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BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 120 W. 2nd St., Duluth, MN 55802. 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:

Susan Ramseth
LANDSCAPE MANAGEMENT

7500 Old Oak Blvd., Cleveland, OH 44130
216-891-2742-Phone 216-826-2865-Fax

Turf IPM position sought. Position could involve research, scouting, etc. Master's degree in turf IPM. Hard working, but desire a position in the northeast. Resume upon request. Timothy Abbey, 3419 Tulane Drive #24, Hyattsville, MD 20783. 301-422-1549. 2/93

BUSINESS FOR SALE

FOR SALE: Our company is selling all existing landscape maintenance and construction contracts, we now have in our files for the 1993 season. These accounts are located in the north and northwest Illinois suburbs. All list, personal contacts, addresses, phone numbers, bidding information past and present, etc., will have to be sold before March 1, 1993. All accounts are either commercial, individual, or corporate headquarters and will be sold as a package and not partially. If you are interested in more details send your letter to: Pro-Corp., P.O. Box 52, Lincolnshire, Illinois 60069-0052. 2/93

Cemetery For Sale: 15 acre cemetery 1 hour Metro D.C. in W. Va. For information contact John Thompson. RE-MAX. 301-739-4800. 2/93

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

LAWN SPRAYING TRUCKS- *1976 Chevy-C60, new 366 engine, good rubber, 1250 gal. dual compartment tank, Myers pumping system, dual hose reels. Well maintained. Excellent working truck; \$6,800. *1977 Chevy-C50, 350 engine, good rubber, 800 gal. tank, hydro pump, single hose reel. Well maintained. Ready to spray. \$4,800. Call Ron @ (410)795-7900. 2/93

EQUIPMENT FOR SALE

FOR SALE: Jacobsen 7 gang Hyd. ram lift. Like new \$12,500. Brower 7 gang Hyd. Lift. Very good cond. \$8,500. Spin Grinder Supreme Leader. Also does relief Grinds and bed knives. Like New with all jigs. \$10,500. (215)598-7155. 2/93

JACOBSEN HF-15 7 gang reel mower \$9,500 or trade for other equipment. Delivery available. Call Henry at (405)262-0622. 2/93

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

FOR SALE: 1986 Vermeer three spade mounted on Mack - RD 600, 10 wheeler. Ready to go to work. \$47,500. Day 508-897-7244, evening 508-692-2292. 2/93

FOR SALE: Used Brouwer Sod Harvesters. Excellent condition. Ready to go. Call Brian for parts. **HUBER RANCH SOD NURSERY**, Schneider, IN. Phone (800)553-0552. 2/93

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

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. 2/93

EQUIPMENT FOR SALE

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

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

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

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. 414-691-4306. 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

EDUCATIONAL OPPORTUNITIES

GRAYSON COLLEGE, Denison, Texas: Two-year technical program in Golf Course and Turf-grass Management. 18-hole golf course on campus. Dormitories, placement assistance, financial aid and scholarships available. Contact: GCC, 6101 Grayson Drive, Denison, TX 75020. 903-463-8653. 5/93

FOR SALE

FOR SALE: Two Brouwer Sod Harvesters, 2,800 hours, 3910 Ford, 18 Inch Rolling, Auto Steer. Delivery Possible. (719) 683-2599. 2/93

FOR SALE: Used Foley Reel Sharpener with Lapper. Jacobson Blitzer Units. New and Used Parts. (719) 683-2599. 3/93

MAKE MORE MONEY with safe, efficient employees. Free catalog of over 100 professional training videos available from California Polytechnic State University. Perfect for landscape construction and maintenance companies, grounds crews, designers, etc. Call 1-800-235-4146. 6/93

FOR SALE

Aluminum molds for concrete bird baths and statuary. Various sizes. Call Henry at (405)262-0622. 2/93

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

MEYER Z-52 ZOYSIA SOD FOR SALE. VAMONT AND TUFCOTE BERMUDAGRASS SOD. FORKLIFT DELIVERY. SERVING THE MID-ATLANTIC REGION. OAKWOOD SOD FARM, SALISBURY, MD 410-742-3086. 3/93

FOR SALE - 1990 HUSTLER 340: 3 Way Deck, 1460 Hours, Kabota Diesel, Spare Tires, Maintenance Logs, Very Clean. \$9,800. Call R.J. Zaffer, between 3-9 pm at (716) 248-3443. 2/93

HELP WANTED

SALES REPRESENTATIVE

Great opportunity for energetic, self-motivated individual for full-time sales. Interesting and challenging work in So. California for a distributor of specialty agricultural chemicals. PCA licenses and degree in biological science required. Excellent company benefits.

