BOOKSTORE

370 - LANDSCAPE OPERATIONS: MANAGEMENT, METHODS & MATERIALS

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. \$38.00

365 - LANDSCAPE PLANTS IN

DESIGN
by Edward C. Martin
An annotated photographic guide to
the design qualities of ornamental
plants and their aesthetic and funcplants and their aesthetic and functional use in landscape designing. Over 600 trees, shrubs, vines, ground covers and turfgrasses are described in nontechnical language. 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

375 - RESIDENTIAL LANDSCAPES

by Gregory M. Pierceall
An excellent reference for individu-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. \$43.00



665 - ARBORICULTURE: THE CARE OF TREES, SHRUBS AND VINES IN THE LANDSCAPE

WINES IN THE LANDSCAPE by Richard W. Harris Provides comprehensive coverage of complete planting, site analysis, preparation and special planting methods, fully detailed coverage of fertilization, irrigation and pruning guidelines on preventative mainte-nance, repair and chemical control, how-tos of diagnosing plant prob-lems, practical data on non-infectious disorders, diseases, insects and related pests and pest management. \$56.00

400 - NATIVE TREES, SHRUBS, AND VINES FOR URBAN AND RURAL AMERICA by Gary L. Hightshoe This award-winning reference to native U.S. plants has now been expanded to include shrubs and vines. Over 250 major species are characterized by form, branching pattern, follage, flower, fruits, habitat, soil, hardiness, susceptibility, urban tolerance and associate soe. urban tolerance and associate spe-cies. Includes unique color-coded keys that classify plant species by visual characteristics, cultural requirements and ecological relationships. \$79.95

720 - SHRUB IDENTIFICATION

720 - SHRUB IDENTIFICATION by George Symonds
Pictorial key to identify shrubs.
Contains more than 3,500 illustrations to check specimens. Popular and botanical names are given for each shrub and handy index tabs for quick reference. \$12.95 paperback

755 - TREE DETAILING by Michael Littlewood A compendium of practical infor-mation on all aspects of tree mation on all aspects of tree planting and maintenance. 10 chapplanting and maintenance. To chap ters deal with tree stock and sizes, planting techniques, pruning and surgery, protection of new trees and existing trees, maintenance and management, survey and evaluation. \$32.95

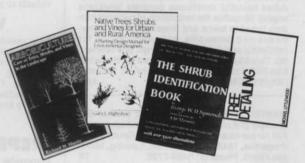
760 - TREE MAINTENANCE

by Pascal Pirone
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 injuries and assessing the suitability of different trees. \$49.50

750 - TREE IDENTIFICATION by George Symonds Pictorial reference to identifying Protorial 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 sy reference. \$14.95 paperback

405 - WOODY ORNAMENTALS

by Partyka, Joyner, Rimelspach, 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.





NEW! Instructional Videos!

01 - PROFESSIONAL SOD LAYING TECHNIQUES - 25 minutes - Color - VHS - \$85.00 How-to" video featuring step-by-step guidelines for installing sod professionally. Illustrated reference guides and group study materials included

02 - PLANTING AND STAKING LANDSCAPE TREES - 20 minutes - Color - VHS - \$85.00 Award-winning infield demonstration video covers the key steps of planting landscape trees. Illustrated reference guides and group study materials included.

03 - SUCCESS WITH BEDDING PLANTS - 25 minutes - Color - VHS - \$85.00 Shares those "tricks of the trade" used by national award-winning professionals. Shows how to select, install and maintain bedding plants successfully. Illustrated reference guides and group training materials included.

04 - WORKING WITH PESTICIDES - 2 45 minute videos - Color - VHS - \$143.95
This video safety course covers Pesticide Labels, In-field Clothing & Equipment, How to Be Prepared for a Spill, Tips on Mixing and Calibrating Pesticides and more.

05 - PROFESSIONAL TURF MANAGEMENT - 30 minutes - Color - VHS - \$85.00 Examines nine major warm and cool season turf varieties. Optimum mowing heights and cutting frequency are given each turf variety. Illustrated reference guides and review test

06 - LANDSCAPE IRRIGATION, Maintenance and Troubleshooting 30 minutes - Color - VHS - \$85.00

Step-by-step instructional video for infield employees covering Sprinkler Heads/Drip Emitters, Electrical/Manual Valves, Backflow Prevention Devices, Controller Operation and more. Illustrated handbook included.

