OFTANOL USERS KNOW THE BEST WAY TO OUTSMART GRUBS IS WITH A LITTLE EXTRA HOMEWORK.

Getting rid of grubs that attack your customers' lawns can be pretty tricky sometimes. Unfortunately, simply treating against these destructive pests doesn't always guarantee success.

But many lawn care operators have learned that all it takes to outsmart grubs is a little preparation—finding the right product and the right time of year to make the application. The product is OFTANOL Insecticide. Studies show that time after time, OFTANOL provides grub control. And delivers better control than other widely used products such as Sevin® and Diazinon Insecticides.

The right time to apply it? That will vary from region to region. But a good rule of thumb is to treat with OFTANOL when grubs are at or near the surface. An easy way to check is by just pulling back a bit of sod and looking for an infestation. Or call your local Extension office to determine peak periods of grub feeding in your area.

These are, of course, just the basics of effective grub control. If you'd like to learn more about OFTANOL and its proper usage, contact your local Miles representative. Or just give us a call at (800) 842-8020. One of our trained professionals will be standing by to answer your questions. Miles Inc., Specialty Products, Box 4913, Kansas City, MO 64120.

So why let grubs continue to test your patience when the easy answer is OFTANOL.
CLASSIFIEDS

RATES: $1.25 per word (minimum charge, $40). Bold face words or words in all capital letters charged at $1.50 per word. Boxed or display ads: $105 per column inch (one inch minimum); $100-$3x; $95-$6x; $90-$9x; $85-$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 $20 to total cost of ad per issue. Send ad copy with payment to Susan Ramseth, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44143 or call 216-891-2742. Fax Number 216-826-2865.

Looking for a home: Hard working, reliable, honest, landscaping & irrigation professional of 15 years with "Hands on Philosophy" looking to relocate to the Rocky Mountain Region. Seeking employment with a company committed to excellence. Desires to work toward partnership. Ken Mencel, 85 Woodmere Road, Bridgeport, CT 06610 (203)372-7828 FAX (203)372-7175. 9/92

Moving?: Be sure to let us know your new address. Please enclose a complete address label from one of our recent issues.

CLASSIFIEDS

POSITIVE WANTED

To all "POSITIVE WANTED" Classified Advertisers!

- Maximum 40 words  - Maximum 2 issues

Offered as an industry service - Let LANDSCAPE MANAGEMENT help you with your employment needs. For more information contact:

Susan Ramseth
LANDSCAPE MANAGEMENT
7500 Old Oak Blvd., Cleveland, OH 44130
216-891-2742-Phone  216-826-2865-Fax

BUSINESS OPPORTUNITIES

GARDEN CENTER, GIFT SHOP, FLORIST- Near Annapolis, MD. Well established and very profitable. Major hwy. Location on 2.66 acres improved with 2 bldgs. Real Estate included in sale. Business Brokers Unlimited (410)269-8833. 7/92

NOW... LEARN PROFESSIONAL LANDSCAPING AND GARDENING AT HOME! Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. A-578, 101 Harrison St., Archbald, PA 18403.

OWN YOUR OWN TREE/LAWN SPRAYING ROUTE. Low to no $s down!! Why work for someone else. Low when you can be your own boss earning 60-85K per year! Several territories available in Long Island, New York's prestigious communities. Qualified individuals must have minimum two years managerial background and or three years field experience. Apply in strict confidence to: LM Box 493.

ARE CHEMICALS KILLING THE CHEMISTRY BETWEEN YOU AND YOUR CUSTOMERS? If you're not growing, you might want to consider converting to or adding a NaturalLawn Franchise. We are the industry leader in organic-based lawn care. We offer reduced franchise fees to existing businesses with a minimum of $50,000 in existing annual lawn care revenue. NaturalLawn of America, Mike Catron, 1-800-989-5444 (C).

LET THE GOVERNMENT FINANCE your new or existing small business. Grants/loans to $500,000. Free recorded message: (707)448-0330. (OL8) 7/92

ARE EXCITING OPPORTUNITIES"SLEEPING GIANTS!" Organic lawn care company with dynamic track record seeking to expand nationally. Looking for investors - partners - lenders or sale. HIGH rate of return and/or shared equity option. For further information call (716)442-2151, in Rochester, NY.


