PROMARK.

Everything for tree-related grounds maintenance.

For aerial lifts that reach up to 40 feet for tree and utility service work, to rugged stump grinders that eliminate roots down to 20" below ground, Promark provides landscapers, arborists and grounds maintenance professionals with a complete family of equipment.

Making up the strong center of the line are Promark's brush chippers and log splitters, in a range of sturdy models that make finishing a job easy and profitable.

Call
(818) 961-9783
FAX (818) 961-2307

PROMARK PRODUCTS INC.
330 9th Avenue, City of Industry, CA 91746

Circle No. 159 on Reader Inquiry Card
engine against shocks. An operator-presence control system requires that one hand remain in contact with a handlebar control during operation or the machine automatically shuts off.

Circle No. 196 on Reader Inquiry Card

**Tool monitors compaction**

The Penetrometer from Turf-Tec measures soil compaction in all turf areas and construction sites. The easy-to-use, quick release device is made of all-weather chrome. It operates with the help of gravity and is calibrated from zero to 100 percent compaction. The Penetrometer works on golf courses, athletic fields, playgrounds, new construction areas and other turf areas.

Circle No. 197 on Reader Inquiry Card

**High speed mower cuts 3.5 acres an hour**

The 724-Z commercial mower from Wheel Horse Products mows at 6.5 mph and covers 3.5 acres per hour, according to the company.

The speed is possible because of soft, low pressure tires. The tires act as a suspension system and also as gauge wheels for its 60-inch deck, which follows the contour of the turf.

 Blades sharpened from tip to hub ensure a no-streak cut at that speed. The unit is equipped with a 24 hp twin cylinder Onan engine.

Circle No. 198 on Reader Inquiry Card

**Vibrating blades help reduce soil compaction**

The Vibra Master from Green Care International is a disc and blade aeration system. Five free rolling discs slice the turf for a clean cut. Five vertical, vibrating blades follow the discs, creating aeration drainage channels while loosening soil to depths of eight inches.

PTO driven eccentric cams provide the vibration action by oscillating the blades backward and forward in a small arc.

The sizes of the three blades range from five to nine inches long. The unit, which is pulled by a tractor, uses either two or three blades spaced at two feet or five blades spaced at one foot.

Circle No. 199 on Reader Inquiry Card

**Sign system provides plant information**

The Sig-Num Signage System from Metalphoto features a 9-by-5-inch anodized aluminum sign that holds a maximum of eight lines with 25 characters each.

The durable outdoor signs have a life expectancy of 20 years each. A complete installation system is also available.

In conjunction with introducing the new product line, Metalphoto is offering a free sample. Send the company a design of your sign which meets the above specifications.

Circle No. 200 on Reader Inquiry Card

**Hose bag kit attaches quickly to blowers**

A new hose bag kit attaches quickly to Roto-Hoe's line of walk-behind blowers. The eight-foot long hose has a five-inch diameter and is made of heavy-duty clear plastic.

It is reinforced with PVC strips rather than steel wire for minimum wear. The five-foot long bag attaches without the use of tools.

Circle No. 201 on Reader Inquiry Card

**Lawn fertilizer injector calibrates chemicals**

A redesigned version of the Chemilizer lawn fertilizing device manufactured by Chemilizer Products, can connect to underground systems, aboveground sprinklers or any type of irrigation system.

The Chemilizer is a small round container with standard hose fittings. It can be moved to different locations. Installation requires no special tools.

Liquid fertilizer is poured into the Chemilizer and is distributed as needed through a calibrated injector. The Chemilizer is available in two- and four-gallon sizes. The system needs replenishing with liquid only occasionally since the average lawn needs about one gallon of liquid fertilizer per 3,000 sq.ft. each month, according to the company.

In underground systems, chemicals are injected downstream of the water pump to avoid corrosion. The Chemilizer can be bypassed as needed.

Circle No. 202 on Reader Inquiry Card
Sabre Poa trivialis isn’t just a good shade grass. It’s the best.