EOE NON SMOKING
SEND RESUME:

**TARGET
P.O. BOX 1117
CERRITOS, CA 90701**

SALESPERSON Customer and employee oriented commercial landscape contractor in northwest Chicago suburb seeks an experienced salesperson with construction and property management contacts. Energetic and enthusiastic persons interested in joining the sales team of a quality minded production firm. Call Maureen at Acres Enterprises, Inc. (708)526-4554 or send resume: PO Box 448, Wauconda, IL 60084. Salary commensurate with experience. 2/93

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 SUPERVISOR GROUNDS MANAGEMENT

Progressive Northern NJ Firm seeks outstanding candidate to manage the grounds of a large corporate facility, with a 10 man crew. The right individual will possess a Horticultural degree and have at least 5 years hands-on experience. Excellent written and oral communication skills are required. Competitive salary and full company benefits.

Please forward resume in confidence to:
PO Box 623, Livingston, New Jersey 07039
or call Mr. Scott at 201-992-0633. EOE M/F

HELP WANTED

BOZZUTO LANDSCAPING COMPANY - An expanding firm in the Washington, D.C., Maryland and Virginia markets is currently looking for qualified, career oriented professional. Opportunities are available in our commercial grounds maintenance division for foreman, 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 301-627-7011. 2/93

LANDSCAPE MAINTENANCE/SALES: Established, Full Service Landscape Firm is seeking a highly motivated individual to assist in the continued growth and development of our Maintenance Division. Areas of responsibility would include client prospecting, estimating, sales and scheduling. Must have strong horticultural and sales/estimating background and 3-5 years proven experience in Landscape Management. If you are an aggressive take charge person, willing to work hard for success, please send complete resume along with past work history & salary to: Michael Guerrisi, Guerrisi Landscape Inc., 25 Ridge Ave., Lebanon, PA 17042. 2/93

LANDSCAPE MAINTENANCE SALES — Large established landscape, irrigation, and maintenance firm in Tampa Bay area. Experience in bid preparation required. Send resume to P.O. Box 22501, Tampa, FL 33622. 2/93

LANDSCAPING/OPERATIONS: Hermes Landscaping, a well established contracting company, is seeking a self-motivated, professional manager to handle the operations of a Commercial Landscaping and Sprinkler Division. Must have a B.S. degree, 2-4 years of experience, people skills and hands-on supervisory experience. Send resume and salary history to: Hermes Landscaping, Inc., P.O. Box 14336, Lenexa, KS 66215. EOE. 2/93

MARKETING SERVICES

INCREASE YOUR BUSINESS & KEEP YOUR CUSTOMERS with a customized, professional newsletter. You choose the articles and title! **FREE** marketing tips and information! **Special introductory offer!** For free sample and details, call TotalControl Inc. (800)432-5528. In Pennsylvania call (215)430-3960. 2/93

MISCELLANEOUS

BUSINESS ENVELOPES: FREE CATALOG AND WHOLESALE PRICELIST of the most often used printed business envelopes in the Green Industry. **STOP** paying printer's retail prices. **CALL TODAY AND SAVE (219)865-8485. 2/93**

MOWING CONTRACTORS: FREE CATALOG Commercial mower parts guaranteed to fit Bobcat, Bunton, Exmark, Snapper and Scag. **WHOLESALE PRICING** on blades, belts, filters, pulleys, tires, transmissions and mowing supplies. **SAVE \$\$\$** call toll free **1-800-343-4333. LAWN CARE PARTS** guarantees savings coast to coast. AMX/Visa/Mastercard Accepted. 2/93

BUSINESS OPPORTUNITIES

STRATEGIC GUIDE



"Winning Strategies for Lawn and Landscape Contractors-- A System for Success"

This new business manual contains powerful ideas, strategies and suggestions that cover all aspects of success in this highly competitive industry. Planning now, will reduce stress and help you implement proven techniques that can triple your sales in just one year.

- Learn how to win up to 85% of all your residential and commercial bids while retaining up to 90% of your customers each year.
- Discover proven techniques that can double your clientele in just 2-3 weeks.
- Learn other strategies: hiring and retaining productive employees, powerful management skills, marketing and advertising, equipment management, diversification, education & training, handling business stress before it gets to your family.

Sure to become one of your most important business documents. Only \$59.95, postage prepaid. **Tax deductible. MONEY BACK GUARANTEE.**

Order now. Allow 10-15 days for delivery. Send check or money order to ELC Inc., P.O. Box 9069, Colorado Springs CO 80932. For more information, or to order by VISA or MASTERCARD, call 1-800-748-1113.

