Announcing a major new industry event!

Landscape Exposition

March 5-7, 1986  Valley Forge Convention Center
Valley Forge, Pennsylvania

Finally, you can catch the entire lawn care and landscape industry at one exciting show. The new Landscape Exposition will bring together the largest group of landscape/lawn care professionals and suppliers of products and equipment ever assembled in one place. At least 17 markets will be represented!

The Landscape Exposition is being held at the brand new Valley Forge Convention Center in Valley Forge, Pennsylvania, a suburb of Philadelphia. This fine center offers you many advantages including free parking, non-union staff, fantastic hotel facilities, and easy access from major highways and airports.

This exciting show has the enthusiastic support of the Professional Grounds Management Association, Associated Landscape Contractors of America, and Sports Turf Managers Association, and other professional groups. It is sponsored by Weeds, Trees and Turf and Lawn Care Industry magazines. And it is managed and promoted by HBJ Expositions & Conferences, a division of Harcourt Brace Jovanovich.

Make sales ... find new sales leads ... keep on top of the competition ... see all the newest products and equipment ... share ideas with your peers. Don’t miss the largest and most comprehensive landscape show ever!

Plan now to attend or exhibit:

Landscape Exposition

P.O. Box 5555, 50 Washington Street, Norwalk, CT 06854
Phone (203) 853-0400  (800) 243-2815

YES! I'M INTERESTED!
Please send me, at no cost or obligation, an
□ Exhibitor's prospectus and application
□ Attendee's information package

Name

Title

Company

Address

City  State  Zip

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HBJ PRODUCED AND MANAGED BY HBJ EXPOSITIONS & CONFERENCES
It takes two. It takes the double-team power of two smoothly coordinated business units to bring out the best in a trade show. The best Audience. Best Exhibitors. Best Conference. The best in growth, prestige and earnings for the sponsoring association or group.

The two business-building units needed are here and now. For market reach and influence; Harcourt Brace Jovanovich Publications, the largest publisher of business magazines and journals in America. For the expertise to research, create, develop, manage and produce; HBJ Expositions and Conferences.

Are You One for the Money?

Perhaps your organization is considering the new business advantages of creating a Show. Or you want the Show you now sponsor to grow in size and profitability. You might even own an established Show available for acquisition.

If so, contact Rod Ellis at HBJ Expositions. There are infinite means by which we can bring out the best for you.
WHAT HAS PLCAA DONE FOR YOU LATELY?

TAKE A LOOK.

If you haven’t checked out the Professional Lawn Care Association of America recently, then you’re in for a surprise. We’re offering a bundle of new benefits that make joining PLCAA more rewarding than ever! We even have a new name for our service—The ProSource. Here’s what we’ve been up to and how you can benefit:

NEW! Employee Life/Health/Disability Benefit Program. A program designed with your business in mind. It offers flexible, comprehensive Life/Health/Disability group insurance that you can tailor to the needs and budget of your company.

NEW! PLCAA Safety Manual. Emergency procedures, pesticide safety procedures, inspections, health programs and more—a complete, practical safety guide for reference and technician training.

NEW! PLCAA Management Monograph Series. In-depth, easy to understand reference booklets on subjects vital to the operation of your business.

NEW! Legal Update Bulletin. An exclusive monthly bulletin for members. Edited by PLCAA Attorney, Richard I. Lehr, and focused on tax, investment, labor, and legal information of interest to the industry.

NEW! Public Issues Alert Committee—continually updates the membership on regulations and legislation—local, state, and national—that affect the lawn care industry. A resource for understanding and involvement in the public issues vital to the future of your business.

Plus a Whole Lot More... PLCAA membership offers, in addition to these new benefits, an impressive lineup of publications and programs that are invaluable to any lawn care business: • PLCAA Technical Resource Manual. An important guide for helping to operate your business on a professional and agronomically sound basis. • Turf Talks, PLCAA’s bi-monthly member newsletter. • PLCAA Regional Seminars. Intensive, one-day sessions offered on a regional basis at a reduced fee to members. • Annual PLCAA Conference and Show. The week-long gathering of the best in lawn care that has become the one must convention of the year. • The Professional Lawn Care Credit Association—On hand to help you meet your delinquent account collection needs. • Insurance Clout—Comprehensive Property and Casualty Insurance that offer members excellent protection at competitive rates.

