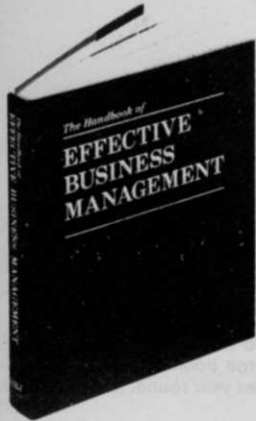


# During the next 12 months will you...



- Struggle to develop a realistic budget? If so, see page 88.
- Hire or fire an executive? Then see page 279.
- Attempt to boost productivity while lowering energy consumption? See page 343.
- Use breakeven analysis as a competitive weapon? See page 239.
- Seek professional advice from an accountant, lawyer, banker or outside consultant? See page 14.
- Weigh foreign exchange risks before conducting business abroad? See page 40.
- Find your company caught in a product liability crisis? See page 370.
- Research the goals and needs of your customers? See page 228.
- Initiate an effective production inspection system program? See page 339.
- Try to market yourself for a new job? See page 151.
- Be called upon to make a formal presentation? See page 95.

## A PRACTICAL ANSWER

*The Handbook of Effective Business Management*, a business reference book published by the editors of HBJ Newsletters, Inc., a subsidiary of Harcourt Brace Jovanovich, will provide you with concise business advice you need—when you need it. Keep it handy... in your office or personal library. And USE it! When wrestling with a sticky business problem... when taking on a new responsibility... when confronting a fresh business opportunity.

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**LAWN SEED.** Wholesale. Full line of top quality grasses. Improved bluegrass varieties, fine fescues and fine bladed ryegrasses. We specialize in custom mixing. Olinger Seed Company, 2705 Wingate Avenue, Akron, Ohio 44314. Call collect (216) 753-2259. 1/82

**For Sale: Vermeer 665 Stump Grinder; Wayne 12" Brush Chipper; Skyworker 50' Bucket Truck; Bombadier Track Brush Cutter; Kershaw 10' Wide Brush Cutter; 440 John Deere Skidder; 6600 Ford R.O.W. Equipped.** Call (404) 323-0428. 1/82

**Completely overhauled and dielectrically insulated 45' Sky-Workers—For Sale and Rent.** 90 day guarantee on sales. Call Aerial Lift, Inc., Milford, Conn. (203) 878-0694. TF

Continues on page 85

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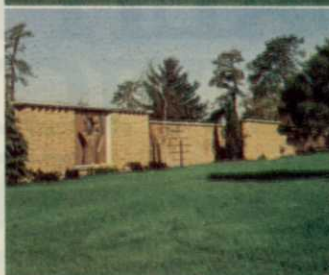
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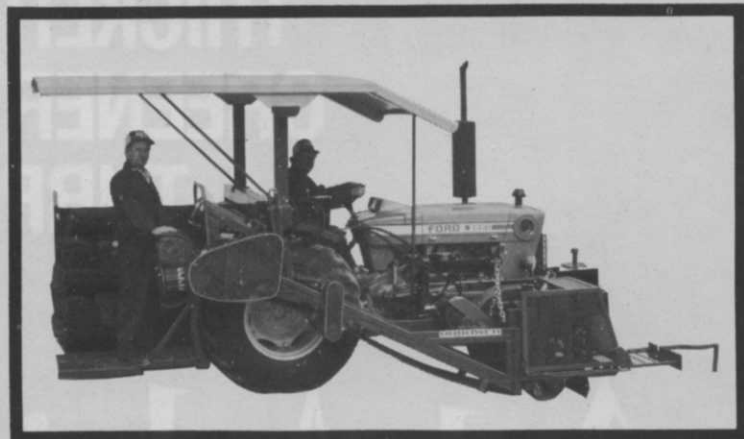
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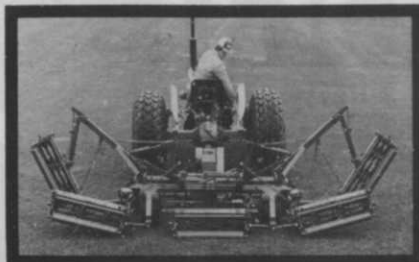


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**60' TELESCOPIC BUCKET TRUCK & CHIPPER**, will load 2000 lbs. logs into hinged top dumping chip box. Includes large tool compartments, 110 V generator and 4 cyl. 12" Asplundh Chipper. A-1 condition. All for only \$12,500.00. Photo's and spec's to interested parties. Schmidt Tree, 955 - 25th Court, West Palm Beach, FL 33407. 1 (305) 832-8292. 1/82