07 - PLANT PROPAGATION - 2 25 minute videos - Color - VHS - \$85.00 each Volume One covers four important methods of propagation: by seed, division, bulbs and tubers and micropropagation. Volume Two covers three additional techniques of propagation: cuttings, layering and grafting and budding. Study guides included.

08 - ELEMENTS OF PRUNING - 30 minutes - Color - VHS - \$89.95 Available in English or Spanish. Best-selling video developed for entry level industry training presents in-the-field demonstrations of The Techniques of Thinning Out Pruning, How to Control and Direct Plant Growth by Selective Pruning, How to Prevent In-Field Injuries and more. Illustrated reference manual and reproducible group study guides

Mail this coupon to:	Book Sales, Edgell Communications One East First Street, Duluth, MN 55802				
Name	In and				
Street Address	egipt I.	No. of Street	- St N		
P.O. Box Number	offication .	- SUSSE	A REAL PROPERTY.		
City/State/Zip	1 11110	and total	ti linelin	in prikulty.	
Phone Number ()	20 April 10 10	Manual Av		
Purchase Order Nun	nber	-oto fesse	dan pe	A STATE OF THE STA	
Signature		Date			
Please send me the following Please charge to my Visa, Maccount Number		American Express (c		amount.	
BOOK NUMBER A	ND TITLE	QUANTITY	PRICE	TOTAL PRICE	
ages and date from	rst sling	alluggdby	General WY	a summer of	
sivonni na niol bi vito	aleccon	Agriculture i	AND DESCRIPTION OF	A STORT OF THE STORY	
use no to amugin one	s man	Alle Perfection		wa wani	
Manual Manual Company	CHROS	A TOTAL CO.	edito, and c	i ionuneg	
			LOB VIOLES	TODGE STEEL	
Domestic—*Please add per additional copy for p					
All others—*Please add ordering multiple copies copy to cover postage a	\$5.00 per o	rder and if 2.00 per additiona	M. 18 m		
Please allow 6-8 weeks for delivery. Prices subject to change.			(pos	(postage & handling)	

Quantity rates available on request.

Questions? Call 218-723-9471 or 9472

Total Enclosed

LM

CLASSIFIEDS

RATES: \$1.20 per word (minimum charge, \$35). Bold face words or words in all capital letters charged at \$1.45 per word. Boxed or display ads: \$100 per column inch-1x (one inch minimum); \$95-3x; \$90-6x; \$85-9x; \$80-12x. (Frequencies based on a calendar year). Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$15 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9505. Fax Number 218-723-9615.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 1 East First St., Duluth, MN 55802. Please include box number in address.

BUSINESS OPPORTUNITIES

IN MONTANA: Established working lawn service, one man operation, room for expansion. Full-time business for 9 years, includes snow removal. Call Chris Swenson (406)656-9145. 5/89

CURBMATE - THE MONEY MACHINE: Patented, electrically driven and self-propelled machine produces beautiful continuous concrete landscape edging. Simplifies the installation of concrete borders between lawns and flower beds, along driveways and sidewalks, etc. Applications for residential and commercial settings, golf courses, etc. Turn \$5,000-\$10,000 equipment purchase into \$50,000-\$100,000 potential annual income. (801)273-3938.

WANTED 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.

CURB KING: Curbing machine that lays continuous concrete landscape borders. Low investment, high returns. For information call 303-434-5337 or write PO Box 40567, Grand Junction, CO 81504.

9/89

HELP WANTED

New landscaping co. seeks landscaping mgr. with experience in estimates, tye wall and field supervision. Send resume to Pines, 674 N. Meridian, Valparaiso, IN 46383, Attn: Ron Turner. 4/89

Horticulturist

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. These positions offer outstanding compensation.

Send resume with salary requirements to:



Stephanie Parker 360 Adams Street Bedford Hills, NY 10507

Chief One

We are a national interior landscape firm in search of a handson horticultural expert to review our plant care services and provide staff with information on procedures and practices to enhance operations. Candidate will also develop and teach training programs to horticulturists and oversee quality control.

