Attend the 1993 Green Industry Expo in Baltimore...
...and do we have a conference for you!

Conference dates: November 14-17
Trade Show dates: November 15-18
Baltimore Convention Center, Baltimore, Maryland

In conjunction with the GIE trade show, the three sponsoring organizations have concurrent conference education programs for you to mix and match:
three conferences in one!

EDUCATIONAL CONFERENCES

Attend any sessions in the three educational conferences when you sign up with one of the three GIE sponsoring organizations. Topics range from industry technical to business management.

If you're in the lawn/landscape/maintenance business, this is YOUR educational opportunity.

Send me information on all three conferences RIGHT AWAY!

Name: ____________________________
Company: ________________________
Address: _________________________
City/State/Zip: ____________________
Phone: (________)_______________
Fax: (________)_______________

Send to GIE Baltimore Conference, 12200 Sunrise Valley Drive, Suite 150, Reston, VA 22091; FAX (703) 620-6365.
If you've forgotten how well we control mole crickets and nematodes, consider this a refresher course.
We wrote the book on mole cricket and nematode protection. Now we'd like to send it to you.

In it, we'll show you why there's nothing better for controlling mole crickets than OFTANOL Insecticide. It gives you excellent residual control. It costs about 30% less per 1,000 square feet than the closest competitor. And it stops mole crickets. Plus, it controls fire ants, too.

Also, we'll show you why there's only one choice for controlling nematodes. NEMACUR nematicide. It has a 20-year history of controlling more kinds of nematodes than any other product.

For your free booklet, call 1-800-842-8020.

Or write Miles Inc., Specialty Products, Box 4913, Kansas City, MO 64120.

Examine the information. Then apply it. And you'll have a course everyone will study.
Golf carts double as cargo transports with add-on rack

Columbia Industrial Division has a Car-Go-Rack attachment to convert Columbia shuttles and ParCar vehicles.

The rack features include an all-steel cargo frame and a 5/8-inch marine plywood floor with non-slip covering.

Circle No. 202 on Reader Inquiry Card

Systemic fungicide battles oak wilt, Dutch elm disease

Ciba’s Alamo fungicide helps control oak wilt and Dutch elm disease, two of the most deadly tree diseases in the U.S.

The systemic has been used successfully for more than two years in Texas to control oak wilt. University of Minnesota research confirms that the product is effective against both diseases, even in cooler climates.

If applied before symptoms appear, Alamo may rescue trees with up to 30 percent crown loss.

Alamo is injected with special equipment into the flare roots. Ciba recommends arborists be consulted to do the injection.

Circle 203 on Reader Inquiry Card

Voice memory pager keeps you in touch

Motorola’s Voice Memory Keynote Pager is a miniature, portable answering machine.

Users can listen to messages instantly or play them back later by pressing a single button. The Voice Memory Keynote retains four eight-second messages in memory as a standard feature or two 16-second messages as an option.

The message can be heard at once or saved for later. Motorola also offers the Keynote Tone & Voice Pager, similar to the Voice Memory Keynote, but without the memory capability.

Both Keynote Pagers have an ergonomic, rotary, volume control to adjust sound to different environments.

Circle No. 205 on Reader Inquiry Card

Turf-type bermudagrass is drought tolerant, dense

Primavera is a new and improved seeded, turf-type bermudagrass from Farmers Marketing Corporation of Phoenix.

Primavera was developed in the same breeding program that is responsible for NuMex Sahara. Primavera is finer textured, darker green and has a greater density than common bermudagrass, says Farmers. Primavera is described as drought tolerant, and with improved stunt mite resistance.

Primavera performed well in recent tests at the University of Georgia. In evaluations for turf coverage, spring green-up, color and visual quality, Primavera ranked at the top of its statistical group.

