

MARKET SHOWCASE

Rates: \$105 per column inch for 1x insertion; \$100 for 3x insertion; \$95 for 6x insertion; \$90 for 9x insertion; \$85 for 12x insertion (one inch minimum). Frequency based on calendar year. For ads using a Reader Inquiry Number, add \$30 to the total cost of the ad per issue. For ads using a second color standard red, blue, green or yellow only, add \$65 to the total cost of the ad per issue.

Send ad copy with payment to: Brian Kanaba, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4569 ext. 155 outside Ohio; (216) 891-2665 inside Ohio; FAX (216) 826-2865.

SOFTWARE

TRIMS

Business Management
Software for Landscape
and Lawn Care Contractors

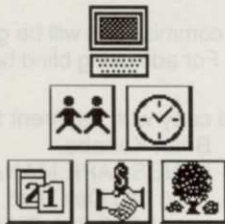
- Customer Billing
- Accounts Receivable / Payable
- Job Cost Analysis
- General Ledger
- Payroll

Call or write for your
free TRIMS Demo Disk:

TRIMS Software Int'l.
6220 E. Thomas Road
Suite 303
Scottsdale, AZ 85251
(800) 733-9710



Building blocks for your company



It takes the right tools to build a successful landscape company: good people, equipment, time and money. It takes a good management software program to pull these tools together to stay successful. SuperScape for Windows and Macintosh--the management tool for building a successful company. Call for more information and a free demo.

SuperScape™

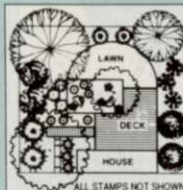
Landscape Management Software

A division of SoftQuest, Inc.

800-299-9991 or 512-452-4500

Circle No. 302 on Reader Inquiry Card

FOR SALE



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 26 PAGE BROCHURE

CA orders add 7.34% tax
AMERICAN STAMP CO.
12290 Rising Rd., Dept. 493
WILSON, CA 95693
VISA MasterCard Phone (916) 687-7102

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. 301 on Reader Inquiry Card

LAWN ASSISTANT

1 # 1



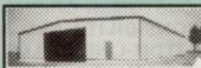
To get a FREE 90 page information booklet on the #1 software for the lawn and tree care industry

Call Toll Free:
1-800-422-7478

Real Green Computers
1970 Winner Street, Walled Lake, MI 48390

Circle No. 300 on Reader Inquiry Card

COMMERCIAL EQUIPMENT



50'x90'x14'
\$13,199

30# SNOW LOAD

BUILD IT YOURSELF AND SAVE MONEY. 5,000 SIZES, ALL STEEL, CALL TODAY FOR BROCHURE AND PRICE QUOTE.

HERITAGE BUILDING SYSTEMS
800-643-5555

SERVICES

- Ignite sales growth
- Boost profits
- Beat the competition

Let us help you make these goals come true.

Call

Wandtke & Associates

800-966-3546

15 years of guiding owners toward the secrets of business success

Landscape Management
Market Showcase

EQUIPMENT FOR SALE

R-E-V-O-L-U-T-I-O-N-A-R-Y

way of anchoring trees safely!

TECHNICALLY ADVANCED SYSTEM

AVOIDS TREE
GIRDLING

SAFEST
SYSTEM MADE

QUICKEST
TO INSTALL

VERY
ECONOMICAL



(800)833-5323

**Tree
Saver™**

Lawson & Lawson, Inc.
P.O. Box 1784
Martinsville, IN 46151

TRUCKCRAFT



PICKUP INSERT DUMPER

For FREE brochure, call toll free 24 hr.

1-800-755-3867

WE SHIP NATIONWIDE

BUSINESS OPPORTUNITIES

LAWNCARE BUSINESSES:

Thinking about selling your Lawncare Business? We'd like to talk about the possibilities. If you are doing business in: Cincinnati, Indianapolis, Columbus, Dayton, Chicago, St. Louis, Atlanta, Cleveland, Detroit or Ft. Wayne, we are interested. All communication is confidential. Reply to LM Box 500, c/o LANDSCAPE MANAGEMENT, 131 W. 1st St., Duluth, MN 55802-2065.

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

➤ **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.

**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.

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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

POSITIONS WANTED

MANAGER WITH DEGREE AND 21 YEARS EXPERIENCE IN LARGE-SCALE COMMERCIAL LANDSCAPE MAINTENANCE SEEKING MANAGEMENT POSITION WITH A LEADER IN THE INDUSTRY. GOOD PEOPLE SKILLS, STRONG W/NUMBERS, CUSTOMER ORIENTED, THRIVES ON RESPONSIBILITY AND A CHALLENGE, GOOD BOTTOM-LINE SKILLS. CONTACT LM BOX 503. 10/93

Hardworking, dependable perfectionist seeking a private 18-36 hole golf course, interested in maintaining USGA standards. 7 years experience as a superintendent with a total of 17 years experience in the golf course industry. Responsibilities include budgeting, irrigation installation, cart path construction, bunker renovation, and all aspects of golf course maintenance. 1983 received B.S. in Agronomy. Please call to discuss qualifications and references in more detail. 1-215-464-0496. 10/93