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BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 1 East First St., Duluth, MN 55802. Please include box in address.

BUSINESS OPPORTUNITIES

DISTRIBUTORS NEEDED: To handle sales & "distribution" of high quality biological fertilizers & additives for the turfgrass industry. Will provide educational & sales assistance. Call Gail Ginther 1-800-553-7585 for details. 10/91

FOR SALE: Well established contracting and maintenance business servicing Chicago's exclusive and very wealthy North Shore suburbs. Must have good horticulture or landscape architectural training and experience. Send resume to LM Box 489. 2/92

LET THE GOVERNMENT FINANCE your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707)448-0330. (OL8) 11/91

Fast growing landscape business for sale in the midwest. Centrally located in Trempealeau, Wisconsin, between LaCrosse, Wisconsin and Winona, Minnesota. Sale of the business includes: Large clientele list, Bobcat skid-steer w/trailer, 2 International Flatbed trucks, 2 Pickup trucks and much miscellaneous small tools, equipment and nursery stock. Interested parties please call (608)534-6256 and ask for Jeff. 12/91

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. 9/92

Practical Marketing Techniques for the Landscape Company. A new book exclusively for the green industry. A 70+ page compilation of notes, experiences, charts, graphs, examples, case histories and just plain common sense, all geared to help the landscape company make the most efficient use of time and money to attract and retain good customers. Contains how-to information proven successful by other landscape companies nationwide. \$19.95 plus \$3 S/H. To order with MC, Visa, call 1-800-359-6647. Checks to Landscape Horticulture Center, 2509 E. Thousand Oaks Blvd., #109, Westlake Village, CA 91352. "If You Want to Grow Your Business, Buy This Book." 12/91

HELP WANTED

Landscape maintenance supervisor, residential division. Extensive knowledge in pruning, spraying and detail. Professional image with customer service abilities. Excellent salary and benefits. Send resume to H. Shannon Wilson, Moon Landscaping, Inc., P.O. Box 482, Yardley, PA 19067. 10/91

MAINTENANCE FOREMAN: Washington State Landscape Maintenance Company seeking foreman with current experience and knowledge in all facets of commercial landscape maintenance. Hard working team player with professional and horticulture skills. Pesticide license helpful. Irrigation experience a must. Ability to motivate and manage crew. Excellent salary and benefits to commensurate with experience. Send resume and salary history to: Jennifer Hendry, Environmental Pride, Inc., 14241 NE Woodinville, Duvall Road #236, Woodinville, WA 98072. 10/91

"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.**, 2180 West S.R. 434, Suite 6152, Longwood, FL 32779-5008. Phone 407-682-5151, Fax 407-682-2318. Gary Price, Joe Dalton, Bob Zahra, CPC." TF

LANDSCAPE MAINTENANCE PRODUCTION SUPERINTENDENT: Well-established, rapidly growing company seeking individual with 3-4 years experience in landscape maintenance. Must be highly motivated, organized, people-oriented, and capable of running multiple crews. Salary/benefits. Send resume to: Mr. Philip J. Cheesman, ILT Company Inc., 21055 N. Weiland Road, Prairie View, IL 60069. 11/91

TURF MANAGER for a private estate located near Philadelphia. Must be a working supervisor with minimum five years experience. Commercial applicator's license and degree in horticulture a plus. Full benefits. Resume to: A.K., P.O. Box 736, Fort Washington, PA 19034. 11/91

SALES/MANAGER LANDSCAPE MAINTENANCE. Looking for aggressive person with extensive background in sales for commercial grounds maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, annual budgeting and a general working knowledge of all aspects of the grounds management industry. If you are seeking a career opportunity with an aggressive full-service firm, please send your resume to LM Box 490. 10/91

Landscape Maintenance - **SALES MANAGER** 2-5 year horticulture background, experienced in commercial job cost estimating to expand client base in **TAMPA BAY. DRAW, COMMISSION, EXPENSES, PLUS BENEFITS.** Send resume and references to 4807 110th Terrace North, Clearwater, FL 34622. 10/91

FOR SALE

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

For Sale: Used Brouwer Sod Harvesters and Hitch-Hiker Forklifts. Many lines of equipment for the sod grower as well as full line of Ford, Brouwer, and Kubota parts in stock. Fall special on Roots Biostimulants. Huber Ranch Sod Nursery, Inc. Ph: 800-553-0552. 10/91

BENT GRASS available for immediate pick-up or delivery. For information call Jade Run Turf and Sod Farm: 800-332-1220. 12/91

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

KELWAY® professional SOIL ACIDITY and SOLUBLE SALTS TESTERS, available from distributors nationwide. **HB-2** and **SST** brochures from **KEL INSTRUMENTS CO., INC.**, Dept. 1, P.O. Box 2174, Vineyard Haven, MA 02568. (508)693-7798. 10/91

TREE SPADE: 1980 Model 88 Spade on 1979 C70 Chevy Tandem Truck. Low miles. Spade used very little in last five years. To settle estate \$42,000. Contact Kirk Wainwright (309)523-3418 after 7 p.m. 11/91

Replacement bedknives and reels for Toro and Jacobsen mowers. Big savings on these parts! Same day shipping. Call **LESCO** to order or ask for a free catalog (800)321-5325. 10/91

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. 10/91

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

1978 Chevy C-60 Tank Truck, 1,200 gallon Tufflex Tank, mechanical agitation, PTO, Wanner Pump, 300 ft. hose. Body in good condition. Runs fine. Ready to spray. For further information call (708)543-9777. 10/91