Years ago fine fescue was considered the best performer in damp shade. That changed with the appearance of Poa annua-free Sabre Poa trivialis and a 1979 shade tolerance trial at Ohio State University.

In that test Sabre was top-rated for shade tolerance when compared to 39 mixtures, blends and monostands of fine fescue, ryegrass, Kentucky bluegrass and tall fescue.

An excerpt from trial data said: “Sabre, which had the highest overall seasonal ratings, maintained the most consistent quality throughout the season.”

Due to its special qualities Sabre should be sown only in damp shade. For this purpose it may be mixed with fine fescue, turf-type ryegrass or Kentucky bluegrass.

Normal cutting height is 1-1/2 inches, but on winter putting greens in the Southern U.S., it has proven its ability to thrive when cut at 3/16th.

One of the first domestic varieties to be registered with the U.S. Plant Variety Protection Office, Sabre is both disease-resistant and hardy.
HELP WANTED

GROW WITH TURF: Career opportunities are available for professionals with experience in lawn care, landscaping and irrigation. We're looking for aggressive self-starters to join our organization. Thrive on the challenge of our growth. Enjoy above average earnings and excellent benefits. Send resume and salary requirements to Turf, P.O. Box 433, Moorrestown, NJ 08057 or call (609) 778-0780. 11/88

MANAGEMENT

Due to our aggressive expansion program in the midwest, east coast and southwestern regions, we are needing management personnel for all phases of our tree & shrub and lawn care services, in both residential and commercial operations. If you are "Results-Oriented" with a strong desire to achieve and high personal goals, send resume including salary history to:

Corporate Recruiter
Ever-Green Lawns Corp.
1390 Charlestown Ind. Dr.
St. Charles, MO 63303
9/88

IRRIGATION SUPERVISOR. ("INC 500 company") Experienced, aggressive, sales supervisor to manage lawn sprinkler system department including sales, installation and service. Challenging growth opportunity with good salary, benefits, and company vehicle. Send resume: Attn: Monty Mitchell, Suburban Landscape Associates, P.O. Box 2342, Davenport, IA 52809. 9/88

Tree care person — experienced in Horticulture or Arboriculture. Will train tree climbing and/or spray applicator. Salary & benefits commensurate with ability and experience. Send resume to: Tree Care, Inc., 216 East Main St., Huntington, NY 11743. 9/88

Arborist - Tree climber and spray applicator, experienced or will train forestry or horticultural student. Tremendous growth potential. Tree Care, Inc., 216 East Main Street, Huntington, New York. Area Codes: 516-424-2440 or #424-2441. 9/88

Landscape Architects/Supervisors (project foremen) to 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. 9/88

NURSERY MANAGER - Take charge person, strong knowledge of plant material and plant production. Tremendous growth potential. Eastern Long Island. Send resume to: Box 225, Centerport, New York 11721. 10/88

WANTED - Aggressive Manufacturer's Reps - Manufacturer of agricultural golf course, municipal and lawn & garden spraying equipment is seeking qualified reps with experience in sprayer sales. Seeking nationwide network, exclusive territory contract, excellent technical support and top of the line equipment. Send resume and current line card to: The Brohill Company, P.O. Box 475-CB, Dakota City, NE 68731-0475. Phone: 1-800-228-1003. 9/88

SALES REPRESENTATIVES - Landscape maintenance firm that has been established for 30 years in southeast Florida has several openings for over achievers. We are looking for people who can challenge our top sales person who sold over $1,000,000 in 1987. Applicants should have a background in horticulture, turfgrass management or pest control. 30-50k first year's earnings. Applications for training supervisors, service routes and pest control technicians are also being taken. Call or write Mr. DeMaria at 310 Northwest 16th Terrace, Pompano Beach, FL 33064, 305-971-0110. 10/88

LANDSCAPE EMPLOYMENT OPPORTUNITIES - One of the Midwest's largest commercial landscape contracting and maintenance firms seeks motivated, quality individuals to fill the following positions: Landscape Construction Superintendent, Estimator/Contract Administrator, Landscape Materials Buyer, Foremen, Pesticide Applicators. Excellent salary and benefit package. Send resume to: Reinhold Landscape, Inc., 23216 Telegraph, Flat Rock, MI 48134. 9/88

SENIOR LANDSCAPE ARCHITECT

The University of California, San Diego is currently in the midst of an aggressive $500 million building program and is seeking an experienced Landscape Architect.

