embedded rebar.

developed for use on concrete with percent salt blend, developed after years of research by the well-known chemical CMA with a highquality grade of salt. It is specially

Madison, Iowa, has developed and is now Automata's Field Vision Base Station is a low-corrosion deicer. It combines software continuously monitors fields in real-time around the clock.

Circle No. 192 on Reader Inquiry Card

Track frost conditions with new protection software

Automata, Inc. has introduced its new “Field Vision—Coldspot” frost protection software which monitors real-time frost condition in the fields. It sounds alarms and sends a message to a pager indicating sensor and current readings.

Alarms can be set using temperature, wet bulb temperature and/or dewpoint.

The software includes all of the data acquisition and data analysis features of Automata's Field Vision Base Station Software. In conjunction with Automata's Field Stations and Telemetry System, the software continuously monitors fields in real-time around the clock.

Circle No. 192 on Reader Inquiry Card

New deicer is low-corrosion, thanks to CMA content

Cryotech Deicing Technology of Fort Madison, Iowa, has developed and is now selling its inhibited salt deicer.

The new deicer is called CMA-20, and is a low-corrosion deicer. It combines the well-known chemical CMA with a highquality grade of salt. It is specially developed for use on concrete with embedded rebar.

CMA-20 is a 20 percent CMA and 80 percent salt blend, developed after years of research by Michigan and Minnesota transportation departments.

In those studies, CMA was found to be a natural corrosion inhibitor. Tests showed that the presence of CMA in salt brine reduced corrosion rates by more than half. Minnesota testing showed similar favorable results in reducing corrosion with the addition of just 20 percent CMA in salt mixtures.

Circle No. 193 on Reader Inquiry Card

Fungicide tests well in '93 trials at very low rates

Golf course superintendents using Sandoz Agro's new Sentinel 40WG fungicide in tests during 1993 says the product is making a difference in their disease prevention and control efforts.

“We ended up with a minimum of 30 days of control using a very low rate,” says Don Cross, superintendent at Skokie Country Club in Glencoe, Ill.

Cross applied Sentinel to his fairways in 1993 at a rate of 0.25 oz. per 1000 sq. ft.

“We originally tried Sentinel on some fairways that are normally disease-prone, and had excellent results,” says Cross. “I don’t think I saw any disease at all on those areas.”

Cross also noticed good residual control.

Circle No. 195 on Reader Inquiry Card

New annual ryegrass is now available to green industry

Rivard's Quality Seeds has a top-quality lawn seed that is 100 percent annual ryegrass.

Green Grass lawn seed is a versatile variet, that can be used to enhance lawn density. The seed competes well with weeds and helps create an environment where slower emerging grasses can flourish.

Circle No. 196 on Reader Inquiry Card

NTEP trials rank perennial rye first agains red thread

Recent NTEP trials ranked Zajac Performace Seed's Prizm perennial ryegrass first in red thread resistance and second in overall quality. It consistently ranked among the leaders in color, texture, disease resistance and summer density, and performed especially well in the Northeast and Midwest.

According to the company, Prizm also demonstrated superior overseeding performance in areas of bermudagrass dormancy.

Prizm has a bright, rich, dark green color, without any dull blackness. This allows it to blend well with and actually disguise the presence of Poa annua. It maintains this appearance from spring through fall, exhibiting exceptional resistance to drought and winter kill.

Circle No. 197 on Reader Inquiry Card

Electric chain saw is quiet, complies with noise laws

A powerful new electric chain saw from Husqvarna—the Electric 16—is the company's first electric model to be released in the U.S.

The Electric 16 is well-suited for residential neighborhoods or areas enforcing a strict noise ordinance.

Since it does not require fuel for operation, the electric saw is also an excellent choice for indoor use—in mills, at construction sites or for home remodeling projects.

The saw weighs 8.2 lbs. with bar and chain. The double-insulated motor is UL and CSA approved. The Electric 16 has a rated power of 1,600 watts, 13 amps and 2.1 hp.

The Electric 16 has a standard “half-wrap curved front handle. Rounded and running from the top of the unit down one side of the chain saw, the handle gives the saw a versatility and maneuverability generally lacking in conventional “stub-handle” saws.

