

FMTC tree sprayer, skid mounted 300 gallon fibre glass tank, 20 gallon bean pump, electric start Kohler, Hannay Reel. Excellent Condition. $3000.00. Call (203) 723-0940.

ATTENTION GOLF COURSE SUPERINTENDENTS: For details on Zoysia for your Fairways and Tees. Guaranteed Bermuda free. Beauty Lawn Zoysia (Cincinnati) 1-513-424-2052.

PINESTRAW: Delivered to South Carolina, North Carolina or Georgia or $2.50 F.O.B. bailing site. Herndon, Inc., P.O. Box 36, Lugoff, S.C. 29078. 803-438-1078 or (night) 803-438-1690.

BROUWER—7 Gang PTO mower and new parts. Low use, good condition. $5,500. FOLEY—388 real sharpener, like new. $1,500. (405) 771-5122. P.O. Box 424, Spencer, OK 73084.

1977 Skyworker 1045A mounted on 1977 Ford F600 complete with chip and tool boxes, cab protector $21,000.00. 1000 gallon FMTC tree sprayer, newly epoxy steel tank, V65 Wisconsin engine used only 2 seasons, Hannay hose reel and motor mounted, reconditioned, ready to spray $9,000.00. Toledo, Ohio, (419) 865-7071.

BOSTON BASED TREE AND LANDSCAPE firm for sale. Established in 1981. Excellent reputation with commercial as well as residential clientele. Equipment includes well maintained Dump trucks, 50 ft. Skyworker, Mitts and Merrill chipper, Monroe front end loader, Stump grinder, Chain saws, and othermisc. equipment. Property also includes 4 acres of land. Contact, David Davies, 5221 Ebright Road Canal Winchester, OH 43110 614-837-0099.


BOWIE HYDRO-MULCHERS AND STRAW BLOWERS. New and used. Landscape Supply, Ltd., P.O. Box 22902, Greensboro, NC 27409. (919) 292-2922.

HELP WANTED

Supervisors (project foremen) join a nationally acclaimed firm looking to expand into its second generation Long Island area supports a high budget landscape industry. Year round employment, company benefits and continuing education available. Experienced and aggressive people send resume to: GOLDBERG & RODLER, INC., 216 East Main Street, Huntington, New York 11743.

HORTICULTURIST: Responsible for maintenance of landscape at 41 park sites. Demonstrated experience in horticultural operations desired. BS or BA degree in Horticulture preferred. AA or AS degree will be considered. Competitive salary plus fringe benefits. Contact: Tom Lippert, Skokie Park District, 4400 Grove, Skokie, IL 60076.

GREENS-TURF MANAGER Ohio Golf Course seeking an experienced, motivated, personable self starter, with a thorough knowledge of turf maintenance, fertilization, pest control and mechanically inclined. Excellent compensation package offered. Send resume to WTT Box 382.

LANDSCAPE MAINTENANCE FOREMAN to do quality commercial/residential maintenance. Leadership qualities and working knowledge of turf and ornamentals needed to qualify. Excellent salary plus benefits. Send resume and salary requirements to: RJ Sunday Landscape Inc., 4311 Church Road, Mitchellville, Maryland 20715 (301) 262-2563.

Landscape Construction Foreman: Degree, experience and working knowledge of commercial landscaping to $11 million range required. Knowledge of equipment, turf, plants, chemicals, and irrigation imperative. Send resume and salary requirements or apply in person at Oregon Landscape Maintenance, 16075 S.W. Upper Boones Ferry Rd, Tigard, OR. 97224.

LANDSCAPE TURF & ORNAMENTAL SPECIALIST—Great opportunity with rapidly expanding firm on Long Island, New York. Must have landscape experience and technical knowledge in order to qualify. (Formal education a plus.) New York state pesticide applicators license necessary within one season. Send resume describing pertinent experience and salary requirements to: Doods & Eder, 39 W. Main Street, Oyster Bay, NY 11771.

