

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.

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.

**POSITIONS WANTED
FREE CLASSIFIED AD**

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

EQUIPMENT FOR SALE

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

HYDRO-MULCHERS AND STRAW BLOWERS:
New and used. **JAMES LINCOLN CORPORATION**, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)551-2304. TF

NEW/USED EQUIPMENT AND RENTALS—
Asplundh, Hi Ranger, Holan and Lift-All Forestry Bucket Trucks, Chip Trucks and Chippers. Mirk, Inc., (216)669-2000, 7629 Chippewa Road, Orrville, Ohio 44667. TF

SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, 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. 8/93

Vermeer Truck-Mounted Tree Spade, 66 inch, on a 1969 white truck. Dakota Dunes Development Company, Dakota Dunes, South Dakota, 57049. (605)232-3001. 8/93

FOR SALE: Jacobsen HF-5 Diesel, \$4,000. Also, Toro GM-3 Greens Mower, sharpened new reels, \$2,300. National 84" cut \$1,100. Jacobsen 5 Gang Blitzer Mower, sharpened \$3,600. 313-653-5695. 8/93

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

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 UNITY IS STRENGTH".** 8/93

Long-term established Lawnscape and Garden Center Business plus 4,000 sq. ft., 4-bedroom 2-bath home on 2 acres in area of nice homes. Ample room for expansion. Central Oregon location. \$300,000. (503) 536-3200. 8/93

\$3,000-\$6,000 per month. Electrically driven **Curbmate Machine** installs beautiful concrete lawn edging. Simple business. Low overhead. High profit. Increase your landscaping profits and beautify your landscaping jobs. 801-262-7509. 9/93

NOW... Learn professional landscaping and gardening at home. Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free brochure describes program and opportunities in detail. Call 800-326-9221 or write Lifetime Career Schools, Dept. LF0183, 101 Harrison St., Archbald, PA 18403. 9/93

NaturaLawn® of America provides the Green Industry a successful, growth oriented, lawn care program. Discuss the opportunities available to you by calling the leader in **organic-based** lawn care. The franchise opportunity of the 90's. 800-989-5444. 7/93

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

EQUIPMENT FOR SALE

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

One Mercedes Diesel, Model 1113, 1983. 1,200 Gallon 2 compartment stainless steel tank. Holds 1,000 lbs. dry fertilizer. Hydro-sell 25 gallons PSI pump. 2 reels with guns, 50,000 miles, all records kept. \$9,800. 201-891-6035. 8/93

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Sky-workers 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. 800-597-8283. TF

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. **Wolbert & Master, Inc.,** P.O. Box 292, White Marsh, MD 21162. 410-335-9300, 1-800-234-7645. TF

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.

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. Opdyke's, Hatfield (Philadelphia Area). 215-721-4444. TF

Commercial Mowers -Dixie Choppers- World's fastest lawnmowers. **Valco Rental and Equipment.** Canton, OH 44706 (216) 452-6646. 8/93

FOR SALE

For Sale: One FMC Stainless Steel, 1,000 gallon tank with mechanical agitation. 3 years old. \$5,500 or best offer. (717) 696-4606. 8/93

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. OH, PA, WV, MI, IN. TF

MEYER Z-52 ZOYSIA SOD FOR SALE. VAMONT AND TUF COTE BERMUDAGRASS SOD. FORKLIFT DELIVERY. SERVING THE MID-ATLANTIC REGION. OAKWOOD SOD FARM, SALISBURY, MD 410-742-3086. 10/93

EQUIPMENT FINANCING

FINANCE your new or used **EQUIPMENT** acquisition through **LEASING**. Advantages include: no down payment, 100% tax deductible, flexible terms, fast approval. Call **TRIDENT Leasing** 412-325-3464 / FAX 412-325-3466. 8/93

HELP WANTED

PARKS AND FORESTRY SUPERVISOR - City of Pasadena, CA (Salary: \$3,659-4,574/mo. plus City pays 7% employee's contribution to retirement). Seeking individual w/4 years of progressively responsible maintenance experience in parks, street tree or landscape management, 2 yrs of which in related supervisory capacity. Graduation from an accredited college with specialization in arboriculture, horticulture, forestry, Entomology, plant pathology or related fields is considered desirable and may substitute for 2 years of non-supervisory exp. **Special Conditions:** State of California Agricultural Pest Control Advisors License in categories A, B, C, D, E and G desirable. Possession of valid Class C California Driver's license is req. at time of apmt. For more details and for city applications, contact: City of Pasadena, Human Resources Dept., 100 N. Garfield, Rm 146, Pasadena, CA 91109; (818) 405-4366. **Deadline: 5:30 p.m. 9/13/93. EOE/AA.** 8/93