Minimum of a Master's degree in Horticulture, Plant/Soil Science or similar field, and at least 4-5 years' practical, well-rounded experience in the "green" industry required.

Excellent salary and complete benefits. Send resume to Personnel Manager, 455 Watertown St., Newton, MA 02160.

CITY GARDENS INC.

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. 4/89

AREA MANAGER: Large East Coast commercial landscape and maintenance contractor needs well qualified Area Manager. Landscape-related degree preferred with 5 yrs. experience a must. Supervisory experience required. This is your opportunity to join an innovative and growing team. Send resume or call Ruppert Landscape Co., Inc., 17701 New Hampshire Ave., Ashton, MD 20861, Attn: Mr. Otero (301)774-0400. 4/89

LANDSCAPE MAINTENANCE SALES - Aggressive firm seeks a high caliber, personable sales professional. Applicant will have two years sales experience as well as extensive landscape management experience. A horticultural degree is preferred. Attractive compensation package. Shimada Landscape, Inc., 239 Commercial Street, Sunnyvale, California 94086. (408)733-3330. 4/89

CAREER OPPORTUNITIES

KT ENTERPRISES INC., a Commercial Landscape Management Firm servicing the Washington, D.C. Metropolitan market, is accepting applications for employment. All positions offer excellent salary, health benefits, a retirement plan and most important, an opportunity to work in a quality organization that will continue to offer growth and professional satisfaction. Please send a resume to, and/or call our Personnel Director, Caroline Fennimore if you are interested in any of the following positions:

- Supervisory-Applications, Maintenance, Pruning, Floral
- Sales-New Sales, Service Representatives
- Landscape Senior Estimator-Familiar with large commercial landscape projects.

(703) 764-1870

KT Enterprises Inc.
"The Landscape Management
Professionals"
7950-1 Woodruff Court, Springfield, VA 22141

LANDSCAPE GARDENER: Full Time Position. Landscape maintenance with future in establishing and managing a wholesale and retail nursery operation. Florida Spray License Required. Send resume to: Foxfire Golf Club, Attn: Landscape Gardener, 7200 Proctor Road, Sarasota, FL 34241.

Management

Ever-Green Lawns, a division of ADT, Inc. is seeking both Branch and Sales Management personnel for several of our major markets.

Branch Management candidates must be degreed with a minimum of 1-2 years of success in managing a multi department lawn care branch with sales of over a \$1,000,000. Strong management and communication skills required along with a desire to offer a quality service.

Sales Manager at branch level with full responsibilities for telemarketing effort with a staff of 15-20 inside and outside sales people to solicit and provide lawn analysis for both residential and commercial properties.

If you are seeking a responsible and attainable growth situation supported by an excellent base salary and company benefit program, send resume including salary history to:

Corporate Recruiter
Ever-Green Lawns Corp.
1390 Charlestown Industrial Drive
St. Charles, MO 63303

AQUAGRO® TURNS PROBLEMS INTO PROFITS.

Lawncare and landscape professionals all over the country are using AQUAGRO® soil wetting agents on their problem lawns. They're applying it on a regular basis to move water deep into hydrophobic and compacted soils, slopes and through thatch. And as a bonus they're seeing a dramatic improvement in overall turf quality, with reduced irrigation.

Their customers see it too, and are willing to pay for the difference AQUAGRO makes.

Here's what three AQUAGRO users have to say.



Christopher Sann Complete Lawn Service Wilmington, Delaware

"I first used AQUAGRO about seven years ago on a bluegrass lawn with thatch-bound roots. Over a three year period I saw a 50-75 percent reduction in the thatch layer from the bottom; the roots penetrated the soil about three inches and I eliminated the hot-spots. About 90 percent of my customers are on an AQUAGRO program, which I often combine with verticutting. As tough as this summer was, the difference in appearance between treated and untreated lawns was obvious...and that keeps my customers happy."



Joseph Broyles Lawn Doctor of Oyster Bay-Syosset East Norwich, New York

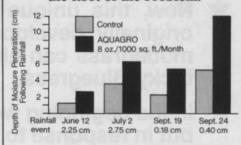
"The soils I deal with are heavy loam often with a compacted layer below the surface. AQUAGRO alleviates compaction by getting water to penetrate this layer. Eliminating standing water helps cure a major cause of fungus diseases...I've been offering AQUAGRO Liquid as an optional service for four years; recommending two, sometimes three applications a year. It's been a solution to a lot of problems, and in some cases helped set me apart from my competition."