The position reports to the Assistant Vice Chancellor of Physical Plant Services and is responsible for administering the Grounds/Landscape Division. Will represent the department to the community and interact with architects, engineers and contractors. Will act as consultant in the design and plan review of all new and existing campus landscape development and be the advisor and technical specialist for new construction acceptance. Manage all aspects of Grounds Maintenance.

Requires landscape architectural license and the ability to attain State of California registration as Landscape Architect within a year. Must have progressive demonstrated experience and skills and knowledge in all aspects of landscape architecture and ornamental and technical horticulture with the skill to manage and administer a major program including budget planning, staffing and operations. Excellent supervisory, administrative, interpersonal and communication skills. Prefer related experience within a College/University Physical Plant.

Hiring salary: $37,300-$46,600 annually plus excellent benefit package. For full consideration, submit resume and cover letter, referencing "Job = 1988M-Sept. 30, 1988," to UCSD, Personnel, 501 Matthews Complex, Q-016, La Jolla, CA 92039. AA/EEO.

University of California, San Diego

PROFESSIONALS

Due to our aggressive expansion program in the Southwest & West Coast regions we are hiring experienced landscape maintenance & construction personnel. We are looking for career minded individuals to fill openings for:

Administrators
Supervisors
Salespersons
Foremen
Irrigators

Positions Available in:

Los Angeles
Santa Ana
Palm Springs
Dallas/Ft. Worth

We offer excellent salary & benefits. Send resume to LM Box 459. 9/88

LANDSCAPE PROFESSIONALS!

If you qualify as one of the best in the industry, SCAPES, INC. has openings in its Atlanta and Washington D.C. offices. We are seeking to hire highly trained professionals in all phases of the company—irrigation, maintenance and installation. Higher than industry standard wages. Contact Scapes, Inc. for interview at:

404-956-7500

LANDSCAPE SUPERVISOR. ("INC 500 company") Talented, experienced, supervisor to manage landscape department including scheduling and training personnel development. Challenging growth opportunity with good salary, benefits and company vehicle. Send resume: Attn: Monty Mitchell, Suburban Landscape Associates, P.O. Box 2342, Davenport, IA 52809. 9/88

CAREER OPPORTUNITIES

Expanding Sunbelt region firm has several growth-oriented positions available for experienced and knowledgeable individuals. Openings for: landscape sales representatives, landscape maintenance and construction supervisors, foremen, foremen trainees, pesticide applicators and arborists. Horticultural education and/or experience required. We offer professional wages and benefits for career-minded people. Send resume with education, work and salary history to:

LM Box 457
Some of life's best lessons are learned in the school of 'soft knocks'

The young man on the left will fall several times before he hits his first home run. The young man on the right wants him to have the advantage of falling on real turf.

We think it's curious that the same lawmakers who insist that individuals and corporations make environment and products safer for children neglect to legislate safer standards for school playgrounds.

It's no doubt easier to make us spend our own cash to improve conditions than to appropriate public funds for safe playing areas.

Things are changing ... slowly ... but NSTC has been instrumental in distributing information and talking to some appropriate people, but it all takes time and money.

While we're waiting for the big picture to change, we can all improve our little corner ... like planting an improved turf plot of our own, then using it! When officials see how much more fun we're having, they'll no doubt want in on the action.

For free brochure and membership application, call or write to Fred V. Grau, Chairman

NSTC
NATIONAL SPORTS TURF COUNCIL

USDA • ARS • BARC
Bldg. 001, Room 333
Beltsville, MD 20705
301/344-3655
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Circle the Reader Service numbers of those items of interest to you.