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

HELP WANTED

SALES REPRESENTATIVE: Manufacturer of Professional Liquid Fertilizers, Micronutrients and Natural Organics looking for qualified individuals with a high degree of horticultural knowledge (B.S., M.S. in horticulture or proven experience) and sales experience. We are currently establishing territories nationwide. You will be representing a company that provides its customers with quality service. The individual needs to be self-motivated and responsible. Must be willing to call on many market areas, including nurseries, greenhouses, golf courses, tree care companies, distributors, phone sales and some traveling. Send resume to: Growth Products, Ltd., PO Box 1259, White Plains, NY 10602. Attn: Personnel Dept. 8/93

NEW OPPORTUNITY: The Orkin Plantscaping Division (interior and exterior landscaping design, installation and maintenance service) is looking for Managers and Service Managers. Qualifications include: experience in the lawn-care or landscaping fields, education and/or experience in the horticultural field, and management or supervisory experience. If you would like to investigate a change in your career please send your resume to Gordon Crenshaw, Orkin Plantscaping, 2170 Piedmont Road, Atlanta, GA 30324. Or call (404) 888-2801. 9/93

Classified Advertising Increases Your Sales!

 **send a Classified Advertising message...
...write here.**

(Please Print) _____

1. Number of insertions: (circle) 1 3 6 12 TF (Till Forbid)
2. Start with (month) _____ issue. (Copy must be in by 1st of month preceding).
3. Amount enclosed: \$ _____ (To keep our rates as low as possible, payment must accompany order)

SIGNATURE _____ DATE _____

NAME _____ COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

PHONE NUMBER _____

Mail ad copy to: Brian Kanaba, **Landscape Management**, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-3155.

RATES: \$1.25 per word (minimum charge \$40). Boldface words or words in all capital letters charged at \$1.50 per word. Boxed or display ads \$105 per column inch, one time; \$100, three times; \$95, six times; \$90, nine times; \$85, twelve times (one inch minimum). (Frequencies based on a calendar year). For ads using blind box number, add \$20 to total cost of ad per issue.

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, Naperville, 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. 8/93

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. 11/93

SALES PROFESSIONAL: Hermes Nursery, an expanding producer and seller of high-quality material, is seeking a self-motivated, aggressive, and dependable professional to lead our sales efforts. 2-4 years sales experience, a horticulture or related degree and/or green goods experience; and a strong customer-service orientation are preferred qualities for this position. Excellent growth opportunity. Salary and commissions are based on experience and performance. Send resume and salary history to: Hermes Nursery, Attn: Personnel Director, PO Box 14336, Lenexa, KS 66215. 8/93

Landscape Maintenance Supervisor: Large Building Service Company seeks individuals knowledgeable with equipment and plant material. CDL and Pesticide License preferred. Salary, year round position, benefits and advancement opportunity. Call 1-800-548-6063. 8/93

HORTICULTURE-CORNELL COOPERATIVE EXTENSION, Rockland County, **Thiells, NY (3/4 time).** Commercial hort/related environ, educ, programs. MS, 3 yrs. exp. Send letter of intent, resume and transcripts by September 1 to: Box 26, Kennedy Hall, Cornell University, Ithaca, NY 14853. EOE 8/93

7 U.S. REGIONAL SALES REPRESENTATIVES for top rated Landscape Software. Excellent opportunity to add a second product line. Established reps preferred. Resume and cover letter to Software Representatives, c/o PO Box 3456, Palm Desert, CA 92261. Open until filled. 8/93

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

ADVERTISER INDEX

101	Akzo Salt.....	49
102	American Cyan	8-9SP
103	American Cyan	31
104	Andersons	26
105	Ciba (Triump)(Reg)	52-53
106	Ciba (Award)(Reg).....	6-7
	Dow Elanco.....	4-5SP
107	Fine Lawn.....	57
108	General Motors.....	25
109	ISK Biotech (Split).....	19
110	ISK Biotech (Split).....	19
111	ISK Biotech	Cv3
112	Jacklin Seed.....	43
113	John Deere (Demo).....	12-13
114	John Deere (Demo).....	12-13
115	Lesco	13SP
116	Lofts.....	Cv4
117	Manhattan Ryegrass.....	33
118	Miles Inc (Oftanol)	45
120	Miles Inc (Dylox)	23
128	Miles Inc (Oftanol)(Reg) ..	62-63
119	Miles Inc (Dylox).....	34-35
121	Mycogen	15
122	Nor Am Corp	55
123	Northwestern	48
125	O. M Scotts.....	27-29
126	Oregon Tall.....	18
127	Ransomes,America Corp..	17
136	Ransomes,America Corp..	17
129	Terra Intl	37
130	Terra Intl	39
131	Terra Intl	41
132	Toro Comm'l	21
133	Turf Seed.....	Cv2
134	Valent (Reg).....	47
135	Yamaha.....	51

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Please include box in address.

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