Max Todd Fairway Lawn Service, Inc. Sunnyvale, California

"I am using AQUAGRO Spreadable on about 80 percent of my jobs. Drought conditions have made my customers more interested in products that can both reduce water use and keep their lawns alive. It's clear to me that the wetting agent increases the efficacy of fungicides, soil insecticides and fertilizers....I am able to sell the application as a companion to aerating and my customers recognize that the cost is offset by reduced water use and not having to pay for replanting."

Getting More Water to the Root of the Problem.



AQUAGRO moves even the briefest rainfall or irrigation deeper into the soil profile so less is lost to evaporation and run-off. Deeper water penetration also stimulates deep root growth for greater drought resistance.

The Difference Between a Good Lawn...and a Great One.

Discover why golf course superintendents around the world have used AQUAGRO for more than 30 years to solve their water related problems.

Used as directed, AQUAGRO is nontoxic to plants and animals and is biodegradable.

To find out how you can turn problems into profits and make your customers' lawns the envy of the neighborhood...and your competition. Call us.

1-800-257-7797, in N.J. (609) 665-1130

STAQUATROLS

The Water Management People

1432 Union Ave., Pennsauken, NJ 08110 FAX: (609) 665-0875

Introducing the ultimate

TRIVEC

Post-emergent control of broadleaf weeds, grassy weeds, and nutsedge.

- Now, this unique herbicide that was originally developed for use on Bermudagrass can also be used on Kentucky Bluegrass.
- ★ In the beginning we called it Quadmec, but in response to popular demand we have renamed it Trimec Plus.
- ★ If you have never used this ultimate post-emergent herbicide, we want to send you a free sample. If you are already using it, we want to offer you a \$100 value sprayer for only \$35.

Trimec Plus is a major breakthrough in post-emergent herbicide for ornamental turf. It not only controls the widest range of broadleaf weeds, including the toughies like spurge, oxalis and ground ivy — but it also controls grassy weeds such as crabgrass, barnyard grass and dallisgrass as well as nutsedge.

Furthermore, it achieves this control very economically. In most instances, only one treatment is necessary and the cost is only about one-third of what you would pay to use one of the other new post-emergent herbicides with a much narrower spectrum.

What is Trimec Plus?

To understand the composition of



President PBI/Gordon Corp.

Trimec Plus, it might be helpful to start off by saying that it is not merely a formulator tank mix of Classic Trimec and MSMA. Rather, it is a specially compounded amine complex of 2,4-D, MCPP, dicamba and MSMA...in a stable, uniform suspension that is as easy to work with as any other Trimec complex.

It not only has the synergistic and eutectic power of Trimec for controlling tough summer annuals, but the complex enhances the effectiveness of the MSMA so that in most instances only one treatment is necessary to eliminate crabgrass and nutsedge.

Trimec Plus was tested for several years under the name *Quadmec*, and was introduced in the South last year for use on Bermudagrass. The re-



ports from users and researchers have been very positive. And why not! There has never been anything like it for the grooming of Bermudagrass.

Characteristically, the pre-emerge on Bermuda begins to peter out just about when the hot summer annuals are beginning to be a problem. The result is often a hodgepodge of all sorts of grassy weeds, broadleaf weeds, and nutsedge.

With a broadcast spray of Quadmec (now called Trimec Plus) groundskeepers soon found they could clean up Bermuda in one fell swoop.

New name and formula

But there were two problems. Number one, the original formulation

post-emergent herbicide

had too much viscosity and required premixing if it was to be used in cold water. Number two, our friends didn't cotton to the name Quadmec, and instead kept referring to it as that Trimec plus MSMA.

Of course you know that when turf professionals talk, PBI/Gordon listens. So we totally corrected the cold water viscosity problem and we changed the name to Trimec Plus.

Now labeled for Bluegrass

Not surprisingly, the reports about Trimec Plus reached into Bluegrass country, and we were deluged with inquiries about using it for spot treating the rash of pre-emerge escapes that occur every year.