NEW AND USED BROUWER EQUIPMENT: Mowers - VACS - Fork Lifts - Harvesters - and full line of replacement parts. **USED PRINCETON and SPYDER FORKLIFT.** Contact Ed, Glenn or Pat Markham at 1-800-458-3644. TF

ADVERTISER INDEX

NO.	ADVERTISER	PAGE NO.
101	Burlingham & Sons, E.F.	15
102	Deere & Co., John	2-3
103	DowElanco	23
104	GMC Trucks	29
105	Grasshopper Co.	CV3
106	Gravelly International	49
107	Hudson Mfg. Co., Inc., H.D.	43
108	Isuzu Truck	11
109	Jacobsen Div. of Textron	32-33
110	Lofts Seeds, Inc.	CV4
111	Milwaukee Sewerage Commission	51

NO.	ADVERTISER	PAGE NO.
112	New Golf Concepts	88
113	Nor Am Chemical Co.	7
114	Ohio Turfgrass Foundation	50
115	Oregon Tall Fescue Commission	55
116	Petrolon/Slick 50	19
117	Polaris Industries, Inc.	17
118	Ransomes Co.	45
119	Reemay, Inc.	21
120	Ringer Corp.	41
121	Service Master Co.	47
122	Tee 2 Green Corp.	CV2
123	Toro Co.	53
124	Toyota Equipment	65
125	Walker Mfg., Inc.	60
126	Wilt Pruf, Inc.	39
Literature Round-up		
310	Bandit Industries, Inc.	35

NO.	ADVERTISER	PAGE NO.
302	Coron Corp.	35
303	Earthway Products Inc.	35
304	Four Star Services Inc.	35
305	Grasshopper Co.	34
306	Kincaid Enterprises	34
307	Mobay Corp.	34-35
309	Proprietary Seeds, Inc.	35
310	Walker Mfg., Inc.	34

In The Green

177	Coron Corp.	63
178	Doggett Co.	63
182	Earthway Products, Inc.	62
181	Gandy Co.	62
180	Spraying Devices, Inc.	63

Jacobsen HF5, Lightweight Fairway Mower, diesel, sharpened, \$7,900. Toro Greensmower, sharpened, \$3,000. '86 Ransomes 213-D, Kubota Diesel, sharpened, \$7,500. '85 Jacobsen 5 gang Hydraulic Fairway Mower with Power Pac, sharpened, \$5,250. Jacobsen Blitzers 7 gang, sharpened, \$5,250. Photos available. Call for information 313-653-5695. 10/91

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. TF

FOR SALE: Finn T-120 Hydroseeder. Kabota diesel engine, 200 ft. hose with electric reel mounted on 1981 Mack diesel truck. Mint condition. Price \$26,000. Phone 616-924-5106. 10/91

TRAILERS: Open or enclosed. 4' to 48'. Basic or custom built. Pace American, Featherlite Aluminum, FRP construction. Shipment anywhere, 75¢ per one way mile. **TRAILERSOURCE**, Atlanta, GA. 1-800-241-4275 or 404-425-0707. 10/91

PENNSYLVANIA GROWN SOD: PENNCROSS Bentgrass-Fourway Blend of BLUEGRASS-BLUEGRASS/RYEGRASS Blend-Shipped via our trucks - forklift unloaded. **VICNOR FARMS, INC.**, Connoquenessing, PA 16027. 800-842-0461 10/91

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. TF

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 us! (513)642-7487. 13600 Watkins Rd., Marysville, OH 43040. TF

SALE: LAWN CUTTING & SPRAYING. Grossing over \$2,000,000. Hard assets exceed \$500,000. Established long term commercial accounts. H.O. in west central Florida. Frank Antonello 813-791-4419. **FLORIDA BUSINESS GROUP.** 10/91

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. TF

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. TF

BUCKET TRUCKS, Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Asplundh (Morbark Disc Type), New Asplundh 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. TF

SERVICES

ATHLETIC FIELDS REBUILT: Baseball, Football, Soccer Fields rebuilt and sodded with **BLUEGRASS SOD**- A 160' X 360' Field \$20,000. Plus or minus 20% within 150 miles of Pittsburgh. **CONSULTING** on improving and maintaining existing fields. **VICNOR FARMS**, Connoquenessing, PA 16027. 800-842-0461. 10/91

MISCELLANEOUS

FREE CATALOG of training videotapes including Irrigation, Pesticide Use & Safety, Arboriculture, Equipment Maintenance, Pruning, Plant Selection, Fertilizers, Planting Techniques, Turf Management, Xeriscape, Landscape Design. **\$5.00 Sample Video** includes \$10 Discount Coupon. Satisfaction Guaranteed! Check, Visa, MasterCard. VEP, California Polytechnic State University, San Luis Obispo, CA 93407. 1-800-235-4146. 12/91

SOFTWARE

BOTANICUS SOFTWARE programs for the landscaper requiring IBM or clone, hard disk & printer. **Botanicus-The Tropical Plant Encyclopedia Release 1.9.** Over 800 trees, shrubs, palms, grasses, weeds & wild flowers in easy to use format with custom report options. \$49.95 + \$2.50 S/H. Tank-mix-Pesticide Formula Calculator. Select formula, enter data for exact amount of formulation. Mix 1 pint or 1000 gallons. \$24.95 + \$2.50 S/H. P.O. Box 39619, Fort Lauderdale, FL 33339. 10/91