# CLASSIFIED

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 218-723-9515.

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**

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.

LEARN Professional Landscaping and Gardening at home. Accredited program provides thorough training in all phases of commercial and residential landscaping. Certificate awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. A-415, 2251 Barry Ave., Los Angeles, CA 90064.

WANT 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.

CONNECTICUT AND NORTHEAST: Selling or buying a green industry business? I'm a specialist in your field with over ten years experience and can locate buyers and sellers. Phil Nilsson (203)621-6199.

#### HELP WANTED

ESTATE MANAGER: Experienced person to manage Greenhouse, Formal and Vegetable Gardens. Lawn Care, including Insecticide Control. House, plus utilities available. BC-BS. Salary negotiable. Send resume to Box 4300, Wilmington, DE 19807. 5/90

LANDSCAPE ARCHITECTS DESIGN/ESTIMA-TING/SALES: We are seeking landscape architects to add to our design/build sales staff. This is an excellent opportunity to grow with one of premier landscape contractors in the Milwauke

tects to add to our design/build sales staff. This is an excellent opportunity to grow with one of the premier landscape contractors in the Milwaukee metro area. Contact THE HAWKS NURSERY CO., Jim Bennett, (414)258-5525.

TURFGRASS SUPERINTENDENT/TURF NURSERY SUPERVISOR: Progressive family owned sod farm is seeking an individual with turfgrass and/or farming background. Turf experience and degree is preferred, but not required. Responsibilities include managing all phases of Kentucky Bluegrass development from seeding to mature sod. Applicant must provide leadership, like outdoor work and enjoy laxed off season. Salary commensurate with qualifications. Health benefits, retirement plan and profit-sharing available. Send resume to DeBuck's Sod Farms, 142 Mission Land Road, Pine Island, New York 10969.

4/90

"Consider all of your employment options in the irrigation and landscape industries. Call Florapersonnel, the international employee search firm for the ornamental horticulture industry. Completely confidential. Employer pays fee. Florapersonnel, Inc., P.O. Box 1732, 1450 S. Woodland Blvd., Suite 201, DeLand, FL 32721-1732. (904)738-5151. Jeff Brower, Joe Dalton, David Shaw, CPC, Bob Zahra, CPC."

LANDSCAPE DESIGN/SALES: Leading Kansas City Landscape Company has immediate openings for talented, experienced, and aggressive persons in residential/light commercial design and sales. A.S. or B.S. in Horticulture or related fields preferred. Competitive compensation and benefits package. Send a resume with experience and salary history to the address listed below: HERMES COMPANY, INC., P.O. Box 14336, Lenexa, KS 66215. (913)888-2414.

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 214-634-0500. TF

FOREMEN TRAINEES: Washington, D.C. Area Design-Build Firm is looking for career minded individuals who want to learn top-of-the-line residential landscaping-construction, planting and landscape maintenance. Some experience and/or education in horticulture or landscaping helpful but not necessary. We work a 4-5 day week and offer good pay with benefits. Send resume to: GARDEN GATE LANDSCAPING, 821 Norwood Road, Silver Spring, MD 20904.

INSTRUCTOR OF TURF EQUIPMENT SERVICE TECHNOLOGY: Technical certificate/degree in mechanics or similar; A.A., A.S., or B.S. desirable; two years golf mechanic experience or similar required plus hydraulics, electrical, & diesel engine knowledge. Salary: Competitive. Deadline: Open. Contact Lake City Community College, Rt. 3 Box 7, Lake City, FL 32055, (904)752-1822, Ext. 225. EA/EO EMPLOYER. 4/90

LANDSCAPE RECRUITS! Seeking landscapers to join our crew of young, progressive, quality oriented professionals. All phases of landscaping, including construction, renovation, tree installation and transplanting: specializing in LARGE specimens. Work with and gain experience with our fleet of 40 various trucks and tractors. Nursery operations and maintenance also avaiable. This full service company has been established for 45 years in the picturesque "Hamptons" of Long Island. The surroundings are beautiful ocean and bay beaches and historic villages. The clientele are mostly estate and summer country homes. HIGHLY COMPETITIVE SALARY AND BENE-FITS, based on experience, education and enthusiasm. SUBSIDIZED HOUSING AVAILABLE. Send resumes or contact: Mr. Jack Whitmore, Whitmore-Worsley, Inc., P.O. Box 10, Amagansett, NY 11930, (516) 267-3756. 4/90