**LANDSCAPE MANAGEMENT**

September 1988

This card void after Nov. 15, 1988

MY PRIMARY BUSINESS AT THIS LOCATION IS:

(Please check one only in either A, B or C)

A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:

- Golf courses
- Sport complexes
- Parks
- Rights-of-way maintenance for highways, railroads & utilities
- Schools, colleges & universities
- Industrial & office parks/plants
- Condominiums/apartments/housing developments/hotels/resorts
- Cemeteries/memorial gardens
- Military installations & prisons
- Airports
- Multiple government/municipal facilities
- Other type of facility (please specify)

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- Landscape contractors (installation & maintenance)
- Lawn care service companies
- Landscape architects
- Extension agents/consultants for horticulture
- Other contractor or service (please specify)

C. SUPPLIERS:

- Sod growers
- Other supplier (please specify)

Approximately how many acres of vegetation do you maintain or manage?

What is your title? (please specify)

I would like to receive (continue receiving) LANDSCAPE MANAGEMENT each month: YES □ NO □

Your Signature: _____________________________ Date: __________
750 - TREE IDENTIFICATION
by George Symonds
Pictorial reference to identifying trees by checking leaves, buds, branches, fruit and bark. Like its sister publication, SHRUB IDENTIFICATION, popular and botanical names are listed with index tabs for easy reference. $14.95

760 - TREE MAINTENANCE
by Pascal Prione
The fourth edition of this guide for anyone involved in the care and treatment of trees. Special sections on tree abnormalities, diagnosing tree troubles, non-parasitic injures and assessing the suitability of different trees. $49.95

405 - WOODY ORNAMENTALS
by Partyka, Joyner, Remelspach, Carver
Illustrates plant identification characteristics. Organized in two basic sections: plant identification and plant disorders, this text utilizes 430 color photos, 430 line drawings and 45 black and white photos to simplify identification. $32.50

370 - LANDSCAPE OPERATIONS: MANAGEMENT, METHODS & MATERIALS
by Leroy Hannebaum
An in-depth examination that combines technical training in landscape science with methods of accounting, business management, marketing and sales. Discusses effective methods for performing lawn installations, landscape planting and maintenance. Step-by-step accounting calculations are explained in simple terms. $34.00

365 - LANDSCAPE PLANTS IN DESIGN
by Edward C. Martin
An annotated photographic guide to the design qualities of ornamental plants. Describes their aesthetic and functional use in landscape design. Over 1900 photographs. Provides a basis for selecting the best plant materials for any particular use in landscape design. Contains detailed indexes that provide quick reference to particular design qualities and growing conditions. $58.95

350 - WOODY ORNAMENTAL TREES
by Partyka, Joyner, Remelspach, Carver
Over 1900 photographs. Provides a basis for selecting the best plant materials for any particular use in landscape design. Contains detailed indexes that provide quick reference to particular design qualities and growing conditions. $58.95

565 - WEEDS
by Walter Mainscher
Second edition. Premier text for identification and basic natural history of weeds found in the continental United States and Canada. Ecological data on weed biology combined with excellent keys and plant descriptions make this an essential reference book. $39.95

125 - SCIENTIFIC GUIDE TO PEST CONTROL OPERATIONS
by Truman, Bennett, Butts
A sound basis for studying the technical aspects of pest control. Covers pesticides, safety, health and environmental concerns, equipment, flies and mosquitoes, rats and mice, birds and much more. $39.95

500 - THE 1988 PESTICIDE DIRECTORY
by Lon Thomson Harvey and W.T. Thompson
A guide to Producers and Products, Regulators, Researchers and Associations in the United States. For anyone who needs to know anything in the United States pesticide industry. Includes Basic Manufacturers and Formulators with their products, key personnel, managers, districts, state and other pertinent information. For United States pesticide information in one place, this directory is a must. $75.00

375 - RESIDENTIAL LANDSCAPES
by Gregory M. Pierceall
An excellent reference for individuals involved in the design and development of plantings and constructed features for residential sites. Illustrations and actual residential case study examples are used to communicate graphic, planning and design concepts which are the focus of this text. $41.00