The good news is that Trimec Plus is now labeled for use on Kentucky Bluegrass. Just think what this can mean to you: a stable, easy-to-use, economical, single product that selectively takes grasses ouf of grass, while at the same time controlling the widest spectrum of broadleaf weeds and nutsedge.

Introductory offer

If you have never used Trimec Plus



(Quadmec), we urge you to call or write us for a sample so you can see for yourself what this product can do for you. It controls more weeds in turf than any other commercially available herbicide in the world.

On the other hand, if you are already using Trimec Plus, we want to thank you by offering you a chance to receive a \$100 value sprayer for only \$35. For details, see the coupon on this page.

Call toll-free 1-800-821-7925 In Missouri, call 1-800-892-7281

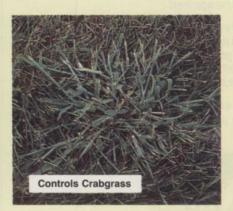
Imagine! One post-emergent herbicide that controls broadleaf and grassy weeds and nutsedge.











This \$100 Value Sprayer is Yours for Only \$35 When You Buy Trimec Plus.



- Totally sealed diaphragm (up to 70 psi pressure).
- Four-gallon capacity.
- Large 6-in fill opening.
- · Built-in carrying handle.
- · Check valve in lid.
- Brass wand and nozzle. (Variable cone and flat fan).

To get this \$100 Value SP-1 Back-Pack Sprayer for only \$35, Buy 2½ gallons or more of Trimec Plus from your distributor between now and October 1, 1989, and send us proof of purchase (a sales receipt). Limit one offer per customer. Delivered via UPS. No requests honored after October 31, 1989. Please include name, address and your check for \$35. Mail to PBI/GORDON Corporation, P.O. Box 4090, Kansas City, MO 64101.

Trimec® is a registered trademark of PBI/Gordon Corporation.



1217 WEST 12th STREET P.O. BOX 4090 KANSAS CITY, MISSOURI 64101

HELP WANTED

LANDSCAPE SALES CONSULTANTS - Texas based landscape maintenance company seeking consultants with two years proven outside sales experience with industry related degree. Compensation, base + commission, car allowance, bonus programs and benefits. Reply to P.O. Box 446, Lake Dallas, TX 75065.

LAWN IRRIGATION POSITION: Progressive, well established firm (30 year) serving Macomb and Oakland counties, is seeking an ambitious and experienced crew leader familiar with installation of residential lawn irrigation. This includes the water tap, wiring of valves and clock, and setting the sprinkler heads in proper spacing. Must be able to run a pipe puller and oversee 2 laborers. Up to \$30,000 Plus Benefits. Send resume to: Irrigation, P.O. Box 423, Algonac, MI 48001. 5/89

Commercial landscaping firm needs highly motivated foreman to take over newly created irrigation division. Excellent opportunity for responsible individual to develop divisions potential in the high demand Baltimore-Washington area. Call Steve at (301)850-6907 for more information.

4/89

ARBORIST - FIELD REPRESENTATIVE - B.S. degree preferred in Urban Forestry, Horticulture or related field. We offer Medical Plan, Profit Sharing, Savings Plan and Paid Vacation. Send resume with pay history to Ira Wickes - Arborists, 11 McNamara Road, Spring Valley, NY 10977. 914-354-3400, attention John. 4/89

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, New York 11743.

We are recruiting!
We're looking for knowledgeable people in the following areas:

Environmental Care, Inc.

landscape management

Arbor Care

commercial & industrial arboriculture

Interiorscape Division Interior landscape maintenance

Offices located in:

Arizona
Phoenix
California
EastBay
Inland Empire
Los Angeles
Palm Springs
Sacramento
Santa Ana
San Diego
San Jose
Ventura