No matter how large or small your operation, the ProSource is your source for the best, most meaningful lawn care information and help. Your membership investment goes to work for you immediately—that’s the PLCAA promise. Join now and grow with us!

Tell Me More!

Send me more information on what the PLCAA can do for me and my business.

NAME __________________________
COMPANY ________________________
STREET __________________________
CITY ___________________ STATE __________
ZIP __________ PHONE __________
CLIP AND MAIL TO:
PROFESSIONAL LAWN CARE ASSOCIATION OF AMERICA
1225 Johnson Ferry Rd., N.E.
Suite B-220, Marietta, GA 30067

Safety Manual

Join now and receive FREE your copy of the new PLCAA Safety Manual, a 64-page pesticide and safe practices guide.
can be used with its rear-engine mowers and lawn tractors from 8 to 16 hp and is designed for mowing large lawns. A large door makes it easy to empty or dump the contents and the cover is quickly removed for hauling chores.

Circle No. 192 on Reader Inquiry Card

**Allis-Chalmers introduces two new walk behinds**

New 22-inch Groomer and new 20-inch Trimmer walk-behind mowers are being offered by Allis Chalmers. The 22-inch model is powered by a 3½-hp Briggs & Stratton engine, the 20-inch mower by a 3-hp B&S. Both models meet or exceed Consumer Products Safety Commission standards.

The mowers feature automatic choke and handle-mounted controls. The engine shuts off when the safety bar is released. A side discharge deflector sends stones or other foreign objects downward. Both mowers come with double wall steel support and large semi-pneumatic tires mounted on steel wheels.

Circle No. 193 on Reader Inquiry Card

**Water broom uses less water, cleans faster**

Rambo’s EZ-Washer converts any garden hose into an effective surface washer for driveways, sidewalks, patios, pool decks, or garage floors. It does a better job than a conventional hose alone in 1/3 the time and using 1/3 the water.

It is made of rustproof polyvinyl chloride and uses six corrosion-resistant PVC jets to create a 33-inch spray path. The EZ-Washer’s swivel couple attaches to ordinary garden hoses, and non-marking rubber wheels give the unit maneuverability.

Circle No. 194 on Reader Inquiry Card

**Haul 500 lbs. — EASILY**

“One of the best equipment values we’ve found in recent years.”

L. Nichols, Park Superintendent
Tucson Parks and Recreation Department

Ideal utility truck for factory, construction site, golf course, marina and parks. Spacious dump bed hauls dirt, rocks, supplies, spare parts, people, whatever — down narrow aisles, over mud, rough terrain. Built tough. Available in economical basic models or customized to your specific work needs; single units or fleets. Comes with these features:

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- Steering wheel/foot pedals
- Reverse gear
- Automatic transmission
- Big flotation tires
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Dealerships available. CALL TOLL FREE 1-800-253-1030
(In Michigan, 616-649-3400)
Dept. VH. P.O. Box 1148
Benton Harbor, MI 49022-1148

Circle No. 125 on Reader Inquiry Card

**PICKS UP LEAVES AND DEBRIS**

**lawn genie®**

Pick-Up Mower

Why own three machines when one does the job?

Spring: Thatch, renovates and picks up in one pass!
Summer: Mow and pick up clippings
Fall: Clean up leaves, twigs and trash

Simple — anyone can operate it. Built to take it all day, everyday.

Hopper empties from tractor seat

Change mowing or thatching blades in seconds with M-C's patented spring-loaded hangers

The only flail pick-up mower that thatches, mows and picks up in one pass! Available in 36”, 48”, 60” and 72” cutting widths.