Lecturer. Ornamental Horticulture Dept., School of Agriculture, California Polytechnic State Univ. is seeking applicants for a 2-year Lecturer (full-time) position commencing with the 1990-91 academic year. Duties and responsibilities may include teaching landscape drafting and design, plant materials, park planning and management, diseases and pests of ornamentals and other undergraduate courses in ornamental horticulture MS required; PhD preferred in ornamental horticulture or closely-related field with emphasis in landscape management, control of diseases and pests, installation and design plus professional experience in the landscape industry and teaching experience. Salary is commensurate with qualifications and experience. Interested qualified individuals should submit official Cal Poly application, resume, transcripts, and three letters of reference to Ronald D. Regan, Head, Ornamental Horticulture Dept., California Polytechnic State Univ., San Luis Obispo, CA 93407. Deadline for receipt of application is May 10, 1990. California Polytechnic State Univ. is an Affirmative Action/Equal Opportunity/ Title 1X Employer. 4/90

BRANCH/SALES MANAGERS; JUNIOR AND SENIOR LEVEL. Orkin Lawn Care offers more to our Managers, so why settle for less? Our company is a leader in its field and expansion dictates the need for senior level Branch and Sales Managers to maintain our high-standards and the integrity that has built the Orkin reputation. We offer unlimited room for advancement into top-level management, salary plus incentive bonus, and a comprehensive benefits package to talented, ambitious Orkin team members who are dedicated to success. You will report directly to Zone Managers and be required to: \*Initiate and develop effective work atmosphere, \*Meet financial objectives - revenue, cost control, profits and profit margins. \*Enforce Orkin policies and procedures \*Maintain a strong customer base \*Select and train new employees. If you can fulfill these objectives and have the aptitude to prioritize duties and projects, send a confidential resume to: ORKIN LAWN CARE, PAT GUY, 2170 Piedmont Road, Northeast, Atlanta, GA 30324. 4/90

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 1990 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., 4001 Westfax Drive, Chantilly, VA 22021 if you're interested in any of the following positions: Pruning Department Supervisor, Maintenance Department Supervisor, Maintenance Department Manager, Pruning Department Manager, Floral Installation Manager, Turf and Ornamental Plant Specialist.

4/90

Expanding Northeast Ohio Maintenance and Construction Company has openings at the Foreman level. Fulfill your career goals with a 6 million dollar company that is still growing. Send your resume and salary requirements to Mr. Herrmann, P.O. Box 438, Painesville, Ohio 44077-0438.

DESIGN ASSOCIATES, GOLF DRAFTSMEN, JOB SITE COORDINATORS, GOLF COURSE SHAPERS: Leading major golf design firm has openings for very experienced, talented and aggressive persons. AS or BS in Landscape Architecture, Agronomy, Turf Management or related field required, except for shapers. International and Domestic positions available. Excellent compensation and benefit packages. Send a confidential resume with experience and salary history to Marilyn Hannan, Personnel Development Assistant, Jack Nicklaus Golf Services, 11780 U.S. Highway #1, North Palm Beach, Florida 33408.

4/90

LANDSCAPE DESIGNER/SALESPERSON: Longestablished design/build landscape firm has opening for landscape designer/salesperson. Three to five years design/build experience required. Send detailed resume to HUNZIKERS INC., P.O. Box 397, Niles, MI 49120.

#### FOR SALE

HYDRO-MULCHER, FINN 2400 Gallon. Excellent condition, modified to accommodate remote control nozzles. Asking \$12,500. Phone (616)363-7581. 4/90

For Sale: 1988 Ryan slitseeder - excellent condition. 1988 SDI 300 g lawn sprayer - excellent condition. 1988 Yamaha Terapro 350 (turf tires). 1988 RC42 Yamaha (woods) mower. 1987 300 g Ag Chem tree sprayer or Right Of Way sprayer, 3 pt. hitch or truck mount. Call 317-348-5438, Don.