510 - COST DATA FOR LANDSCAPE CONSTRUCTION 1988
Kathleen M. Kerr, Editor
An updated unit cost data reference for designers and cost estimators. Developed to fill the tremendous need for detailed landscape construction cost data. Laid out in easy-to-use CSI format. Annual. $35.00

300 - LANDSCAPE DESIGN: A PRACTICAL APPROACH
by Leroy Hannebaum
Geared for the commercial designer/salesperson, this is a one-stop guide to the landscape design process. Covers the entire highly competitive field including design analysis techniques, pointers on land forms, specialized business landscaping methods, environmental design guidelines, specifications, estimations, bids. $37.00

305 - LANDSCAPE MANAGEMENT
by James R. Furoll and Jack D. Butler
Planting and Maintenance of Trees, Shrubs, and Turfgrasses. Describes the basic principles of cultural management of installed landscapes. The important factors of plant growth, soils and fertilizers, improved planting techniques and new pruning techniques, integrated pest and disease management, and spray equipment calibration and care are all featured. $29.95

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Please send me the following books. I have enclosed payment* for the total amount.

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SEPTEMBER 1988/LANDSCAPE MANAGEMENT 109
HELP WANTED

TREE DEPARTMENT MANAGER: Large landscape contracting company in southeastern Pennsylvania with a well established tree division needs an experienced, mature individual to handle sales and management of department. Great opportunity in a busy area. Send resume to LM Box 458.

9/88

TREE CLIMBERS/BUCKET TRUCK OPERATORS. Landscape maintenance company needs reliable, experienced persons for immediate employment. Salary negotiable based on training and experience. Send resume with references to Boyd Enterprises, 18432 Oakmont Avenue, Gaithersburg, MD 20877.

10/88

FIELD PRODUCTION MANAGER - Excellent employment opportunity available for major farming operation in southern New Jersey. Salary pay up to $25,000/year plus benefits. Send resume to: Judy Run Sod Farm, P.O. Box 586, Mt. Holly, NJ 08060, or call (609)265-0404.

9/88

Excellent career opportunities for aggressive experienced professionals in our growing, award winning Company: Production Manager, Landscape Maintenance Supervisors, Chemical Applicator, Irrigation Superintendent. Please send resume & salary requirements or call for more info. RUPPERT LANDSCAPE COMPANY, INC., 17701 New Hampshire Avenue, Ashton, MD 20861, 301-924-5415. Attn: Kenneth Hochkeppel.

9/88


9/88

FIELD OPERATIONS SUPERVISOR for expanding Boston area full service tree and landscape company. Responsibilities to include operations management of 4-6 crews along with limited field work. You should be progressive minded, large budget for 3-6 individuals. Resumes to: Landscape Opportunities, 1308 Garden St. South, Bedford Hills, NY 10507, or call 914-666-0714.

9/88

MANAGEMENT — Established Midwest company with solid growth is once again needing top-notch working managers to fill the following positions:

MARKETING/SALES MANAGER — Must be progressive minded, large budget for 3-6 branches of planning and implementation. Training sales managers, 3 years minimum, verifiable experience in LM field.

SALES MANAGEMENT — Branch level with full responsibility for telemarketing, mailing, etc. $300,000-$500,000 sales annually. Full-time position.

BRANCH MANAGERS — Two years experience preferred, must have both spray application and landscape maintenance background. Extremely busy and fun position.

We are a full service multi-department company with a growth curve created by careful placement of qualified individuals. Competitive salary & benefits with solid growth potential. Resumes to: Landscape Opportunities, P.O. Box 471333, Tulsa, OK 74147-1333.