Colorado
Colorado Springs
Denver
Florida
Jacksonville
Miami

Tampa/ St. Petersburg Nevada

Las Vegas Texas Houston

Orlando

Send resume to:
Robert L. Scofield
Personnel Department
24121 Ventura Boulevard
Calabasas, CA 91302

a subsidiary of environmental industries, inc. an equal opportunity employer by choice GOLF COURSE SUPERINTENDENTS AND ASSISTANTS: Innisbrook, Florida's premier golf resort, is currently accepting resumes for superintendents, managers and supervisors. We have 63 holes of Florida's finest golf. Excellent benefit program including bonus and clubhouse membership go with these positions. We offer opportunities for advancement to quality oriented individuals with a desire for career advancement. Join our team of professionals. Minimum requirements: degree in golf course management, agronomy or related field, plus 2-3 years experience. Send resume to: R.A. Schust, Personnel Dept., Innisbrook Resort, P.O. Box 1088, Tarpon Springs, FL 34688-1088. EOE. 4/89

ADVANCE YOUR CAREER & IMPROVE YOUR LIFESTYLE

Seeking Landscape Personnel and Foreman for positions in one of the largest leading Landscape Companies in the Hamptons. We are 45 years established, dynamic, professional, progressive and quality oriented.

OFFERING YOU: Subsidized housing, excellent competitive salary & benefits, rewarding teamwork atmosphere, and an exceptional way of life in the beautiful Hamptons.

OFFER US: Your experience and education, enthusiasm, responsibility, leadership and organizational abilities:

Send resume confidentially to:

WHITMORE-WORSLEY INC. ATTN: JACK P.O. BOX 10 AMAGANSETT, NY 11930 (516) 267-3756

SUPERVISORS: (project foremen) to join a nationally acclaimed firm looking to expand into its second generation. The 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. 4/89

NEED LANDSCAPE WORKERS? We can solve any labor problem you have. We have documented workers as well as foremen, leadmen, irrigators and architects available at a price you can afford. Call today! AMIGOS Dallas, Texas 214-634-0500. 4/89

Couple - gardener/handyman, 40 hour week, Housekeeper/Cook - 20 hour week, 5 acres, orchard, vegetables, lawns, glasshouse. Good salary, 4 room house. References and resume required. Bontecou Farm, 610 Route 32 North, New Paltz, NY 12561. (914)255-1740. After 6 P.M.

ASSISTANT SUPERVISOR OF ARBORCULTURE: Supervisory position assisting with planting and maintenance of city street and park trees. Supervises 12 employees. SALARY: \$21,296 - \$24,846. Send resume to: Dennis Noak, 705 East State Blvd., Fort Wayne, Indiana 46805. 4/89

PARKS COORDINATOR, Ketchikan, Alaska. Administers Parks Maintenance and Beautification Divisions; Experience in Municipal Parks and Landscaping. Salary DOQ, full benefits. Send resume to Ketchikan Job Service, 326 Dock Street, Ketchikan, Alaska 99901. The City of Ketchikan is an EEOE. 4/89

SALES MANAGER

Are You A Businessman/Arborist?

We are the fastest growing tree care company in the Northeast.

Our sales manager must:

- inspire and lead a dynamic sales staff
- set budgets and monitor them
- be creative and generate sales
- understand customers and deliver on promises
- work to generate profits and share the rewards

If you are this person — with proven ability — contact:

Stephanie Parker Personnel Department



360 Adams Street Bedford Hills, New York 10507 914-666-8202





International Lawn, Garden & Power Equipment Expo

July 31–August 2 1989 Louisville, Kentucky USA

The World of Outdoor Products

- Talk one-on-one with more than 500 top manufacturers and suppliers of the newest lawn, garden and power products for consumers and commercial use.
- Test equipment in the popular outdoor demonstration area each day.
- Boost your profit-earning potential through free seminars, starring Stew Leonard, Jr., whose store earns \$100 million annually.
- Receive free merchandising consultation.
- Cash in on Louisville's low per diem average of \$88.

Pre-register now to avoid the on-site registration fee. Call toll-free 800-558-8767 for details. In Kentucky or outside the continental U.S., call 502-582-1672.

NEW FEATURES AT EXPO 89!

- Innovative Products Award
- Hall of Yesteryear The Judds in Concert

Or write to: **EXPO 89** P.O. Box 70465 Louisville, KY 40270 FAX 502-584-1921 HELP WANTED

LANDSCAPE SALES MANAGER

For landscape division of Westchester's premier tree care company.

Unlimited potential. Excellent salary and share of profits. Minimum five years residential/commercial experience required.