4/90

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. Wolbert & Master, Inc., P.O. Box 292, White Marsh, MD 21162, 301-335-9300, 1-800-234-7645.

Twelve Unit Martin House - Expandable to 18-24 or more-\$59.95 F.O.B. Dest. Milwaukee Pulp Products, Inc., P.O. Box 08345, Milw., WI 53208 - or call 1-800-645-7857. 4/90

FOR SALE - 1984 Toro 7 gang reelmasters 10 blade reels, sharpened \$5300. Also Toro 7 gang spartans, sharp \$4800. Jake fairways 7 gang rebuilt, sharpened 10 blade \$4500 firm. 4/90

REINCO HYDROGRASSERS and power mulchers in stock. Opdyke Inc. (Philadelphia Area) 215-721-4444.

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 Kits, Remote Air Cleaner Kits, heavy duty Carriage Side Plates. We repair and rebuild hydraulic pumps and motors for your Spyder. Same day service. Call or Write: Mobile Lift Parts, Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. 815-455-7363; 1-800-397-7509.

JACOBSEN AND TORO: 7 gang fairway mowers rebuilt and sharpened - \$4,900. Also 5 gang available. (313)653-5695. 5/90

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.

LAWN SEED: Wholesale. Full line of top quality grasses. Improved bluegrass varieties, tall fescues and fine bladed ryegrasses. We specialize in custom mixing. Oliger Seed Company, 89 Hanna Parkway, Akron, OH 44319. Call collect (216)724-1266.

DENVER, COLORADO PROPERTY MAINTE-NANCE COMPANY: Work summers - ski winters in this lawncare, sprinkler maintenance/installation, landscaping and snow removal business. Six years growth with 1989 gross sales of \$557,000. Price \$198,000 with \$65,000 down. OMNI BUSI-NESS BROKERS (303)753-1233. 4/90

Husler zero turning radius mowers: 2-Model 251 18 hp 50" deck, Model 272 23 hp 72" deck, Model 305D diesel 20 hp 72" deck, Model 262 18 hp 60" deck, Model 400 Rangewing 24 hp 1-72" deck, 2-40" decks, Model 400 D 24 hp 72" deck. "Mowers only in operation 2 seasons and have been completely renovated for a new season. Owner highly motivated to sell. Call Mr. Khalsa. 407-831-8101.

PAUL FLORENCE Turfgrass: Quality seed for the Turf Professional. Elite Bluegrasses, Fine-Leaf Ryegrasses, and Turf-Type Tall Fescues. Custom mixing our specialty. Silva-Fiber mulch and supplies for hydro-seeders. Quality Elite Bluegrass Sod. Call usl (513)642-7487. 13600 Watkins Rd., Marysville, OH 43040.

Jacobsen F-10 7 gang. Excellent condition. New paint, new bed knives sharpened and ready to mow. Asking \$8,000. 414-835-4441. 4/90

USED EQUIPMENT: G-10, F-10, F-20, (2) 5 Gang Blitzers, (2) Greens King II, UV-4, F-133, Jake Out Front Commercial 72" w/Cab and Snowblower, (3) 22" PG Mowers (no engines), Lely 900 # Sprayer, Cushman Truckster w/Dump Box, Top Dresser, Greensaver, and Pull Type Spiker. Jim Miller (815)937-1037.

Jacobsen - E10 - 7 units, rebuilt mowers. Excellent condition, \$8,900.00.3 gang Toro, good condition or will trade for Jac units for parts. \$750.00. (501)664-2136 or (501)776-3802. 4/90

GARDEN CENTER AND NURSERY FOR SALE: Includes building, equipment, and real estate. Steady growth pattern, excellent business reputation, retirement necessitating sale. Price: \$191,500 (terms to qualified buyer). Contact Century 21 Prime Realty, 329 W. Washington St., Marquette, MI 49855. (906)228-5230. 5/90