9/88

LANDSCAPE MAINTENANCE FOREMAN

THORNAPPLE LANDSCAPE MAINTENANCE, INC. a fast-growing firm serving commercial accounts throughout the Chicago Metropolitan area, has a career opening for an individual in the landscape maintenance field. Applicants are required to have two to five years "hands-on" experience, knowledge of machinery usage and maintenance and technical expertise and knowledge of pests and diseases. A degree in Ornamental Horticulture is desired. THORNAPPLE is a well regarded, quality oriented firm which will give the right person a challenging career opportunity. All inquiries will be completely confidential. Send resume, work history and salary requirements to:

THORNAPPLE LANDSCAPE MAINTENANCE, INC.
Attn: Mr. Steve Pease
P.O. Box 209
Geneva, IL 60134

FIELD OPERATIONS SUPERVISOR for expanding Boston area full service tree and landscape company. Responsibilities to include operations management of 4-6 crews along with limited field work. You should be progressive minded, large budget for 3-6 individuals. Resumes to: Landscape Opportunities, 1308 Garden St. South, Bedford Hills, NY 10507, or call 914-666-0714.

9/88

Supervisors & Forepersons: Glen Summit Nurseries has an opening for a supervisor/foreperson in our tree and shrub division. Responsibilities include major account maintenance, plus previous management/supervisory experience, and a willingness to locate in the suburban Boston area. Full package of benefits. Start out at $30K+. Please ask for Mike, 617-359-4855.

9/88

LANDSCAPE DESIGNER: Greener Landscapes is seeking an experienced landscape designer to join our rapidly growing organization. You must be able to oversee projects from beginning to end including design, job cost estimation and overseeing installation. The ability to design, present and sell your designs will be essential to your success. Qualified candidates send resume with salary requirements to: Greener Landscapes, P.O. Box 341, Bedford Hills, NY 10507, or call 914-666-0714.

9/88

WE CAN HELP YOU GROW!

If you are in the lawn care business, ...in a related field, or...just looking to get started...

WE CAN HELP YOU GROW!

Our network of over 3600 independently owned franchised businesses worldwide testifies to our ability to help the small business owner to flourish. If you are enthusiastic, growth-oriented, and interested in learning what ServiceMaster has to offer, then we are interested in getting to know you!

For more information call: Roger Nondorf
ServiceMaster LawnCare
1-800-255-9780

Florida Landscape Contractor in business 15 years, has an opening for an experienced landscape architect or highly qualified sales person to handle design build sales and business development. Applicant must be a self-starter and possess strong sales skills. Unlimited potential in a growing firm with a top-notch management team. Contact Mr. Singh (305) 831-8101.

9/88

Established Central Florida landscape contractor has an opening for a highly qualified operations manager for its maintenance division. Ability to schedule, organize and manage people in a rapidly growing organization. Heavy field experience and a commitment to quality work required. Opportunity for an aggressive person to be a key member of a top-notch team. Excellent salary and benefits. Call Mr. Singh (305) 831-8101.

9/88

ARE YOU A NATURAL?

Then bring your talents to us. We're SAV-A-TREE, one of the fastest growing arboricultural service companies in the industry, specializing in natural holistic tree and shrub care.

We are dedicated to excellence and are seeking ambitious, detail oriented individuals to join our expanding team.

VP Sales

As a member of our management team responsibilities include major account management, sales forecasting and budgeting, marketing, recruitment, and training. Candidates should have an undergraduate degree or equivalent and an in-depth knowledge of arboriculture.

Sales Representative

Responsible for developing and servicing a customer base in an assigned territory. Ideal candidate will have a college degree in horticulture or a related field and a strong desire to succeed. Previous sales experience is a plus.

Director of Training and Safety

Responsibilities for training and supervising all field personnel to ensure that established quality control standards are maintained. This will include all phases of tree work.

Position requires at least five years of experience in all aspects of tree and shrub care. Candidates must have excellent interpersonal skills and the ability to develop and administer a formal training program.

These positions offer outstanding compensation. Send resume with salary requirements to:

SAV-A-TREE®
Stephanie Parker
360 Adams Street
Bedford Hills, NY 10507

9/88

Plant Acquisition Assistant - National award winning landscape firm seeks energetic and flexible individual for Plant Acquisition Assistant. Candidate should have a working knowledge of landscape plant materials, be quality conscious, and possess good communication skills. Knowledge of local/regional nurseries and suppliers would be beneficial. Send resume with references to Dave Scatterday, Martin Associates, 24380 N. Hwy #45, Vernon Hills, IL 60061.

9/88