Mathews Equip. Co. / P.O. Box 70, Crystal Lake, IL 60014. 815/459-2210

Circle No. 136 on Reader Inquiry Card
SEPTEMBER
International Garden Horticultural Industry Association Convention and Exposition, Sept. 3-7, Louisville Convention Center, KY. Contact LeRoy Rench, IGHIA, 26 Pine St., Dover, DE 19901. (302) 736-6781.


National Lawn & Garden Distributors Association Convention, Sept. 8-11, Intercontinental Hotel, San Diego, CA. Contact Bill Robinson, 1900 Arch St., Philadelphia, PA 19103. (215) 564-3484.


Virginia Tech Turfgrass Research Field Days, Sept. 17-19, Blacksburg, VA. Contact J.R. Hall III, Agronomy Department, VA Tech, Blacksburg, VA 24060. (703) 961-5797.

Mid-Year Turfgrass Conference & Show, Sept. 19-24, Indiana Convention Center & Hoosier Dome, Indianapolis. Contact GCSAA, 1617 St. Andrews Drive, Lawrence, KS 66044. 1-800-472-7878.

Western Fertilizer & Pesticide Safety Seminar, Sept. 23-24, Centre Plaza Holiday Inn, Fresno, CA. Contact WACA, 6650 Belleau Wood Lane, Suite 209, Sacramento, CA 95822. (916) 393-4050.


Interior Design Workshop, Sept. 27, Tyson's Corner Holiday Inn, Washington D.C. Contact ALCA office, 405 N. Washington St., Falls Church, VA 22046. (703) 241-4004.

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**BUSINESS OPPORTUNITIES**

**WANT TO BUY OR SELL a golf course?** Exclusively golf course transactions and appraisals. Ask for our catalog. McKay Golf and Country Club Properties, 15485 N. East Street, Lansing, Michigan 48906. Phone (517) 484-7726. TF

**LANDSCAPING COMPANY-MONTGOMERY COUNTY, PENNSYLVANIA. Good opportunity for ambitious individual. S.R. QUINN (215) 576-1372. 9/85

**ENVY**—over 25 years of success. ENVY is a trademark for a series of completely water soluble plant products that may be applied for either foliar or soil applications. These materials have been used successfully for commercial use for over 25 years. ENVY 20-20-20 with micro nutrients dissolved to form a clear balance solution that will not clog spray equipment. It was developed to obtain optimum healthy growth. The fertilizer is free from both sodium and chloride. ENVY complex micronutrients contains a built-in wetting agent to insure distribution and must be used on all foliar and lawn care soil penetration. It is available in both powder and liquid forms. ENVY iron Chelate is used to prevent and correct iron deficiency. Dealerships are available to qualified retailers. Contact National Liquid Fertilizer Corporation, 3727 W. 38th Street, Chicago, IL 60632. 312-254-3115. 9/85

**COMMERCIAL ACCOUNTS REP.—East Coast Regional landscape care company seeking aggressive, self-starting individual to join our expanding Commercial Sales force. A two or four year degree in Agronomy or Horticulture would be helpful. Excellent salary and benefits package. Send letter of introduction and resume, in confidence, to: Personnel Dept; Hydro Lawn Commercial Services; 7935 Airpark Road; Gaintsburg, MD 20879. 9/85

**HORTICULTURIST-ARBORIST.** Seeking Manager for growing tree care company. Require five years of well developed sales and management skills plus ability to expand existing operation. Manager will have opportunity to buy into company. Send resume to T.D., P.O. Box 570121, Dallas, Texas 75230. 10/85

**TURF PRODUCTS SALES—Central New Jersey Calling on golf courses, garden centers and commercial acct's. Turf education or turf mgt. experience or both required. Please send resume to WTT Box 367. 9/85

**HELP WANTED**

**CAREER OPPORTUNITIES.** ChemLawn is now accepting applications for the positions of Lawn Specialist in our expanding Florida markets. Join the Nation’s Leader in Lawn Care. Send resume to WTT Box 362. 9/85

