliminate front-end bounce. Maximum backhoe dig depths range from 14'7" to 17'3".

Circle No. 257

**John Deere
800/537-8233
www.deere.com**

John Deere's 47 and 48 Backhoes, when teamed with a John Deere 4000 series tractor, create an enhanced digging force with faster

cycles power and compact size with the Kubota Backhoe Attachment. The two Japanese-made products together can dig to 9.2 ft. The four-point, quick-attach mounting system with reinforced frame provides worry-free backhoe operation when elevated by stabilizers. The B5550 Trencher, designed for use with the B21, operates quietly and digs to 3 ft. deep and from 3 to 12 in. wide. It has 11 trench size combinations with rapidly changeable boom and digging chain lengths. The gear box, rated at 20 hp, is easily accessible for normal service requirements.

Circle No. 259

**Little Beaver, Inc.
409/327-3121
www.littlebeaver.com**

The Kwik-Trench Earth Saw is a portable trencher for residential sprinkler systems, cable TV, satellite dish drops, electrical, plumbing, telephone, gas lines, landscape edging, drainage lines and root pruning. It is easy to load and all rotating parts are shielded. The product is made in Livingston, TX.

Circle No. 260

**Lowe Manufacturing Co.
888/DIG-LOWE
www.loweman.com**

The Lowe Model 7 hydraulic trencher is an economical and solid basic trencher attachment for most models of skid steer loaders. Made in Readstown, WI, this unit adds versatility to smaller skid steer loaders in the 800- to 1,000-lb. class. Included are a 34,000-lb. digging chain, a removable spoil auger and seal bearings in the nose. Model 7 has a 3,000-psi continuous operating pressure capability. Model 21C trenching attachment is designed for larger skid loaders and hydraulic flows between 13 and 25 gallons per minute. It has a 50,000-lb. anti-back flex digging chain.

Circle No. 261

**Melroe Ingersoll-Rand
701/241-8700
www.bobcat.com**

The Bobcat 607 Backhoe Attachment has a digging depth of nearly 8 feet and operates with Bobcat 751, 753, 763, 773 and 863 Skid Steer Loaders. It has a single bucket mounting position for straight wall and power digging. Standard 6-inch curb clearance and

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> LM REPORTS

the optional vertical stabilizers are ideal for working in tight areas. The Bobcat LT204 Trencher Attachment for 700- and 800-size Skid Steer Loaders is made for light to medium jobs, has digging depths from 2 to 4 feet and features hydraulic side shift capability to trench close to buildings or fences.

Circle No. 262



Toro SiteWork Systems with backhoe

Steiner Turf Equipment Inc.
330/828-0200
www.steinerturf.com

The Steiner Trencher TH300 features a visible depth indicator, variable depth control, and quick chain tension adjustment. The product, made in Dalton, OH, has a debris-free trench with a crumb scraper, a front mount and a quick hitch. The TH300 also has a heat-treated carbide tip chain. It attaches to a Steiner tractor.

Circle No. 263

Thomas Equipment Ltd.
800/561-5623
www.thomasloaders.com

The BH108 Side Shift Backhoe Attachment has a narrow profile, a vertical stabilizer design and side shift capability, for work close to walls and obstructions. It offers internal or external control systems. Internal controls allow you to sit inside the loader cab, out of the weather and controls have easy access and flip up and out of the way allowing easy entry and exit from the loader cab. External control provides visibility to the full 8.5 ft. digging depth.

Circle No. 264

Toro
800/476-9673
www.toro.com

Toro SiteWork Systems includes the Dingo compact utility loader and more than 35 attachments including a trencher and backhoe. The Bloomington, MN, company's Dingo is 42-in. wide, and fits through four-foot gateways allowing it to take hydraulic power to areas previously open only to hand labor. The trencher attachment digs trenches up to 3 ft. deep and up to 12 in. wide.