Circle No. 206 on Reader Inquiry Card
SOFTWARE

TRIMS
Business Management Software for Landscape and Lawn Care Contractors
- Customer Billing
- Accounts Receivable / Payable
- Job Cost Analysis
- General Ledger
- Payroll

Call or write for your free TRIMS Demo Disk:
TRIMS Software Int'l.
6220 E. Thomas Road
Suite 303
Scottsdale, AZ 85251
(800) 733-9710

LAWN ASSISTANT

#1

To get a FREE 90 page information booklet on the #1 software for the lawn and tree care industry:

Call Toll Free: 1-800-422-7478

Real Green Computers
1970 Winner Street, Walled Lake, MI 48390

Circle No. 300 on Reader Inquiry Card

BUSINESS OPPORTUNITIES

LAWNCARE BUSINESSES:
Thinking about selling your Lawncare Business? We’d like to talk about the possibilities. If you are doing business in: Cincinnati, Indianapolis, Columbus, Dayton, Chicago, St. Louis, Atlanta, Cleveland, Detroit or Ft. Wayne, we are interested. All communication is confidential. Reply to LM Box 500, c/o LANDSCAPE MANAGEMENT, 131 W 1st St., Duluth, MN 55802-2065.

COMMERCIAL EQUIPMENT

30'x40'x10' $4,177

BUILD IT YOURSELF AND SAVE MONEY. 5000 SIZES, ALL STEEL, CALL TODAY FOR BROCHURE AND PRICE QUOTE.

HERITAGE BUILDING SYSTEMS
800-643-5555

FOR SALE

LANDSCAPE DESIGN KIT 3
48 rubber stamp symbols: trees, shrubs, rocks, step stones, vine, etc. 1/4-1 3/4 in. dia.

$74.95 - 4-50 min. FREE IN PAIR BINDER

AMERICAN STAMP CO.
12090 Rising Rd., Dept. 493
VISA
Wilton, CA 95683

Contact:
Richard P. Bersnak, President
or
Jeanne Bartkus

Circle No. 301 on Reader Inquiry Card

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. 302 on Reader Inquiry Card

SERVICES

- Ignite sales growth
- Boost profits
- Beat the competition

Let us help you make these goals come true.

Call

Wandtke & Associates
800-966-3546

15 years of guiding owners toward the secrets of business success
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-2x. (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 Brian Kanaba, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-3155. Fax Number 216-826-2865. VISA MASTERCARD and AMERICAN EXPRESS accepted.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 131 W. 1st St., Duluth, MN 55802-2065. Please include box in address.

To all “POSITION 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:

Brian Kanaba
LANDSCAPE MANAGEMENT
7500 Old Oak Blvd., Cleveland, OH 44130
216-891-3155 Phone 216-826-2865 Fax

BUSINESS OPPORTUNITIES

STRENGTHEN YOUR BUSINESS AND GET HONEST RESULTS. 25+ years experience in lawn & tree care advertising, budgeting, programs (organics, too), IPM, planning, training (admin. & field), pesticides, etc. Why go in circles? Call now!

Cornell Associates, 301-293-3605 “In lawn & tree care advertising, budgeting, programs (organics, too), IPM, planning, training (admin. & field), pesticides, etc. Call now!

UNITY IS STRENGTH". 8/93

Ample room for expansion. Central Oregon location.

CORNELL ASSOCIATES, 301-293-3605 “In

Educational Opportunities

IMPROVE PROFITS & expand business with well-trained, professional employees. Free catalog of over 100 training videos from California Polytechnic State University. Perfect for landscaped companies, grounds crews, designers, etc. Call VEP at 1-800-235-4146. 12/93

PIE 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. TF

One Mercedes Diesel, Model 1113, 1983. 1,200

EDUCATIONAL OPPORTUNITIES

PIE 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. TF

One Mercedes Diesel, Model 1113, 1983. 1,200

equipment for sale

HYDRO-MULCHERS AND STRAW BLOWERS:
Asplundh, Hi Ranger, Holan and Lift-All Forestry Bucket Trucks, Chip Trucks and Chippers. Mirk, Inc., (216)669-2900, 7629 Chippea Road, Orrville, Ohio 44667.


SPIEYERS- New/Used/Rebuilt. Full line of replacement parts and parts. Kubota, Ruggedini, Kohler and Onan engines and parts. Nichols-Fairfield torque hubs. We repair and rebuild Spyder hydraulic pumps and motors. FAST SERVICE. Call or write: Mobile Lift Parts Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. (815)455-7363, (800)397-7509, FAX (815)455-7366.