FOR SALE: Japanese maple 5 gallon shade tree. Pot. $75. 7/92

PIEPE LOCATOR INEXPENSIVE! Locate 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. TF

LANDSCAPE MAINTENANCE BUSINESS FOR SALE - 100 plus solid acts dating back to 1984. Potential unlimited. In fast growing Tri-State River Area of Bullhead City, AZ. (602)754-3277 Evenings. TF

MID SUMMER, MIDSUMMER, MIDSUMMER

FOR SALE: Upright and Bolted Clover, Tall and White Grasses, mixed and of many species. Young red maple. Softwood plant. Free recorded message: (716)364-2400. 7/92

FOR SALE: Japanese maple 5 gallon shade tree. Pot. $75. 7/92

SUN System for Small to Large Hedges. Complete system for $1,450. 7/92

SUN System for Small to Large Hedges. Complete system for $1,450. 7/92

SUN System for Small to Large Hedges. Complete system for $1,450. 7/92

SUN System for Small to Large Hedges. Complete system for $1,450. 7/92

SUN System for Small to Large Hedges. Complete system for $1,450. 7/92
Before you buy a fairway mower, have your Toro dealer take this test.

1. **Can the Toro 450-D perform on hilly terrain?**
   *The Ransomes 350D can.* Because the engine is over the drive wheels, the 2-wheel drive Ransomes 350D is surefooted enough to tackle challenging terrain. For the ultimate in traction, there's the 4-wheel drive model that gives new meaning to the words rugged performer.

2. **Can the Toro 450-D cutting heads be adjusted by hand?**
   *The Ransomes 350D can.* Reel/bed knife and cutting height adjustment is easily made with a simple twist of a knob. No tools are required. What could be easier?

3. **Can the Toro 450-D operator visually monitor cutting performance while mowing?**
   *The Ransomes 350D operator can.* All cutting units are located in front of the operator. The Toro 450-D wing units are positioned behind the operator, limiting visibility.

4. **Can the Toro 450-D be transported at an efficient speed?**
   *The Ransomes 350D can.* It offers 15.5 mph transport, while the Toro 450-D lags behind at 12.5 mph.

5. **Can the Toro 450-D mow in wet conditions without footprinting?**
   *The Ransomes 350D can.* It doesn't leave its mark—even on wet ground. The 350D is designed to evenly distribute weight to reduce the ground pressure which causes footprinting.

The Toro 450-D has met its match—and then some—in the Ransomes 350D. So go ahead. Ask your Toro dealer these five questions, and your next question will be: how soon can I get a Ransomes 350D?

Call 1-800-228-4444 for a free on-site demonstration.
Howard Gem 20” reconditioned $3,500 plus engine choice also 24” and 30” Gems. Reconditioned BCS 745 14 h.p. Kohler or Ferrari 14 h.p. diesel electric start $2,000. Disc Trenchers-Rot Cutters, Stump Cutters, Chain saws, Power feed engine choice also 24” and 30” Gems. Reconditioned Chippers 18” h.p.

FOR SALE: Jacobsen HF-5 7,400, Toro GM-3 6,500. All equipment reconditioned, well diversified lawn and tree care management.

Gothic Landscaping, a major landscape contractor is looking for Maintenance Route Supervisors and Landscape Installation Supervisors for Antelope Valley and Los Angeles divisions. Please send resume and salary history to: 27502 Ave. Scott, Valencia, CA 91355.

HELP WANTED

United Horticultural Supply/Great Lakes Division is looking for professional, experienced sales representatives with high levels of energy and currently selling to the golf course trade.

The individuals we select will possess the necessary skills in salesmanship, dealing with people, positioning products, and serving customers.

If you feel you meet these qualifications, perhaps we should talk. Please send your resume to:

United Horticultural Supply
16713 Industrial Parkway
Atlanta, GA 30324

LAWN AND TREE SALES AND MANAGEMENT EHRILCH GREEN TEAM

Our continued growth and expansion has created several openings in sales and branch management.

The Ehrlich Green Team is an established, well diversified lawn and tree care company, servicing six Mid-Atlantic states. We are a division of the J.C. Ehrlich Company with a commitment to quality customer service. Significant profits. You must be willing to sacrifice in order to build long-lasting customer loyalty and a profitable construction division. Significant profits. Send resume to LM Box 475.