Circle No. 198 on Reader Inquiry Card
‘Your Yard’ newsletter great for giving to entire lawn/landscape customer base

This informative, four-page newsletter is designed to reinforce your relationship with current customers. It can also be used to help market your service to prospects.

Each page contains informative articles about lawn maintenance practices, including aeration, overseeding, mulching, watering, fertilizing, renovation and weed control.

Articles are designed to give readers a better appreciation and understanding of the services you provide.

Also from Waller Research & Publishing Co. are informative “About...” fact sheets you can give your customers. Topics include aeration, grass clippings, composting, thatch, pruning, weeds, insects, watering, mulch, overseeding, IPM, fertilizers, wildflowers and grass varieties.

For more information on all of Waller’s products...
Circle No. 201 on Reader Inquiry Card

Basamid soil fumigant now available in new package

The benefits of non-restricted-use Basamid granular soil fumigant now come in a smaller package: a 7.5-lb. shaker container.

The smaller container allows users to purchase the right amount of product for small areas. It will treat from 600 to 1,500 sq. ft., depending on target pests.

“The new Basamid shaker jug is another step we’re taking to provide our customers with effective products in the size and formulation that meets their needs,” says Willie Pennington, BASF market manager.

When worked into the soil, Basamid controls many nematodes, soil-borne diseases and weeds. It is labeled for use in ornamental, turf and forestry tree seedbeds. It is also labeled for horticultural nurseries, lawn renovation and potting soil.

Basamid will continue to be available in 50-lb. bags for treating larger areas.
Circle No. 203 on Reader Inquiry Card

Pre-measured lake dye can be used in fountains, too

In response to customer requests, Otterbine/Barebo introduces Ottershade pre-measured lake dye in affordably-priced water soluble packages.

Designed with all sizes of ponds and lakes in mind, Ottershade can treat many types of waterways, including fixed fountains and small ponds, too.

Ottershade, which adds a healthy blue hue to your water features, is available from more than 83 Otterbine distributors worldwide.
Circle No. 202 on Reader Inquiry Card

Maneuverable steering helps new compact mower

Excel introduces the new Model 2500 Compact, which features Excel’s Trim-Steering for the most maneuverable, most productive and easiest to operate compact mower on the market, the company says.

Size of compatible rotary decks are 52-, 60- or 72-inch.
Circle No. 204 on Reader Inquiry Card
**MARKET SHOWCASE**

Rates: $226 per column inch for 1x insertion, $215 for 3x insertion, $204 for 6x insertion, $194 for 9x insertion, $183 for 12x insertion (one inch minimum). Frequency based on calendar year. For ads using a Reader Inquiry Number, add $30 to the total cost of the ad per issue. For ads using a second color standard red, blue, green or yellow only, add $65 to the total cost of the ad per issue.

Send ad copy with payment to: Brian Kanaba, Landscape Management, 7000 Old Bexley Road, Cleveland, Ohio 44130, or call (800) 225-4569 ext. 155 outside Ohio, (216) 891-2665 inside Ohio. FAX (216) 826-2865. Visa, MasterCard, and American Express accepted.

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**EQUIPMENT FOR SALE**

**Get a step ahead of your competition with a TURBO TURF HYDRO SEEDING SYSTEM**

- Seed, mulch, fertilize in one fast step.
- Also repair & renovate fast and better.
- No messy straw.
- Great results and faster germination.
- Very attractive green appearance.

150 Gal. Systems (2000 sq. ft.) $2795.00
300 Gal. Systems (4000 sq. ft.) $3995.00
500 Gal. Systems (6000 sq. ft.) $4795.00
750 Gal. Systems (1/4 acre) $7995.00
1000 Gal. Systems (1/3 acre) $9995.00

BADGER ASSOCIATES 1-800-822-3437
1108 Third Ave. New Brighton, PA 15066

Circle No. 304 on Reader Inquiry Card

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**FOR SALE**

**Gobee® Protective Spray Legs**

Protecting your employees from pesticide contamination is no longer just a moral obligation...it's the law!