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Two (2) 1980 Spyder Forklifts, one Kohler, one Onan, both have fork extenders, new tires, in use daily, \$12,495 each, or both for \$24,000. The Grass Patch, Inc., 10743 Research Blvd., Austin, TX 78759. (512) 346-2150. 2/82

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**FOR SALE:** 1975 Brower Sod Harvester, \$14,000; 1975 Ford Sellick Fork Lift, \$11,000; 1975 Hyster Lift Truck, \$12,000; all in excellent working condition, will deliver free anywhere in U.S.A.—(216) 338-3008 days, (216) 564-7882 evenings. 2/82

*Continues on page 86*

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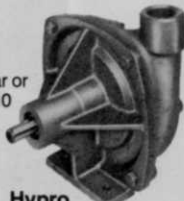
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Classifieds from page 85

## HELP WANTED

### GROUNDS MAINTENANCE SUPERVISOR:

Must be totally familiar with all phases of landscape maintenance. Responsible for training foreman in safety, crew organization, and quality control. Must have 2 years field experience. Salary commensurate with experience. Send complete resume with references to: Maintain Incorporated, 2549 Southwell, Dallas, Texas 75229, Attn: Branch Manager. Openings in Dallas and Houston. 1/82

Nationally known lawn care firm needs branch manager to supervise in the servicing of over 1800 accounts. We need a take-charge person capable of overseeing our entire operation. Unlimited opportunities for the right person. Supervisory experience is necessary. Knowledge of the lawn business is not a requirement. Send resume and salary requirements to Lawns — P.O. Box 198, Morrisville, PA 19067. 2/82

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To teach intro to plant science, plant propagation, greenhouse management, shade tree maintenance, plus other horticultural courses. Master's degree in plant science or horticulture plus 2 years field experience is required. Teaching experience is desirable.

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**HELP WANTED:** Sales Representative for Upstate New York territory with Jacobsen Distributor. Salary, expenses, vehicle provided, commission. Excellent benefit package. Send Resume to: S.V. Moffett Co., Inc., Thruway Park Drive, West Henrietta, N.Y. 14586. (716) 334-0100. 1/82

**HELP WANTED: MANAGER** for Landscape Maintenance Department of Central Texas firm. Must have sound background in hiring, training, and supervising maintenance personnel. Salary, Company Vehicle. Send resume to WTT Box 282. 1/82

Expanding eastern Pennsylvania landscape/tree care company, is looking for good sales people. Groundfloor opportunity for a take-charge person. Income opportunities unlimited for the right people. Rusk Landscaping, Ltd., P.O. Box 91, Levittown, PA. 2/82

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**LANDSCAPE MANAGER—**minimum of four years experience—responsibilities include scheduling, training, purchasing and complete coordination of landscape construction projects on multi-crew level. Send resume to Box 226, Centerport, N.Y. 11721. 1/82

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## WANTED

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**WANTED —** good used tree sprayers. Pumps 40-60 gallons per minute. Wisconsin Engines. Spray tanks 600-1000 gallons. Call Mr. Spray, Livingston, N.J. (201) 992-0262. 1/82

Jari Model Y underwater weed cutter or Air-loc aquatic weed cutter in good condition. Write: Connwood, Inc., P.O. Box 4, Rockfall, Connecticut 06481, or call (203) 349-9910. 1/82

Continues on page 88

Circle No. 119 on Reader Inquiry Card

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Some grounds are flat. Some are not. So how can you expect one aerator to work equally on both?

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Circle No. 122 on Reader Inquiry Card

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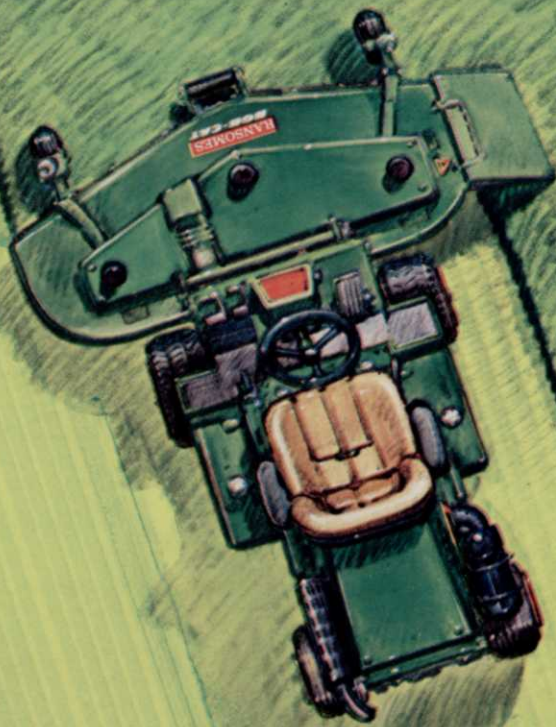
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