



**Know your soil pH in seconds!**

**Kelway HB-2**

**Professional soil acidity & moisture tester**

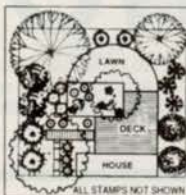
- Big, easy-to-read dial.
- Low cost.
- Portable
- Built for long-lasting use!

**Tells you when to lime.**

Now, read your soil pH in seconds with KELWAY HB-2 acidity tester. Learn on-the-job whether to add lime and how much. No batteries. No reagents. No chemicals. Just insert KELWAY soil tester in moist soil. Professionally designed for growers, KELWAY tester gives direct acidity and moisture readings. Contact your local distributor or write for FREE informative literature today.

**Kel Instruments Co., Inc., Dept. N**  
P.O. Box 54, Wyckoff, NJ 07481

Circle No. 188 on Reader Inquiry Card



**LANDSCAPE DESIGN KIT 3**

48 rubber stamp symbols: trees, shrubs, rocks, step stones, vine, & more. 1/4-1 3/4 in. dia.  
\$74.95 + \$4.50 s/h FREE 28 PAGE BROCHURE  
CA orders add 7.34% tax  
**AMERICAN STAMP CO.**  
12290 Rising Rd., Dept. 493  
VISA Wilton, CA 95693  
MasterCard Phone (916) 687-7102

**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.

**COMMERCIAL INSURANCE for LAWN CARE OPERATORS**

**M.F.P. Insurance Agency, Inc.**  
50 West Broad Street, Suite 3200  
Columbus, OH 43215  
(614) 221-2398

Contact:

**Richard P. Bersnak, President**  
or  
**Jeanne Bartkus**

Circle No. 189 on Reader Inquiry Card

**LANDSCAPE MANAGEMENT**

**CLASSIFIEDS**

**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, 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:

**Brian Kanaba**  
**LANDSCAPE MANAGEMENT**  
7500 Old Oak Blvd., Cleveland, OH 44130  
216-891-3155-Phone 216-826-2865-Fax

Position sought that involves research, technical service, or sales with a university, or company involved in furthering the turfgrass industry through education, communication, and scientific evaluation. Turfgrass Masters, June 1993. Paul Zarlengo, 5425 Frank Ave., Canton, OH 44720. 501-443-4229. 6/93

Individual with 20+ years of extensive and diversified horticultural experience seeks management position in field of landscape management, grounds maintenance, growing operation or similar. East Coast. Resume PO Box 247, East Marlton, LI, NY 11939. 7/93

University Landscape Supervisor seeking new opportunities to contribute to a leadership organization. Landscape Architecture degree BSLA, 7 years experience landscape construction, maintenance and design, 4 years supervisor. Will relocate within the western states. Contact Kent Bagnell, P.O. Box 182, Millville, Utah 84326. 801-752-0819. 7/93

**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. 6/93

**BUSINESS FOR SALE**

Family-run pest control business for sale in Wayne, Oakland and Macomb Counties of Michigan. Established in early 1900s. Grossing \$100,000 per year. Excellent record with BBB. Established accounts. Call 313-294-8118. 7/93

**BUSINESS FOR SALE:** Established Lawn Fertilizing Business. South East Michigan. \$100,000+ gross. All accounts, vehicles, equipment, \$95,000. Call 313-675-7426 after 4:00 P.M. 6/93

**Use our Blind Box Service for Confidential Results to Your Classified Advertising!**

## BUSINESS OPPORTUNITIES

\$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. 6/93

**LET THE GOVERNMENT FINANCE** your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707)448-0330. (OL8) 7/93

**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. LF0163, 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. 6/93

## SERVICES

**NEED A MORE PRODUCTIVE WORKFORCE?** We have hard-working, reliable and loyal Mexican Workers who can dramatically increase your production and make your company more competitive. Call Bob Wingfield, 214-634-0500. 6/93

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. 6/93

## 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

**BROUWER 24" SOD HARVESTOR** 450 hrs, 3910 Ford diesel, \$20,000.00, Toro 5 gang fairway mowers excellent condition \$1,800.00, Phone: 517-332-8410. 7/93

**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

**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, Orville, Ohio 44667. TF

**FOR SALE:** Used Brouwer Sod Harvesters and Brillion Seeders. New Vibro-Netters. **HUBER RANCH SOD NURSERY**, (800)553-0552. 6/93