Vermeer Truck-Mounted Tree Spade, 66 inch, on a 1999 white truck. Dakota Dunes Development Company, Dakota Dunes, South Dakota, 57049. (605)252-3001.

new and used brower equipment: Mowers - VACS - Fork Lifts - Harvesters - and full line of replacement parts. Contact Ed or Glenn Markham at 1-800-456-3644.

equipment for sale

NEW AND USED BROWER EQUIPMENT:
Mowers - VACS - Fork Lifts - Harvesters - and full line of replacement parts. Contact Ed or Glenn Markham at 1-800-456-3644.

Vermeer Truck-Mounted Tree Spade, 66 inch, on a 1999 white truck. Dakota Dunes Development Company, Dakota Dunes, South Dakota, 57049. (605)252-3001.

USE OUR BLIND BOX SERVICE FOR CONFIDENTIAL RESULTS TO YOUR CLASSIFIED ADVERTISING!

classified advertising is available in LANDSCAPE MANAGEMENT!

You can effectively reach readers at low classified advertising rates:

Call Brian Kanaba
216-891-3155

for more information.
HELP WANTED

MANAGEMENT: Leading franchisor of lawn and tree care services seeking a self-motivated, people person to fill a Franchise Support Rep. position. Must have a college degree and be willing to travel. Benefits include: good base salary, major medical, life ins., 401K and bonus opportunities. Mail resume to: Spring-Green Lawn Care Corp., P.O. Box 2828, Nepeerville, IL 60567. 8/93

LANDSCAPE MAINTENANCE: San Francisco East Bay area with Commercial operations, large accounts, seeks a full time CHEMICAL APPLICATOR with California license to perform IPM and Standard Chemical activities on all accounts. Excellent salary & benefits package. Resume with employment history to Personnel Manager, LM Box 501. 8/93

LANDSCAPE SUPERVISOR: Jack’s Nursery, a growing, well established company, is seeking a self-motivated, professional manager to handle the operations of our commercial & residential landscaping division. Must have good people skills with 3-5 years hands-on supervisory experience. Send resume to 894 Robert Boulevard, Slidell, LA 70458. EOE 10/93

GROUNDS MAINTENANCE AND PLANTING FOREMAN: Well established landscape contractor in the Philadelphia area is seeking experienced quality foremen to fill various positions. Salary and benefits commensurate with experience. Forward resume to: Personnel Office, Heyser Landscaping, Inc., 400 N. Park Ave., Norristown, PA 19403. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. 11/93

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. 12/93

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-1x (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:
Brian Kanaba,
LANDSCAPE MANAGEMENT,
7500 Old Oak Blvd., Cleveland, OH 44130
or call 216-891-3155. Fax Number 216-826-2865.

VISA MASTERCARD and AMERICAN EXPRESS accepted.

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LANDSCAPE MANAGEMENT, Classified Ad Department,
131 W. 1st St., Duluth, MN 55802-2065.
Please include box in address.

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Dacthal.
For everything it doesn’t do.

— Dacthal doesn’t let you down. It means healthier turf and a difference you can see. And that makes you look good with your customers.

— Dacthal doesn’t leach, because it isn’t water soluble, and it’s biodegradable, too.

— Dacthal doesn’t damage roots regrowing after drought. And don’t worry about newly sprouted turf* either. Dacthal is the right choice in high stress situations.

— Dacthal doesn’t let weeds get out of control. On crabgrass, annual chickweed, spurge, foxtail, Poa annua, and over 15 other annual grasses and broadleaf weeds, Dacthal is the proven preemergent herbicide performer.

— Dacthal doesn’t stress or damage roots, because turfgrass root systems have a high tolerance for it. And that means less stress and worry for you.

ISK Biotech Corporation,
Turf & Specialty Products Division
5966 Heisley Road, P.O. Box 8000,
Mentor, OH 44061-8000.

*Of uniform greening and 1 to 2 inches in height. Always follow label directions carefully when using turf chemicals. ® Registered trademark of ISK Biotech Corporation.