**HELP WANTED—Aggressive landscape company has immediate opening for General Manager/Area Supervisor for Landscape Maintenance division. Experience required in managing people, business administration, sales and estimating. Permanent position with benefits. Salary commensurate with experience. Send resume to Mickey Strauss, American Landscape Maintenance, 7489 Deering Avenue, Canoga Park, California 91304. 9/85

**LANDSCAPE MAINTENANCE SALES—Established, fast-growing Houston firm seeks career oriented self-starter. Degree or experience in landscape sales. Salary, car, commission and bonus. Grounds Management Service Inc., P.O. Box 428125, Houston, TX 77042. 713-780-9096. 9/85

**LESco, Inc.** A growing leader in the turfgrass industry, needs three Lawn Care Division sales representatives to be located in the East, Midwest and Mid-South. Prefer experienced proven sales record and must have knowledge of lawn care industry. Excellent opportunity. Send resume and compensation history to Fred Giese, LESCO, Inc., 20005 Lake Road, Rocky Road, Ohio 44116. 9/85

**Construction supervisor for golf and large turf irrigation jobs. Dynamic, young company seeking conscientious, hard driving individual with solid background. Starting pay mid 20’s, expenses, benefits. Send resume to Richard Emery & Company, Inc., P.O. Box 392, Shelbyville, Kentucky 40065.**

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**RATES:** $1.00 per word (minimum charge, $25). Bold face words or words in all capital letters charged at $1.25 per word. Boxed or display ads: $85 per column inch-1x (one inch minimum); $80-3x; $75-6x; $70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add $5 to total cost of ad. Send ad copy with payment to Dawn Anderson, WEEDS TREES & TURF, 1 East First Street, Duluth, MN 55802 or call 218-723-6200.

**BOX NUMBER REPLIES:** Mail box number replies to: WEEDS TREES & TURF. Classified Ad Department, 120 W. 2nd St., Duluth, MN 55802. Please include box number in address.

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**SALES REPS—Tuflex Manufacturing Company, a leader in the fiberglass tank industry is establishing a rep program and seeks sales reps with established lawn and grounds care accounts for national expansion of its product line. Call 1-800-327-9005 or send resume to Tuflex Mfg., Inc., 1-800-835-0100.**

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**BUCKET TRUCKS**, straight stick, corner mount and knuckle boom cranes. Sprayers, chippers, dumps, stakes, log loaders, crew cab chip box dumps, railroad trucks. 50 in stock. Sold as is or reconditioned. Opdyke’s, Hatfield (Philadelphia area), 215-721-4444. TF

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**BUCKET TRUCKS—Aerial basket trucks with chip boxes and chippers (1970-1975). Priced to sell—offers accepted. Call (218) 724-7622, or write ATS, P.O. Box 3280, Duluth, MN 55803. TF**

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**BAR BARRIER NETTING: Made of olefin fibers. 6’ x 8’ x 8’. Screws your top soil or dirt using your front loader. Solid built design, no moving parts. (216) 799-9725. 9/85**

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**SALES OPPORTUNITIES**

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**COMMERCIAL ACCOUNTS REP.—East Coast Regional landscape care company seeking aggressive, self-starting individual to join our expanding Commercial Sales force. A two or four year degree in Agronomy or Horticulture would be helpful. Excellent salary and benefits package. Send letter of introduction and resume, in confidence, to: Personnel Dept; Hydro Lawn Commercial Services; 7935 Airpark Road; Gaitersburg, MD 20879. 9/85**

**TURF PRODUCTS SALES—Central New Jersey Calling on golf courses, garden centers and commercial acct's. Turf education or turf mgt. experience or both required. Please send resume to WTT Box 367. 9/85**

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**LAWN SEED.** Wholesale. Full line of top quality grasses. Improved bluegrass varieties, fine fescues and fine fieded ryegrasses. We specialize in custom mixing. Oliger Seed Company, 2705 Wingate Avenue, Akron, OH 44314. Call collect (216) 753-2259. 9/85