GREENER LANDSCAPES

Address correspondence to: Steven Glaser

Greener Landscapes 360 Adams Street

Bedford Hills, New York 10507

LANDSCAPE MAINTENANCE FOREMAN: Located South of Boston fast-growing organization is seeking an experienced individual to assume full responsibility for our condominium property division. You must be a self-starter with proven supervisory experience, good communication skills, mechanical abilities and possess a sincere desire to maintain a high degree of professionalism. Our clients are willing to pay for the best- so are wel Your compensation package for this year-round position will be commensurate with your abilities. Please send resume, with salary history, in strict confidence to: South Shore Landscape Ser. Inc., 2033 Ocean Street, Marshfield, MA 02050. 4/89

CLEVELAND OHIO EMPLOYMENT OPPORTUNITIES We offer excellent salary and benefit package and opportunities for advancement in our design/build firm. Our expansion plans include establishing a branch office. We are accepting applications for people with skills in landscape architecture, design-sales, supervision of landscape installation, maintenance, tree crews and nursery. Please send your resume or give us a call. Yardmaster, Inc., 1447 North Ridge Road, Painesville, Ohio 44077. (216)357-8400. 4/89

MAINTENANCE DIVISION GENERAL MANAGER

Full Service Landscape Company with Design, Contracting, Maintenance and Nursery Divisions offers a career opportunity for a top notch manager.

Maintenance Division is currently grossing 2 million in annual sales with 50+ employees. Proven experience and results managing an organization of this size or larger a requirement.

Vibrant growing market area and strong company financial position make this a rare opportunity for growth if you are one of the Country's Best Landscape Maintenance Managers.

Send resume and Salary History to:

1174 Florida Central Pkwy Longwood, Florida 32750 Experienced Foreman. Landscaping Design & Construction firm seeking an experienced Foreman 3-5 years. Individual must be able to take total responsibility of products from start to finish. Plant knowledge, construction techniques and blueprint reading a must. Send resumes to: Vander Veen Landscape Company, P.O. Box 164, Mason, MI 4884. 517-676-1093.

Excellent positions in the irrigation & landscape industry are available now. Call Florapersonnel, the international employee search firm for the ornamental horticulture industry. Completely confidential. Employer pays fee. Florapersonnel, P.O. Box 1732, 1450 S. Woodland Blvd., Suite 201, DeLand, FL 32721-1732. (904)738-5151. Jim Bambrick, Jeff Brower, David Shaw, CPC, Bob Zahra, CPC.

Lawn Care \$20M-

Career opportunities coast-to-coast. Employer retained. Experts in personnel since 1968.

USA Careers 515-394-2556 New Hampton, IA 50659

HORTICULTURE PROGRAM LEADER Plan, implement and evaluate educational programs in the area of horticulture for Cornell Cooperative Extension, Westchester County, White Plains, NY. Minimum Qualifications: Bachelor's degree, Master's degree preferred. One degree must be in horticulture or plant science with course work in ornamental horticulture. Three years of progressively responsible professional experience in Extension or related education. Human or community service background is required. Salary: \$34,265 to \$39,445 commensurate with experience and qualifications. Send resume to: Box 29, Roberts Hall, CU, Ithaca, NY 14853. EOE.

LANDSCAPE MAINTENANCE Horticulture/Seasonal Color Manager/Supervisor. Must be licensed applicator and 4 years experience or graduate in recognized program. Estimating experience desirable. Manage/supervise multi-crew operation on annual maintenance contracts. Competitive salary, benefits. Send resume to Green-Scape, Inc., 5548 Summer Avenue, Memphis, TN 38134.

Need A Change If your career seems to be going nowhere and you are not keeping up with your career goals, you may need a new challenge. Orkin Lawn Care Division has grown so rapidly, we need more good people. If you would like to know more, write us at Orkin Lawn Care, P.O. Box 647, Atlanta, GA 30301, Attention Personnel Director. 5/89

FOR SALE

New Turf-type Perennial Ryegrass "DANDY" "SPECTACULAR DARK GREEN TURF". Bailey Seed, Inc., Salem, Or. 503-362-9700. 4/89

SPYDERS--New/Used/Rebuilt. New Kohler engines, short blocks and a complete line of engines and Spyder replacement parts. New Style Nichols-Fairfield Torque Hub Kits, Heavy duty Wilton Caster, Hub Kits, Remote Air Cleaner Kits, heavy duty Carriage Side Plates, Call or Write: Mobile Lift Parts, Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. 815-455-7363, 800-397-7509.