- Costs just pennies per day
- Weighs less than 4oz. per pair
- Cool, ventilate heat well
- Easy-on, Easy-off
- No need for high heavy boots
- One-size-fits-all design
- Made in USA

Manufactured from Tyvek QC®
Saves use, prevents stains on uniforms
Pesticide resistant and waterproof
Comfortable, look and feel great

Distributed Exclusively by:
Turf Chemicals Plus, Inc.
Orders • Information 1-800-441-3573

Circle No. 303 on Reader Inquiry Card

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**COMMERCIAL INSURANCE FOR LAWN CARE FIRMS**

"GREEN INDUSTRY SPECIALISTS"

M.F.P. Insurance Agency is dedicated to providing comprehensive insurance programs to the Green Industry at competitive prices. We back up this dedication with a staff of professionals who understand every facet of your business, from marketing to customer service. We know how to properly insure your company whether you’re a sole proprietor or a multi-state operation.

Just as your customers look to you for lawn care advice, people come to us for insurance advice because they do not want to become insurance experts themselves. If you want good advice, the right coverage, and competitive rates, please contact:

Richard P. Bersnak, President
Jill A. Leonard, V.P.
1-800-886-2398
FAX: 614-221-2203
M.F.P. Insurance Agency, Inc.
50 West Broad Street, Suite 3200
Columbus, OH 43215-5917

Circle No. 301 on Reader Inquiry Card
Building blocks for your company

It takes the right tools to build a successful landscape company: good people, equipment, time and money. It takes a good management software program to pull these tools together to stay successful. SuperScape for Windows and Macintosh—the management tool for building a successful company. Call for more information and a free demo.

SuperScape
Landscape Management Software
A division of SoftQuest, Inc.
800-299-9991 or 512-452-4500

Circle No. 302 on Reader Inquiry Card

LAWN ASSISTANT

#1 #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 Tree Farm Dr., Walled Lake, MI 48390

Circle No. 300 on Reader Inquiry Card

TRAIMS
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 TRAIMS Demo Disk:
TRAIMS Software Int'l.
6220 E. Thomas Road
Suite 303
Scottsdale, AZ 85251
(602) 481-9710

Circle No. 300 on Reader Inquiry Card

COMMERICAL EQUIPMENT

50'x90'x14'
$13,199

304 SNOW LOAD
BUILD IT YOURSELF AND SAVE MONEY. ALL STEEL, CALL TODAY FOR BROCHURE AND PRICE QUOTE.
HERITAGE BUILDING SYSTEMS
800-643-5555

Special Offer On-CLIP

125 User Package
Original Price $605
Your Special Price $595

1 User Package
Original Price $135
Your Special Price $100!

Order Today Call 800-THE-LAWN
S A V E
$100!

VISA AND MASTERCARD ACCEPTED

Place Your Classified Ad in LM with Brian Kanaba
216-891-3155

Circle No. 300 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: $1.45 per word (minimum charge, $46). Bold face words or words in all capital letters charged at $1.75 per word. Boxed or display ads: $226 per column inch-1x (one inch minimum); $215-3x; $204-6x; $194-9x; $183-12x. (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 $23 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.
RATES: $1.45 per word (minimum charge, $46). Bold face words or words in all capital letters charged at $1.75 per word. Boxed or display ads: $226 per column inch-1x (one inch minimum); $215-3x; $204-6x; $194-9x; $183-12x. (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 $23 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.

HELP WANTED

HORTICULTURE-CORNELL COOPERATIVE
EXTENSION, Rockland County, Thiells, NY. Commercial hort/related envir. educ. programs. MS, 3 yrs exp. Send letter and resume to: Director of Agricultural Extension Services, 36-40 Old Mill Road, Thiells, NY 11050. Transfers by January 31, 1994 to: Box 26, Kennedyl Hall, Cornell University, Ithaca, NY 14853. EOE. 12/93

Hands-on landscape and horticulture manager to oversee all aspects of executive estate in beautiful west central Ohio. Needs to be knowledgeable of lawn care, roses, indoor/outdoor plant care, formal gardens, ponds, pool maintenance and related activities. Send resume, references, salary history to LM Box 504. 12/93