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**WANTED**

Wanted to buy HYDRO SEEDER. Please send photo. Johnson Hydro Seeding Corp., 13751 Traver Road, Rockville, MD 20850, 301/340-6065. TF

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**SALES REPS**

**Tuflex Manufacturing Company, a leader in the fiberglass tank industry is establishing a rep program and seeks sales reps with established lawn and grounds care accounts for national expansion of its product line. Call 1-800-327-9005 or send resume to Tuflex Mfg., Inc., 1406 SW 8th Street, Pompano Beach, FL 33317. 9/85**
WANTED: Large Lindig and Royer Shredders. Lewis Equipment, 320 Third Street S.W., Winter Haven, FL 33880. (813)294-5893. 9/85

POSITION WANTED

Working Horticulturist M.S. 10 yrs. experience all facets grounds maintenance seeks position as grounds manager of estate, public or private landscape. Prefer Western U.S. Reply: S. Astrove, P.O. Box 265, Hyde Park, UT 84318 9/85

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KELWAY® professional SOIL ACIDITY and SOLUBLE SALTS TESTERS, available from distributors nationwide. HB-2 and SST brochures from KEL INSTRUMENTS CO., INC., P.O. Box 1869, Clifton, N.J. 07015. (201-471-3954). 9/85

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Clip and mail to: Professional Grounds Management Society
3701 Old Court Road, Suite 15, Pikesville, MD 21208
New staff, new directions

The name is Jerry Roche, and I'm one of the new guys on the block. Since becoming editor of WEEDS TREES & TURF on July 1st, I've met many of you and plan to meet many more. Because you, the reader, are our most valued attribute.

Associate editor Ron Hall, managing editor Ken Kuhajda (who is also new to the staff) and I are planning exciting new directions for WEEDS TREES & TURF. We'd like to spit-shine this already-excellent product.

And what perfect timing: this month's GCSAA Mid-Year Conference is a good lead-in to the heavy schedule of fall/winter turf conferences. We'll be there, all three of us. And we also hope to meet you at the numerous other national and state shows.

We value your opinions, and will use them as the basis for making WT&T better than ever.

That said, here's a bit of our philosophy:

Every once in a while, a reader asks us to compare landscape maintenance equipment and chemicals. You want to know which kind of mower, cart, shredder, herbicide or backhoe to buy. That is understandable—the success of your business hinges on getting the best value for your money.

But our articles cannot—and should not—be required to tell you what piece of equipment is best for your particular situation. Some of our best advertisers are equipment and chemical manufacturers. For us to say that the Jones All-Purpose Mower is better than Smith's Universal Mower would be like the dog biting the hand that feeds it.

The best that we—a responsible and forthright trade magazine—can hope to do is to provide our readers with many different options. It is your job, in turn, to whittle down your choices from the alternatives we present, and contact the people who appear to be able to make you the best offer.

Even though we at WT&T cannot do your job for you, we can help you do your job more efficiently while serving our advertisers at the same time. There is nothing we like better than to see one of our readers strike a good deal with one of our advertisers.
WATER HAZARDS SHOULD BE ON THE GOLF COURSE. NOT UNDER IT.

Breakdowns and expensive repairs are what the future holds for every irrigation system that can’t stand up to punishment. Like thousands of gallons of water squeezing through pipes and fittings at high pressure. Like acids, alkalis, and salts eating away at every weak link.

Pierce irrigation fittings stand up to punishment because we make them out of steel. Steel— to give our fittings rugged strength. And our smooth, fusion-bonded epoxy coating— inside and out— keeps every fitting resistant to corrosion and mineral buildup. At Pierce, we manufacture our own self-sealing compression gaskets to ensure excellent sealing for both pressure and vacuum with maximum deflection of pipe.

We’re dedicated to the proposition that the only water hazards on your golf course should be the ones on top of it.

Contact the irrigation professionals at Pierce. We manufacture a complete line of standard and custom-made steel fittings to meet your specifications.

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