**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. 6/93

Reel Mowers: Hydraulic unit for Steiner Turf Tractor. Excellent condition, used once. \$5200 — Fertilizer Spreader: 4 ton stainless steel hopper, dual rear distribution, tandem axle, high flotation tires. \$1,400 — Spray Rig: Fits Chevy S10 or Ford Ranger, molded fiberglass with 150 gal. cap. and dry storage for 15/50# bags. Excellent cond. \$2100 — Jacobsen Aerator: 24" width, 5 hp Honda Engine, excellent working condition. \$985, 513-871-3992 — 86 Chevy 3/4 ton spray trucks. Fiberglass molded tanks and beds with 375 gal liquid cap and dry storage for 20/50# bags. 50,000 miles, newer tires. Good cond. \$6,800, 4 available — 1986 Chevy 3/4 ton service truck with or without 200 fiberglass spray unit. D50 Hypro pump, 5 hp. B & S Engine, with 300' hose. Together \$7,400, spray unit alone \$1,650. Call with best offers: 513-871-3992. 6/93

**FOR SALE:** Jacobsen HF-5 Diesel, \$4,000. Also, Toro GM-3 Greens Mower, sharpened, \$2,250. National 84" cut \$1,100. Jacobsen 5 Gang Pole Type Fairway Mower, completely reconditioned \$3,400. 313-653-5695. 6/93

**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

**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

 **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.

## EQUIPMENT FOR SALE

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

Commercial Mowers -Dixie Choppers- World's fastest lawnmowers. **Valco Rental and Equipment.** Canton, OH 44706 (216) 452-6646. 6/93

**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

## FOR SALE

**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: COMPUTER** Slice System w/ALTOS 3068/80 Megabytes hard drive, 2 user w/printer, U.P.S. Call Hardy (404)977-0981. 5/93

**FOR SALE: TWO LESCO 500 D FAIRWAY MOWERS, 800 - 900 HRS., SHARPENED & REBUILT CUTTING UNITS, \$3,500 EACH. CALL BILL 609-654-4880.** 7/93

**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 TUFNOTE BERMUDAGRASS SOD. FORKLIFT DELIVERY. SERVING THE MID-ATLANTIC REGION. OAKWOOD SOD FARM, SALISBURY, MD 410-742-3086.** 6/93

Groundwater protection handbook, "Designing Facilities For Pesticide and Fertilizer Containment"; Design/Plan Packet— Two Concrete pads, Construction Details. Write: Ronald T. Noyes, P.E., 1116 Westwood Drive, Stillwater, OK 74074 for order information. 6/93

## 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. TF

## MISCELLANEOUS

**WHOLESALE PARTS CATALOG:** Greenline's 1993 Full Line Catalog is now available. 120 pages full of mower blades, belts, pulleys, wheels, tires, pruners, sprayers, safety gear and hundreds of other items the professional landscaper uses everyday. Buy direct and save BIG \$\$\$\$. Call for your **FREE** catalog today! **TOLL FREE** 1-800-356-0171. Greenline, P.O. Box 1648, Reidsville, GA 30453. 6/93

## HELP WANTED

**Landscape Management and Construction/Sales-** New Jersey's largest Corporate Services Company seeks highly motivated individual to assist in the continued growth of its Landscape Management Company. Areas of responsibilities include: prospecting, estimating, and sales. Must have strong background in Professional Landscape Management Field together with proven sales experience. Please send complete resume and work history in confidence to: Control Environmental Services, 737 New Durham Road, Edison, NJ 08817. Attention Mr. Stewart. 6/93

**Landscape Sales:** Well established Commercial Maintenance and Installation Firm. Quality oriented and operated, a drug free work place. Will handle all sales in Southeast, Florida. Send resume to: Custom Care, 6560 E. Rogers Circle, Boca Raton, Florida 33487. 6/93

**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

**SALES REPRESENTATIVE:** Manufacturer of high quality 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. Must be willing to call on golf courses, lawn care and tree care companies, distributors, phones sales and some traveling. Send resume to: Growth Products, Ltd., P.O. Box 1259, White Plains, NY, Attn: Personnel Dept. 6/93

**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, 913-888-2400. EOE. 6/93

**TREE AND LANDSCAPE, TOP WAGES FOR TOP ARBORISTS:** Lueders Tree and Landscape, Inc. is searching for tree care supervisors and assistants. Candidates must have strong expertise in trees with a strong horticultural background. Outstanding pay and top benefits for professional arborists. For interview, call LTL, Inc. (617)444-0994/(508)359-9905. 6/93

## 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

## CLASSIFIED ADVERTISING IS

- \* EASY
- \* EFFECTIVE
- \* ECONOMICAL

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