FOR THE 90s

LET THE GOVERNMENT FINANCE your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707)448-0330. (OL8) 3/93

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. Lifetime Career Schools, Dept. LF0113, 101 Harrison St., Archbald, PA 18403. 9/93

**Use our
Blind Box Service
for
Confidential
Results!**

BUSINESS OPPORTUNITIES

ARE CHEMICALS KILLING THE CHEMISTRY BETWEEN YOU AND YOUR CUSTOMERS? If you're not growing, you might want to consider converting to or adding a NaturaLawn Franchise. We are the industry leader in organic-based lawn-care. We offer reduced franchise fees to existing businesses with a minimum of \$50,000 in existing annual lawn care revenue. **NaturaLawn® of America, 1-800-989-5444 (C).** 2/93

ORGANIC LANDSCAPE MAINT

LANDSCAPERS interested in reducing the use of agricultural chemicals! Subscribe to **BUGS Flyer**, the premier environmental landscape quarterly. Discover the latest environmentally sound landscape products, techniques, and resources. Professional subscriptions \$18.00. **BUGS, Dept. LM, PO Box 76, Citrus Heights, CA 95611.** 4/93

SERVICES

NEED EMPLOYEES? We can fill any employment need you may have. We have hard-working, reliable and loyal Mexican workers to fill any job from laborer to foreman. We may also have the professional you have been looking for, from supervisors, architects to managers. Call Bob Wingfield (214) 634-0500. 4/93

Pumps - Wanner D-10 and D-25 Hydra-cell. New, reconditioned parts and complete 24 hour repair service. Call Industrial Services Co., 614-965-4112. New Lawn Care Hose Reel Swivel. 4/93

SOFTWARE

TurfWorks™ - Your Best Buy. Version 4.0 just released. Customer/Job Tracking, Automatic Scheduling, Invoicing, Receivables/Cash Application, Monthly Statements, Chemical Usage Tracking, Marketing, Sales Analysis and more. Online help. Affordable price. Send \$4.00 and disk size for demo. Bellanger Group, 50 Clarkson Center, Suite 422, Chesterfield, MO 63017, 314/537-2025. 2/93

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

PLANTS COMPUTER SOFTWARE offers a comprehensive plant database with over 960 characteristics, including maintenance and disease/pests. Reviewed as one of the best! Call 619-345-7120 for free brochure. 3/93

WANTED


Pull type Toro fairway mowers. Pull type 9 gang Toro frame. Toro Groundmaster 72. Toro Greens-mower. Fairway core pulverizer. Greens type sweeper. Call collect 309-289-4146. 2/93

Classified Advertising

ADVERTISER INDEX

NO.	ADVERTISER	PAGE NO.
101	American Cyanamid.....	12-13
102	Andersons, The.....	31
103	BASF Corp.....	17
104	BASF Corp.....	43
105	Ciba Geigy/Award.....	56-57
106	Ciba Geigy/Bonner.....	2-3
107	Deere & Co., John.....	7
144	Deere & Co., John.....	7
	Dow Elanco.....	2-3
	Dow Elanco.....	66-67
110	Echo, Inc.....	32
111	Growth Products.....	47
112	Hoechst Roussel.....	63
113	Honda Power Equipment.....	29
114	Howard Price.....	53
115	ISK Biotech Corp.....	CV3
116	Jacobsen Div. of Textron.....	25
117	Koos, Inc.....	46
118	Lofts Seed, Inc.....	Cv4
119	Manhattan II.....	21
120	Medalist America.....	49
123	Mid Dakota.....	40
121	Miles Inc/Bayleton.....	34-35
122	Milorganite.....	41
124	Oregon Tall.....	28
125	Pickseed West.....	15
126	Ransomes, Inc.....	19
127	Ransomes, Inc.....	19
128	Ritchie Industries.....	50
129	Rhone Poulenc Co.....	39
130	Rhone Poulenc Co.....	39
131	Rhone Poulenc Co.....	27
132	Rhone Poulenc Co.....	27
133	Spraying Systems.....	42
134	Steiner Turf Equip.....	48
135	Stihl Inc.....	37
136	Scotts & Sons, O.M.....	22-23
137	Tee 2 Green.....	Cv2
138	Toro Co.....	33
143	Turfco.Mfg.....	58
139	Valent Corp (Regional).....	51
140	Walker Mfg Co.....	54
141	Wells Cargo.....	50
142	Woods.....	45

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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: Paul Garris, **Landscape Management**, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2698.

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