LANDSCAPE MAINTENANCE MANAGER
Design/Build and Maintenance firm seeks person to manage maintenance operations and IPM/IPC programs. Candidate must possess B.S. degree in Horticulture, 3-5 years experience, commercial applicators license and strong organizational skills. Send Resume to: ARCHITERRA, 25575 N. Diamond Lake Rd., Ste. 108, Mundelein, IL 60060. 12/93

Searching for the right employee? Time for a new position? Contact Florapersonnel, Inc., international search and placement firm for the landscape, irrigation industries and allied trades. Confidential. Fee paid by employer. Florapersonnel, Inc., 2180 W. 434, Suite 6152, Longwood, FL 32779-5008. Phone: (407)682-5151 Fax: (407)682-2318. TF

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be creative, self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. Fax 408-437-1817. 12/93

LANDSCAPE MAINTENANCE SUPERVISOR: Rapidly expanding landscape maintenance firm is seeking experienced, quality individuals to be field/working supervisors. Tremendous opportunity to grow. Full benefits. Contact: Tandem Landscape Company, Attn: Greg Wright, 33W480 Fabyan Parkway, Suite 101, West Chicago, IL 60185. 12/93

HELP WANTED

LANDSCAPE MAINTENANCE SUPERVISOR: Rapidly growing, progressive Chicago firm seeks aggressive self-motivated individual to assume a management position. Must have experience in scheduling, purchasing, quality control, customer relations, training, and personnel policies. A strong horticultural background and a familiarity with corporate and commercial sites is a must. Send resume to: Tandem Landscape Company, Attn: James DeRoche, 33W480 Fabyan Parkway, West Chicago, IL 60185. 12/93

Bozutto Landscaping Company, An expanding firm in the Washington, DC Maryland and Virginia markets is currently looking for qualified, career oriented professionals. Opportunities are available in our commercial grounds maintenance division for foreman and managers, assistant foreman, pesticide foreman, and mechanical positions. Benefits include vacation and sick leave, health care package, disability and retirement. Send resumes to: Thomas W. Davis, 15127 Marlboro Pike, Upper Marlboro, MD 20772 or fax to 301-627-7611. 1/94

Landscaping operations manager: Multi-apartment company is actively seeking an experienced, confident, self-motivated professional. Selected candidate MUST have proven track-record in all facets of grounds maintenance, landscaping care, and employee training and development. We offer good starting salary and excellent benefits. Please forward confidential resume and salary history to: Landscape Operations Manager, Suite 102, 1727 Barnesdale Way NE, Atlanta, 30309. 12/93

HELP WANTED

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FREE CLASSIFIED AD

To all "POSITION WANTED" Classified Advertisers!

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● Maximum 2 issues

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

Northeast Region: Desire a position as Assistant Superintendent of Golf Course. B.S. in Agronomy, A.S. in Turfgrass Management. Over five years of Golf Course experience including development of 27 holes. Contact: John Rickard, Jr., 4001 Strickland St., Glastonbury, CT 06033, 203-633-4204. 12/93

Self-employed landscape designer/manager A.S. Plant Science, A.S. Park Management seeking position with industry leader along East Coast. 20 years experience. 607-724-8733, 2975 NY RT 7, Harpursville, NY 13787. 12/93

HELP WANTED

Maintenance Managers & Supervisors: One of the nation's largest and fastest growing full service landscape companies has an immediate need for experienced maintenance managers and superintendents, as well as entry level maintenance supervisors in the Midwest, Southwest, Mid-Atlantic; Northeast and Southeast states. The company seeks energetic, team-oriented college graduates with proven leadership, communication and interpersonal skills. The company offers full-time positions, excellent advancement opportunities and exceptional compensation and benefits with an industry leader celebrating 54 years of uncompromising customer service. For immediate confidential consideration, please send or fax your resume to: The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9630, EOE. 12/93

KT ENTERPRISES, INC., a commercial landscape management firm servicing the Washington, DC Metropolitan market, is now accepting applications for employment in their landscape maintenance department for the 1994 season and beyond. All positions offer excellent salary, health benefits, retirement and, most importantly, an incomparable opportunity to work in a quality organization that will continue to offer professional satisfaction. Please send resume to: Mr. Doug Sevachko, KT Enterprises, Inc., 408 Westlay Drive, Chantilly, VA 20152 if you are interested in any of the following positions: Pruning Department Supervisor, Maintenance Department Supervisor, Maintenance Department Foreman, Pruning Department Foreman, Floral Installation Foreman, Turf and Ornamental Plant Specialist. 12/93