Circle No. 265

Vermeer Manufacturing Company
888/VERMEER
www.vermeer.com

Vermeer's V-8550A Hydrostatic Trencher/Plow has a 90-hp Cummins engine, a backfill blade with a floating position and patented creep override in forward and reverse. Made in Pella, IA, the V-8550A features higher torque curve and improved performance. An enclosed wet disc service and parking brake automatically apply when the engine stops and an operator presence system shuts down the machine when the operator leaves the seat.

Circle No. 266

Woods Equipment Company
800/289-3067
www.woodsonline.com

Woods Groundbreaker Backhoes are available in 6.5-, 7.5- and 9-ft. digging depths. The products, manufactured in Rockford, IL, are available for three-point mounting on tractors ranging from 15 to 70 hp. They also mount on most skid steer machines. Subframe kits allow easy mounting of the Groundbreaker series on more than 50 compact tractor models.

Circle No. 267

Yazoo Kees Inc.
800/723-9496
www.yazookees.com

Yazoo Kees, Jackson, MS, has improved the Millennium Series Digt TLB (tractor/loader/backhoe) models: the Dominator M2208, Dominator Diesel M2208D and the Tiger M2008. Dominators have a 22-hp Kohler Command PRO TM or a 21-hp Kohler D722-E diesel engine. The Tiger comes with a 20-hp Kohler Command engine.

Circle No. 268

LANDSCAPE
management

May 1999

This card is void after July 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: _____

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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 A Mowing
- 41 B Turf Insect Control
- 42 C Tree Care
- 43 D Turf Aeration
- 44 E Irrigation Services
- 45 F Turf Fertilization
- 46 G Turf Disease Control
- 47 H Ornamental Care
- 48 I Landscape Design
- 49 J Turf Weed Control
- 50 K Paving, Deck & Patio Installation
- 51 L Pond/Lake Care
- 52 M Landscape Installation
- 53 N Snow Removal
- 54 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 1 Aerators
- 56 2 Blowers
- 57 3 Chain Saws
- 58 4 Chipper-Shredders
- 59 5 De-icers
- 60 6 Fertilizers
- 61 7 Fungicides
- 62 8 Herbicides
- 63 9 Insecticides
- 64 10 Line Trimmers
- 65 11 Mowers
- 66 12 Snow Removal Equipment
- 67 13 Sprayers
- 68 14 Spreaders
- 69 15 Sweepers
- 70 16 Tractors
- 71 17 Truck Trailers/Attachments
- 72 18 Trucks
- 73 19 Turfseed
- 74 20 Utility Vehicles

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



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

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LANDSCAPE
management

ADVANSTAR COMMUNICATIONS INC
 PO BOX 5054
 PITTSFIELD MA 01203-9697





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PITTSFIELD MA 01203-9697



May 1999

This card is void after July 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: _____

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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 Grounds-care (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 A Mowing
- 41 B Turf Insect Control
- 42 C Tree Care
- 43 D Turf Aeration
- 44 E Irrigation Services
- 45 F Turf Fertilization
- 46 G Turf Disease Control
- 47 H Ornamental Care
- 48 I Landscape Design
- 49 J Turf Weed Control
- 50 K Paving, Deck & Patio Installation
- 51 L Pond/Lake Care
- 52 M Landscape Installation
- 53 N Snow Removal
- 54 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 1 Aerators
- 56 2 Blowers
- 57 3 Chain Saws
- 58 4 Chipper-Shredders
- 59 5 De-icers
- 60 6 Fertilizers
- 61 7 Fungicides
- 62 8 Herbicides
- 63 9 Insecticides
- 64 10 Line Trimmers
- 65 11 Mowers
- 66 12 Snow Removal Equipment
- 67 13 Sprayers
- 68 14 Spreaders
- 69 15 Sweepers
- 70 16 Tractors
- 71 17 Truck Trailers/Attachments
- 72 18 Trucks
- 73 19 Turfseed
- 74 20 Utility Vehicles

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
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