REGION/BRANCH LEVEL SERVICE AND SALES POSITIONS

Locations in the North Central, Northeast, Southeast, West. Use your outstanding leadership ability and people-handling skills to establish a career with a real future as the recognized leader in lawn care services to both residential and commercial accounts. We are expanding our market penetration and need talented self-motivated branch and sales managers who can take us to the top.

If you will receive:

• COMPETITIVE SALARY
• COMPLETE TRAINING
• CAR ALLOWANCE/COMPANY VEHICLE
• FANTASTIC BONUS POTENTIAL
• COMPREHENSIVE BENEFITS

If you have:

• PROFIT AND LOSS RESPONSIBILITY
• SALES OR SALES MANAGEMENT EXPERIENCE
• SUPERVISORY EXPERIENCE

Start your future today by send you resume in complete confidence to:

ORKIN LAWN CARE
Pat Guy
2170 Piedmont Road NE
Atlanta, GA 30324

FOR SALE

LAWN SEED: Wholesale. Full line of top quality grasses. Improved bluegrass varieties, tall fescue and fine bladed ryegrasses. We specialize in custom mixing. Oliger Seed Company, 89 Hanna Parkway, Akron, OH 44319. Call collect (216)724-1206.

Tulip Colorblends-Nature’s Fireworks. Tulips for Fall planting. New ideas and Competitive Prices. GCSAA members have pre-approved credit. Customer Service and Follow-up Assistance call 1-800-877-8637. Write to: Schipper & Co., P.O. Box 7584, Dept. L92, Greenwich, CT 06836-7584. Our Roots Are Bulbs.

PENNSYLVANIA GROWN SOD: PENNCROSS - Bentgrass available soil free, BLUEGRASS BLEN B, BLUEGRASS/RYEGRASS Blend - Shipped via our trucks - fork lift unloaded. VICON FARMS, INC., Conoquesing, PA 16027. 800-842-0461

BENT GRASS available for immediate pick-up or delivery. For information call Jade Run Turf and Sod Farm: 800-332-1220.
Now the environment is right.

Effective, economical control of all major turf insects as you fertilize

Tee Time
Fertilizer 30-3-8 with SEVIN®
the professional's partner
The Andersons

The Andersons
Lawn Fertilizer Division
P.O. Box 119
Maumee, OH 43537
1-800-225-ANDY (2639)

Circle No. 102 on Reader Inquiry Card
SOFTWARE

Route Manager System for scheduling and accounts receivable record keeping. Serving the Lawn Care Industry since 1982. List price $350. Fortunate Computers, 46 N. 4th Street, Coplay, PA 18037. 800-275-0620. 12/92

**SuperScape Management** system offers the landscape professional the following:
- Ease of use
- Reduced support costs
- Reduced training costs
- Excellent management info
- Large time savings
- Increased sales

Benefits too numerous to list. Simply the best software in the industry. Don’t buy until you call.

1-800-580-5880

GI SoftQuest, Inc.

**FINANCING**


**IN THE GREEN**

COMMERCIAL INSURANCE for
LAWN CARE OPERATORS

M.F.P. Insurance Agency, Inc.
50 West Broad Street, Suite 3200
Columbus, OH 43215
(614) 221-2398