PIPE LOCATOR INEXPENSIVE! Locates, traces underground drain, water pipe lines of clay, PVC, ABS, steel, cement. Finds sprinklers, valves, clogs. Bloch Company, Box 18058, Cleveland, Ohio 44118. (216)371-0979.

EQUIPMENT FOR SALE: Toro Turf Pro 84 W/ Floating Heads 1000 Hrs. \$5,500.00, Lesco 300 Greens Mower \$5,500.00, Jacobsen II Greens Mower W/Verti Cut Heads \$4,500.00, Hustler Outfront Rotary Mowers 285 \$5,500.00, 275 \$2,500.00, Vermeer TS32 Tree Spade w/3 Point Hitch Mount \$9,500.00, John Deere Grass Seeder \$200.00, Yamaha Golf Carts 78's to 85's \$850.00 and up, Irrigation pump--Mariow 312 HEL 1D w/40hp 3 phase electric motor \$2,500.00. ALL equipment is in excellent operating and cosmetic condition. 215/845-2491.

BRUSH CHIPPERS - STUMP GRINDERS - small, medium, large - new - used-rebuilt, disc and rotor models. Also parts, knives and accessories. Cal-Line Equipment Co. 415-443-6432. 4/89

OKLAHOMA PRINCETON DEALER HAS new and used machines: 1-1985 D4500, Excellent condition, only 550 hours. \$15,550. 1-1987 D4500, New machine, never used. \$25,000. Canadian Valley Turf 405-771-5122.

Ungalvanized Wire Baskets and Burlap Liners for tree spades and hand dug made by Colorado Wire Products, 9432 Motsenbocker Road, Parker, CO 80134. 303/841-3354.

ATTENTION GOLF SUPERINTENDENTS: Great Meyer Zoysia for your Fairways and Tees. Guaranteed Bermuda & fire ant free. Beauty Lawn Zoysia (Cincinnati) 1-513-424-2052. 12/89

ZOYSIA MEYERS Z-52 SOD OR SPRIGS. EXCEL-LENT QUALITY DELIVERED ANYWHERE AT REASONABLE PRICES. ALSO ROW PLANTING AVAILABLE. DOUBLE SPRINGS GRASS FARM, SEARCY, AR. 1-800-458-4756.

FOR SALE: Vermeer TS-32 3-PT. Hitch Tree Spade. Low time. Excellent condition. \$7,000. (912)488-2388. 4/89

TREE TRANSPLANTERS: BIG JOHN; New, Used & Reconditioned Units Available. (800)643-8039, in Wis. (414)679-0318.

MOWING EQUIPMENT - TORO - hydraulic lift, 7 gang, 5 bladed mower. Excellent condition, low hours, new in 1987 - \$8,500. or best offer. LOCKE reel mowers - 1 single, 1 triplex, seldom used, engines like new. Will sell both for \$2,100. Call Steve at (301)850-6907 for details.

TORO 1985 REELMASTERS, nine gang, five bladed mowers. Mint Condition. Call (313)653-2201 or (313)653-3124. 4/89

FOR SALE: Jacobsen F-20 Diesel 1975 9-Gang ten blade Diesel. \$12,000. Excellent condition. (307)637-2215. 4/89

TURF TIPS For Lawn Care: Video Tapes by the Cooperative Extension Service at Michigan State University and the Michigan Turfgrass Foundation. Excellent for training and educational programs. Can be used by lawn care companies, golf course superintendents and all grounds supervisors. LAWN ESTABLISHMENT, GENERAL LAWN CARE, LAWN GRASSES, FERTILIZATION, WEED CONTROL, LAWN MAINTENANCE and, soon, CALIBRATION. VHS or Beta. \$60.00 each or 7 for \$375.00. For information call (517)355-0270 or write Michigan Turfgrass Foundation, Box 80071, Lansing, Michigan 48908. 4/89