

Classifieds

When answering ads where box number only is given, please address as follows: Box number, c/o Weeds Trees and Turf, 1900 Euclid Avenue, Cleveland, Ohio 44115.

Rates: "Position Wanted" 5c per word, minimum \$2.00. All other classifications, 10c per word, minimum \$2.00. All classified ads must be received by Publisher the 10th of the month preceding publication date and be accompanied by cash or money order covering full payment.

HELP WANTED

LAWN CONTROL salesman, supervisor and serviceman. If you are experienced in any of the above, then you are eligible for a position with the fastest growing exterminating company in South Florida. Send a résumé including background, education and salary history to Mr. S. A. Tendrich, National Exterminators, Inc., 2990 N.W. 40th St., Miami, Fla. 33142. All applications will be thoroughly reviewed and acknowledged.

WEED CONTROL supervisor needed. Well-established company working in New York and New England States on roadside, utility and industrial spraying. Give experience, education and salary desired in reply to Box 11, Weeds Trees and Turf magazine.

AMBITIOUS sales/serviceman, experienced in turf, weed and ornamental pest control. Excellent opportunity for the right man. Reply: Hydrex Pest Control Co. of California, 3073 Long Beach Blvd., Long Beach, Calif. 90807. Phone: 213 + 426-7644.

FOR SALE

1—Tree spraying rig, 60-gpm, 500 gal., Wisconsin air-cooled engine, \$1,700. 1—Tree spraying rig, 37-gpm, 500 gal. LeRoy engine, \$1,500. 1—Lawn spraying rig, 275 gal., 15-gpm, on wheels, \$300. 6—Hand weed booms, for lawn weed spraying, aluminum, on wheels, minimize drift, quick hand shut-off @ \$45.00. 4—Lufkin measuring wheels, professional accordion-type @ \$35. 15 5-gal. cans All-Wet wetting agent @ \$45.00. Write Box 14, Weeds Trees and Turf magazine.

TREE SPRAYING Business for sale. Long Island, New York. Write Box 15, Weeds Trees and Turf magazine.

How to Sell and Lose Weed Control Jobs

(from page 9)

ing prospective buyers will show the difference between a reputable businessman and a fast-buck artist. Every job which is underpriced will come back to haunt the whole industry.

Businessmen who want to stay in business will offer nothing but service perfection. If service is anything less than perfect, customers lose faith in weed control

altogether, and in the end, no one gets the business.

Let I sound as if I'm against competition, let me say I'm not. Competition which keeps me on my toes is great; it keeps me alert to new products and techniques. Competition which is less than ethical will brand the industry with a bad name, because customers will sour on our service which is truly a real boon to industrial maintenance.

One Engine Provides Drive For 11 Solo Power Tools

A three-horsepower engine that weighs 11 pounds, said to be easily removed from a rotary mower and attached to a cultivator or any one of 11 implements all powered with the same engine, is being introduced by Solo Industries, Inc., Woodside, N. Y.

Designed for the man who needs a variety of machines at a minimum investment, Solo has developed a rotary mower, chain saw, water pump, electrical generator, cultivator, lawn sweeper, circular saw, snow thrower, air compressor, high-pressure piston-type pump and an outboard motor, all of which can be powered with the same engine.

Engine requires but an easy turn of the hands to attach to or detach it from any of the above implements, Solo claims. The engine reportedly operates effi-

Rohde Heads New Kansas Christmas Tree Association

John T. Rohde, of Edwardsville, was elected president of the newly formed Kansas Christmas Tree Association, during a meeting held at Kansas State University, Manhattan, recently. Also elected were D. C. Wesche, Manhattan, vice president; and John P. Slusher, Manhattan, secretary-treasurer. They also serve as directors.

Other directors of the new association are Cecil Delp, St. John; Harold Gallaher, Manhattan; Dr. Ralph Herrman, Seneca; L. B. Stants, Abilene; Ira Wheeler, Manhattan; and Ken McGinness, Olathe.

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ciently at maximum power in any position.

With several implements powered by one engine, a substantial saving may be realized since engines need not be purchased for each unit. Another advantage is that an extra engine would eliminate downtime that is possible with fixed-engine equipment. An extra engine can easily keep all compatible equipment in operation if one needs to be serviced.

Complete details on the master engine will be sent on request from Solo Industries, Inc., P. O. Box 128, Woodside, N. Y. 11377.

Michigan Enacts Compact Law

A new Pest Compact Law passed by the 1965 Michigan Legislature, allows the Michigan Department of Agriculture to join forces with other states to fight plant pests.

Under the provisions of Public Law N. 187 of 1965, Michigan will enter into a compact when four or more other states have passed similar legislation.