Contact:
Richard P. Bersnak, President
or
Jeanne Bartkus

Circle No. 188 on Reader Inquiry Card

ADVERTISER INDEX

<table>
<thead>
<tr>
<th>NO.</th>
<th>ADVERTISER</th>
<th>PAGE NO.</th>
</tr>
</thead>
<tbody>
<tr>
<td>101</td>
<td>American Cyanamid Co.</td>
<td>52-53</td>
</tr>
<tr>
<td>102</td>
<td>Andersons, The</td>
<td>...</td>
</tr>
<tr>
<td>302</td>
<td>Bandit Industries, Inc</td>
<td>60</td>
</tr>
<tr>
<td>103</td>
<td>California Landscape Lighting</td>
<td>62</td>
</tr>
<tr>
<td>105</td>
<td>Deere &amp; Co., John</td>
<td>2-3</td>
</tr>
<tr>
<td>106</td>
<td>Deere &amp; Co., John</td>
<td>2-3</td>
</tr>
<tr>
<td>107</td>
<td>DowElanco</td>
<td>12,13,16,17,24,25</td>
</tr>
<tr>
<td>108</td>
<td>Florida Nursery</td>
<td>51</td>
</tr>
<tr>
<td>109</td>
<td>General Motors Corp</td>
<td>23</td>
</tr>
<tr>
<td>110</td>
<td>Greensia International</td>
<td>76</td>
</tr>
<tr>
<td>111</td>
<td>Greencare International</td>
<td>50</td>
</tr>
<tr>
<td>303</td>
<td>Growth Products, Ltd</td>
<td>60</td>
</tr>
<tr>
<td>112</td>
<td>ICT Americas, Inc (Reg.)</td>
<td>48A-48B</td>
</tr>
<tr>
<td>113</td>
<td>ISK Biotech Corp.</td>
<td>41</td>
</tr>
<tr>
<td>114</td>
<td>ISK Biotech Corp.</td>
<td>41</td>
</tr>
<tr>
<td>115</td>
<td>International Seeds, Inc</td>
<td>55</td>
</tr>
<tr>
<td>116</td>
<td>Jacklin Seed Co./NuStar</td>
<td>15</td>
</tr>
<tr>
<td>117</td>
<td>Jacklin Seed Co./Glade</td>
<td>47</td>
</tr>
<tr>
<td>118</td>
<td>Jacobsen Div. of Textron (Demo)</td>
<td>7</td>
</tr>
<tr>
<td>119</td>
<td>Kubota Tractor Corp</td>
<td>29</td>
</tr>
<tr>
<td>120</td>
<td>Lots Seeds, Inc.</td>
<td>CV4</td>
</tr>
<tr>
<td>188</td>
<td>MFP, Inc.</td>
<td>76</td>
</tr>
<tr>
<td>301</td>
<td>Miles, Inc.</td>
<td>60</td>
</tr>
<tr>
<td>121</td>
<td>Miles, Inc./Belayton</td>
<td>36-39</td>
</tr>
<tr>
<td>122</td>
<td>Miles, Inc./Dylox</td>
<td>27</td>
</tr>
<tr>
<td>123</td>
<td>Miles, Inc./Dylox</td>
<td>56-59</td>
</tr>
<tr>
<td>124</td>
<td>Miles, Inc./Oftanol</td>
<td>71</td>
</tr>
<tr>
<td>126</td>
<td>Miles, Inc/Oftanol (Reg)</td>
<td>64-65</td>
</tr>
<tr>
<td>125</td>
<td>Monsanto Co.</td>
<td>45</td>
</tr>
<tr>
<td>127</td>
<td>Nor Am Co.</td>
<td>63</td>
</tr>
<tr>
<td>128</td>
<td>PLCAA</td>
<td>49</td>
</tr>
<tr>
<td>129</td>
<td>Petrolon</td>
<td>CV3</td>
</tr>
<tr>
<td>130</td>
<td>Ransomes, Inc.</td>
<td>73</td>
</tr>
<tr>
<td>131</td>
<td>Ransomes, Inc.</td>
<td>73</td>
</tr>
<tr>
<td>132</td>
<td>Remay, Inc.</td>
<td>33</td>
</tr>
<tr>
<td>133</td>
<td>Rhone Poulenc, Inc.</td>
<td>43</td>
</tr>
<tr>
<td>134</td>
<td>Rhone Poulenc, Inc.</td>
<td>43</td>
</tr>
<tr>
<td>135</td>
<td>Rhone Poulenc, Inc.</td>
<td>20-21</td>
</tr>
<tr>
<td>304</td>
<td>Roots, Inc.</td>
<td>60</td>
</tr>
<tr>
<td>136</td>
<td>Sandoz Crop Protection</td>
<td>30-31</td>
</tr>
<tr>
<td>138</td>
<td>Tee 2 Green Corp.</td>
<td>CV2</td>
</tr>
<tr>
<td>214</td>
<td>Turf Seed, Inc.</td>
<td>35</td>
</tr>
<tr>
<td>139</td>
<td>Tornado Products, Inc.</td>
<td>60</td>
</tr>
<tr>
<td>140</td>
<td>Wandtke and Associates</td>
<td>62</td>
</tr>
</tbody>
</table>

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.
Make sure your equipment goes the whole nine yards.

Use Slick 50 Small Engine Formula. It gives mowers, trimmers, cutters and clippers the same kind of advanced PTFE treatment that protects your car's engine from wear. Your equipment runs longer, with fewer breakdowns. So you get to rake it in, instead of your repairman.

Circle No. 129 on Reader Inquiry Card