HELP WANTED LANDSCAPE SALES/DESIGN

One year old exterior landscape division of a well-established, successful interior plantscape corporation based in the suburbs of Columbus, Ohio is looking for an aggressive, results-oriented individual with 3 to 5 years successful experience in commercial/residential landscape sales/design. Knowledge of Central Ohio plant material a must. Experience in installation and plant buying a plus, but not a prerequisite. Applicants must possess the drive to be successful and be willing to work for it. The individual selected will work closely with the corporation President and will play a key role in the division's growth and development. The position's career potential is unlimited.

FLOWERSCAPE BY PLANTASIA ATTN: David Davies 5221 Ebright Road Canal Winchester, OH 43110 614-837-0099.

DIVISION MANAGER Established, growing firm in Upstate New York. Engaged in completed tree and lawn care. Seeking aggressive, self motivated, managerial person to oversee and manage a divisional office. Excellent salary and benefits. Please send resume to: WTT Box 386.

TREES AND LANDSCAPE COMPANY SEEK KNOWLEDGEABLE AGGRESSIVE INDIVIDUALS WITH EXPERIENCE IN ALL ASPECTS OF LANDSCAPE CONSTRUCTION ALSO NEED CLIMBERS FAMILIAR WITH PRUNING AND REMOVAL TECHNIQUES, PLANT IDENTIFICATION SKILLS A MUST. CENTRAL LOCATION WITH READ ADVANCEMENT POSSIBLE. MUST HAVE TWO YEARS EXPERIENCE. SEND RESUME TO CHAS. F. IRISH CO., 24900 GROESBECK, WARREN, MI 48089.
Irrigation—Installation. Specialist for medium and large commercial work. Must have minimum 2 years experience and knowledge of design and hydraulics. Full time position with Oregon Landscape Maintenance. 16075 S.W. Upper Boones Ferry Rd, Tigard, OR 97224.

The City of Allentown, Pennsylvania, is soliciting proposals for the management, operations and maintenance of its 18 hole Municipal Golf Course. Information pertaining to rounds of golf, fee structure, etc., may be obtained by contacting Donald R. Marushak, Park Superintendent, 2700 Parkway Blvd., Allentown, PA 18104, 215/437-7628. 4/86

LANDSCAPE MAINTENANCE FIELD SUPERVISOR—Great opportunity available with large, quickly expanding firm in Dallas area. Must have landscape experience and technical knowledge in order to qualify. Excellent salary plus benefits and bonus incentive programs. Send resume describing pertinent experience and salary requirements in care of WTT T x 353.

Tree and Shrub Care. America's fastest growing tree and shrub company seeking experienced, aggressive Horticulturist's for existing and expansion markets. Experience, degree and motivation key ingredients. Tremendous advance opportunities. Excellent salary, benefits. All inquiries will be strictly confidential. Send resume, salary history to: William Scott Carr, Tru Green Tree and Shrub Care, 8324 Shaver Road, Kalamazoo, MI 49002. Expand your potential with an industry leader.

Management Trainee - ServiceMaster LawnCare - We are a multinational service company looking for people to train for management positions in our rapidly expanding franchise operation. We need people with good communication skills, customer service orientation, and willingness to relocate. We offer compensation based on ability and productivity, complete benefit package, and the opportunity to grow with the number one service company of the Fortune 500. Please respond with resume, salary history and requirements to: ServiceMaster Industries, LawnCare Division, 2300 Warrenville Road, Downers Grove, IL 60515.

HELP WANTED—A diversified growing landscape company in the Northeast is looking for experienced people for Landscape Design, Construction and Maintenance as Supervisors and Managers. Salary to be determined by experience. Send Resume including work and salary history to: Control Env. Services, Inc., 533 Meadowlawn Pky., Secaucus, NJ 07094, Attn: J.R.

**SOIL SEAL**

**SOIL SEAL CONCENTRATE**

A Soil Stabilizer

High grade copolymer proven effective in DUST ABATEMENT - SLOPE STABILIZATION - HYDROSEEDING and all areas of EROSION CONTROL.