JACOBSEN TURF KING II: 84" w/baskets. Like new, 170 hours. \$4,300. 717-648-2496. 4/90

PUMPS - Wanner D-10 Hydra-cell pumps new and reconditioned from \$290. Call Jim Hughes at Industrial Services. 614-965-4112. 4/90

FOR SALE or POSSIBLE TRADE: 1986 Olathe 54HL sweeper, less than 200 hrs; like new. Asking \$8,500. (217)762-4661. 4/90

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 - 7 Blitzer Mowers, Iron Wheels, good condition. Call evenings - (518)861-6454. 4/90

For Sale: New and Used Brouwer - Mowers - VACX - Fork Lifts - Harvesters - and full line of replacement parts. Contact Glenn or Ed Markham at 1-800-458-3644.

4/90

FOR SALE: 1984 Diesel Spyder, Extended Forks, 500 Hours, Trailer, Excellent Condition, Call Tim-(313)522-3800. 4/90

HYDRO-MULCHERS AND STRAW BLOWERS New and used. JAMES LINCOLN CORPORA-TION, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)527-2304.

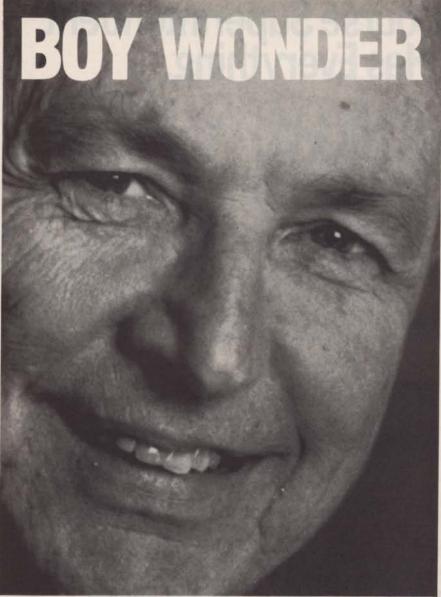
PORTABLE STUMP CUTTER - 14 or 16 H.P. Mag Kohler, 4 speed transaxle - 34 1/2" wide. Kinetic Stump Cutter, Inc. 1-800-422-9344. 4/90

FOR SALE: 1986 Howard Price Hydro 180. Rebuilt Hydraulic and Electrical Systems. Many new parts and new paint. Low hours. MUST SELL. Asking \$11,000. (508)430-1533. 4/90

LOADERS - John Deer 480 B loader. 21 ft. mast, side shift. Excellent, field ready. \$13,000. KD Forklift - 6000 lb. lift, 21 ft. mast. Excellent, field ready. \$10,500. Call 615-728-0583. 4/90

#### USED EQUIPMENT

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 414-691-4306.



Joseph Perkins, Corporate Retirement Manager, Polaroid Corporation

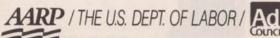
He's bright, bold. Gets the job done ahead of schedule. His experience is fortified by flexibility and an eagerness to learn.

This kid's got a great future. As do others in his age group. In the coming decades, they'll comprise the majority of America's work force.

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Find out how companies like Lockheed Corporation, ALCOA, Deere and Company, Hewlett Packard and others manage older employees profitably. Send for "Using the Experience of a Lifetime', from the American Association of Retired Persons, 1909 K Street NW, Box WE, Washington, DC 20049.

USE THE EXPERIENCE OF A LIFETIME.





BUCKET TRUCKS, Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc Type, New Woodchuck Drum Type. Best prices anywhere. Used Chippers - Asplundh, Woodchuck, 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. Opdyke's, Hatfield (Philadelphia Area) 215-721-4444.

For Sale: Floyd McKay Drill Aerifier. Four years old. All updates to machine completed. Excellent condition. Always serviced - never abused. Asking \$9,500. Contact John Sands at (919)383-2030. Possible delivery in a limited area.

NEW and USED EQUIPMENT -- Asplundh, HI Ranger and Lift-all forestry bucket trucks, Chipmore wood chippers. Mirk, Inc., (216)669-3567. (216)669-3562, 7629 Chippewa Road, Orrville, Ohio 44667.

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