LANDSCAPE SUPERINTENDENT: Rapidly growing, progressive Chicago firm seeks aggressive self-motivated individual for a maintenance superintend-ent position. Must have experience in scheduling, purchasing, quality control, customer relations, training, and personnel policies. A strong horticultural background and a familiarity with corporate and commercial sites is a must. Send resume to: Tandem Landscape Company, Attn: James DeRoche, 33W480 Fabyan Parkway, West Chicago, IL 60185. 12/93

LANDSCAPE MAINTENANCE SUPERVISOR: Progressive large maintenance company is seeking an experienced, self-motivated individual to assist in the continued growth of its Landscape Management Company. Areas of responsibilities include: prospecting, estimating, and sales. Must have strong background in Professional Landscape Management Field together with proven sales experience. Please send complete resume and work history in confidence to: Control Environmental Services, 737 New Durham Road, Edison, NJ, 08817. Attention Mr. Stewart. 12/93

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Landscape Management and Construction/ Sales: New Jersey's largest Corporate Services Company seeks highly motivated individual to assist in the continued growth of its Landscape Management Company. Areas of responsibilities include: prospecting, estimating, and sales. Must have strong background in Professional Landscape Management Field together with proven sales experience. Please send complete resume and work history in confidence to: Control Environmental Services, 737 New Durham Road, Edison, NJ, 08817. Attention Mr. Stewart. 12/93

LANDSCAPE MAINTENANCE SUPERVISOR: Pros Inc., PO Box 28, Elmhurst, IL 60126. 12/93

Irrigation Professional needed for large full service landscape construction company in northern New Jersey. Motivated individual with proven background and technical skills needed. Growth potential. Salary and benefits commensurate with experience. Send resume and salary history to: Jacobsen Landscape Design and Construction, 41 Birch Street, Midland Park, New Jersey 07432. 12/93

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be creative, self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. Fax 408-437-1817. 12/93

LANDSCAPE MAINTENANCE SUPERVISOR: Rapidly expanding landscape maintenance firm is seeking experienced, quality individuals to be field/working supervisors. Tremendous opportunity to grow. Full benefits. Contact: Tandem Landscape Company, Attn: Greg Wright, 33W480 Fabyan Parkway, Suite 101, West Chicago, IL 60185. 12/93

Landscaping operations manager: Multi-apartment company is actively seeking an experienced, confident, self-motivated professional. Selected candidate MUST have proven track-record in all facets of grounds maintenance, landscaping care, and employee training and development. We offer good starting salary and excellent benefits. Please forward confidential resume and salary history to: Landscape Operations Manager, Suite 102, 1727 Barnesdale Way NE, Atlanta, 30309. 12/93
BUSINESS FOR SALE

Boston based Tree and Landscape Firm for sale. Established 1981. Executive clientele, commercial and residential. Grosses 2-3,000,000. Will sacrifice for $100,000 including equipment and leased land plus $300,000. Contact Carney Tree & Landscape, Inc. (617)361-7376.


EQUIPMENT FOR SALE


BUCKET TRUCKS: Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc and Drum Style. New Rayco Stump grinders. Best prices anywhere. Used Chippers - Asplundh, Morbark, etc. 2 to 8 usually in stock. Sprayers, Dumps, Stakes, Log Loaders, Crew Cab Chip Box Dumps, Railroad Trucks, 50 in stock. Sold as-is or reconditioned. We also buy your surplus equipment. Odyke’s, Hatfield (Philadelphia Area) 215-721-4444.


1986 ISUZU CABOVER MINT CONDITION COMPLETELY STAINLESS 2 TANKS WITH DRY COMPARTMENT. HYDROCELL 10 GPM 2 HOSE REELS WITH HOSE & GUNS. READY FOR PRODUCTION. 30,000 NEW, ASKING 18,500. CALL 201-891-6035.

SOFTWARE


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