SOIL SEAL CONCENTRATE is manufactured and shipped from California and Texas. SOIL SEAL CORPORATION 1111 West Sixth Street, Los Angeles, CA 90017. Phone: 213-481-7185. Telex: 677282 Cable: PACARCHS LSA

Circle No. 120 on Reader Inquiry Card

4/86

**GROUNDS MAINTENANCE FOREMAN/SUPERVISOR**—Horticulture Degree preferred with supervisory experience. Ground floor opportunity for an ambitious person to join our rapidly growing Johnson County company. Great potential if you are concerned about quality work and motivating people. Contact: Reg Robertson, Custom Lawn & Landscape, 300B Winchester, Olathe, KS 66062, 913-782-8315.

**DESIGNERS/FOREMEN**

Office Management Personnel needed. Residential Work Only, Send Resume to:

Dennis Anderson & Wife, Inc. P.O. Box 702 Barrington, IL 60010

4/86

**INDUSTRIAL HERBICIDE APPLICATOR**—Job openings for quality herbicide applicators (South-east, Northeast). Must be motivated and be willing to travel. Mechanical ability desirable. Send resume or call Weeds, Inc., 520 W. Cobbs Creek Parkway, Yeadon PA 19065, (215) 727-5539.

**LANDSCAPE MAINTENANCE AND CONSTRUCTION FOREMEN:** Suburban Cleveland firm is seeking experienced individuals who can work together with other people. Must be hard working, organized and capable of directing a project from beginning to end. You will report directly to the President. Salary commensurate with experience. Send resume to: P.O. Box 391002, Solon, OH 44139.

**WANTED:** Tree Climber/Trimmers/Foreman—Experienced Only. High pay, Co. benefits. Send resume or call: Fairfax Tree Service, Inc., 3746 Chain Bridge Road, Fairfax, VA 22030 or Call 703-273-7668.

**SOD FARM MANAGER:** 500 acre Chicago-area operation seeks qualified manager. Involves production, irrigation, and harvesting. Excellent salary and benefits. Send resume to WTT Box 354.

4/86

**USED EQUIPMENT**

**TURF EQUIPMENT:** 1 Howard HP-180, 3 Howard 727's, 3 Toro 72's, 1 Jacobson 5-gang frame and 6 reals, Thatchers, Edgers, Weedeaters, Reel Mowers and much more. Irvine, CA (714) 857-6408.

4/86

**TREE TRIMMING EQUIPMENT**—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.

**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. Odyke's, Hatfield (Philadelphia area). 215-721-4444.

**WANTED TO BUY**

Wanted—Brouwer Harvester 18", forklift (spyder type), tandem axle truck and trailer. Send photo and description. Schulz Sod Farms, 1833-33 St. N.W., Rochester, MN 55901.

**WANTED:** Large Lindig and Royer Shredders. Lewis Equipment, 320 Third Street S.W., Winter Haven, FL 33880. (813) 663-2318 or (614) 663-5845.

**WANTED**—SPYDER, HITCHICKER OR EQUIV- ALENT FORKLIFT. 216-494-2404 AFTER 6:00 P.M.

**WANT TO BUY**—John Deere 397 center-mounted rotary mower. 1697 Lundeck Road, Chillicothe, OH 45601. (516) 663-2318 or (516) 663-5845.

**HYDRO SEEDER**—wanted to buy HYDRO SEEDER. Please send photo. Johnson Hydro Seeding Corp., 13751 Travillah Road, Rockville, MD 20850, 301/340-0805.

**REPLACEMENT PARTS SPECIALISTS, INC.,** 3779 Yellowbrook Road, Freehold, New Jersey 07728. Top quality parts to fit Bobcat, Bunton, X-Mark, John-Deere, Kee's, Gravely, Pro-40 and Pro-36 commercial mowers. 20 years landscaping experience gives us the know-how to build parts that last. Gear box kit/wheel belts/spindle assemblies/wheels/caster supports and 105 other parts. "WE WILL NOT BE UNDERSOLD BY ANYONE." 201-938-5683. Canada to Virginia 1-800-559-7577.

**FREE PARTS CATALOG**—If you own a 36"-48"-52" walk-behind mower and you feel you're paying too much for parts, call Preco Distributors toll-free and request our parts catalog. BELTS, BLADES, GRASS CATCHERS, WHEELS AND LOTS MORE! Replacement parts that fit: BOBCAT, BUNTON, KEES, EXMARK & OTHERS. 1 day shipping coast to coast available. All parts carry a 90-day warranty. Don't wait, call 24 hours a day. TOLL-FREE 1-800-428-8004, in Mass. 413-596-5505. PRECO DISTRIBUTORS, 2400 BOSTON ROAD, WILBRAHAM, MA 01095.

**CLASSIFIEDS GET RESULTS**
This index is provided as an additional service. The publisher does not assume any liability for error or omissions.
The right stuff

“Advice is only as good as its source,” says William Bengeyfield of the USGA Green Section. “In this technical age, two heads are better than one.” He refers, of course, to the services offered by his group. But he could just as well be referring to the general dissemination of knowledge within the entire green industry.

Once upon a time, landscape managers could keep clients happy enough simply by demonstrating a general knowledge of living things and having a sixth sense.

But the industry has evolved long past that stage. Nowadays, landscape managers have to be well educated in the classroom and well trained in the field to survive in this very competitive marketplace.

Indeed, Dr. Fred Grau of the Musser International Turfgrass Foundation took a few moments recently to marvel at the industry’s increasing sophistication. “I can’t get over the facilities you have to create beautiful, safe turf today,” he said during a session at the GCSAA convention. “The equipment and chemicals are so much improved over the equipment and chemicals of 10 and 20 years ago.”

It is up to the individual landscape manager to keep abreast of the times, and the ones who do so will be those who prosper.

Bengeyfield tells a parable about a broken machine.

The machine’s owner called on a consultant to fix the unit. The consultant removed his trusty hammer, gave the machine a whack and—lo and behold—it started up with no problem. The consultant then told the owner that his fee was $1,000. The owner, reluctant to pay such an exhorbitant price, said that he could’ve hit the machine just as easily himself.

“I charge $100 for hitting the machine,” replied the consultant. “The other $900 is my fee for knowing where to hit it.”

Okay, so maybe you’re not in the consulting business. But such is the value of education and training. The astute turfgrass and landscape manager would thus be advised to heed the moral of Mr. Bengeyfield’s story.

Jerry Roche, editor

WT&T Editorial Advisory Board

Doug Chapman
Horticulturist
Dow Gardens
Midland, MI

J.R. Hall
Extension Agronomist
VPI & SU
Blacksburg, VA

Kent Kurtz
Professor
Horticulture
Cal Poly-Pomona

Harry Niemczyk
Professor
Ohio State University
Wooster, OH

A. Marty Petrovic
Asst Professor
Cornell University
Ithaca, NY

Robert Shearman
Assoc Professor
University of Nebraska
Lincoln, NE
Frank J. McDonald, Director of Marketing
Cushman Division, Outboard Marine Corporation
Lincoln, Nebraska

CUSHMAN®

"Take the new 22-horsepower Cushman Front Line test-cut and we will send you a free solid brass belt buckle that proves our point."
Frank J. McDonald

Test-cut the improved Cushman Front Line, and you'll see why this mower is built to last.

There's no obligation, and you'll receive a free, limited edition, solid brass belt buckle.

Cushman engineers gave the Front Line a full 22-horsepower to get you through your tallest grass and toughest mowing conditions.

Engineered and built to last. That's why we stand behind the performance and durability of every Front Line mower with a 2-year warranty.*

So save some of your toughest mowing for the Front Line, then call your Cushman Front Line dealer to arrange for your test-cut. But hurry, this offer ends July 31, 1986.

For more information on the Cushman Front Line write:
CUSHMAN
3225 Cushman, P.O. Box 82409, Lincoln, NE 68501. Or, call toll-free: 1-800-228-4444.

*Ask your dealer for details.

©Outboard Marine Corporation, 1986. All rights reserved.