

# classifieds



When answering ads where box number only is given, please address as follows: Box number, c/o Weeds Trees and Turf, 9800 Detroit Ave., Cleveland, Ohio 44102.

Rates: "Position Wanted" 10¢ per word, minimum \$3.00. All other classifications 20¢ per word, minimum \$4.00. All classified ads must be received by Publisher the 10th of the month preceding publication date and be accompanied by cash or money order covering full payment. Bold-face rule box: \$25.00 per column inch.

## USED EQUIPMENT

**1968 INTERNATIONAL 1500** six man crew Cab, Chip bin, twin cylinder, 14,000# hoist, built in tool boxes, ladder and pruner carriers. Truck is in excellent running condition and has good tires. Price \$3,500.00. Asplundh Brush Chipper with factory rebuilt engine, two sets of knives. This unit is in very good condition. Price \$2,500.00. Funk Bros. Tree Service, Inc., 1260 East Main St., Ashland, Ohio 44805. Office phone 419 324-1549; Home phone Mansfield 419 522-5620.

**SPRAYERS, chippers, log splitters** and other equipment at large savings. Let us know your needs. Equipment Sales Company, 5620 Old Sunrise Highway, Massapequa, New York 11758.

**WANTED—USED BUCKET TRUCK.** At least 45 ft. high. 1965 model up. Will consider bucket rig without truck. Bordelon's Tree Surgery, P.O. Box 770, Pineville, La. 71360. Phone 318 442-3583 or 448-8482.

## HELP WANTED

**WANTED: Top-Notch Tree-Service Salesman.** The man we want has a degree in forestry or equivalent, five years' experience in selling tree work, hiring and managing tree and landscape crews, and is ready to accept responsibility and progress with a dynamic company. If you are the man, you will be well-compensated, with top salary, company car, with bonus and commission geared to performance. And a liberal pension plan. You will be proud to sell our services to homeowners, utilities, municipalities, and industries. We



are one of the nation's top 10 tree care and landscaping businesses, and growing. As we grow, you grow, too. Write us about yourself or send a resume. Your reply will be treated confidentially. Write c/o Box 66, Weeds, Trees and Turf, 9800 Detroit Ave., Cleveland, Ohio 44102.

## SEEDS

**SOD QUALITY MERION SEED** for discriminating growers. Also Fyking, Delta, Park, Newport, Nugget and Pennstar bluegrasses as well as fine fescues. We will custom mix to your specifications. Michigan State Seed Company, Grand Ledge, Michigan 48837.

## EDUCATION — BOOKS

**AUTOMATIC IRRIGATION Correspondence Course** — A complete course on the basics of automatic irrigation. Covers the necessary hydraulics and electricity, pipe, valves, heads, controllers, soils, water requirements, programming, system maintenance and electric trouble shooting. Includes the latest developments in all irrigation equipment. Students include superintendents, landscape contractors, designers, suppliers. Write for free outline and information. Larson Company, P.O. Box 4453, Santa Barbara, California 93103.

## POSITIONS WANTED

**GREENS SUPERINTENDENT, Class A, Member G.C.S.A.A. P.G.A. Class A** desires position. Experienced all departments of golf course operations. Large or small. Best of references. Resume on request. Phone 815 264-3523. B. Riley, Waterman, Ill. 60556.

## Tree Care Business

(from page 9)

trade! What I'm saying is that it is a rare case that anyone will go without food, comfort, or shelter because you didn't give them a break. What I'm going to say now may seem unbelievable to many readers but the old timers know it is true. That is, that even when you give your friend, neighbors, or brother-in-law a rock bottom, no profit price, they usually still think you're getting rich on the job and robbing them blind. The point is, if you can't afford to do the job totally gratis, for absolutely free, then make a profit on it. Your friends or relatives think you're making money on them anyway, they don't know how much tree work costs, so they can't realize the fact that you are doing them a favor. So, unless you can say "I'll do it for nothing," cheerfully, don't do it for nothing and don't do it at cost or for a loss. Remember, if they pay you anything, no matter how little,

## —Advertisers Index—

Ackley Mfg. Company	9
Amchem Products, Inc.	5
Applied Biochemists, Inc.	32
Asplundh Tree Expert Co.	39
Bowie Industries	29
CLM National	24
Diamond Shamrock Co.	25
Dico-Side-O-Matic	31
Ditch Witch Trenchers	21
Dow Chemical Co.	7
E. I. duPont de Nemours & Co., Inc.	2nd cover
Elanco Products Co.	23
Engler Mfg. Corp.	17
Golf Course Builders of America	19
Jacklin Seed Co.	26
Lofts Pedigreed Seed, Inc.	4th Cover
Miller Tilt-Top Trailers	22
Mott Corp.	6
Nursery Specialty Products Co.	36
Omark Industries, Inc.	27
Ousley Sod Co.	15
Roto-Hoe Company	38
Shell Chemical Co.	11
Spraying Systems Co.	39
Stihl American, Inc.	3
Submatic, Inc.	37
U.S. Borax & Chemical Co.	3rd cover

## FOR SALE

**FOR SALE: FAMILY CORP. Agric. Chems. (Pesticides).** Owner wishes to retire. 25 years soil and industry fumigation; aquatic, termite, weed, brush, and general pest control. Equipment, warehouse, colonial home for \$225,000. Near Int. 91 Northern Conn. Box 67, Weeds, Trees and Turf, 9800 Detroit Ave., Cleveland, Ohio 44102.

they will think you have made money and will not consider your work as a favor to them. So it's either a free job or a profit job.

These criteria are not the *only* good rules to be considered by people already in the tree business or new people going into the business. Nor are they necessarily the *best* ones for any one person. However, for the most part, they are generally relevant to anyone in the trade.

### In brief:

1. Be a good businessman first.
2. Build slow and build solid.
3. Don't cut prices to meet competition.
4. Keep your prices consistent.
5. Beware of those "Favor Jobs".



**EPA ADMINISTRATOR WILLIAM RUCKELSHAUS** apparently is getting his new agency underway in a commendable manner. However, he did make two slight mistakes recently. First, he agreed to appear on television with two entertainers who proceeded to distinguish themselves with their less than intelligent appraisals of the pesticide-environment fiasco we live with today. Secondly, in his session with Henry Gibson of Laugh-In notariety and Eddie Albert, he tried to tell Gibson that malathion was pronounced as me-lath-ion, with the emphasis on the me. Albert was quite emotional in his appeal to the EPA administrator to do more to restrict DDT (and other chemicals). Gibson's discussion (and poetry) closely approached the intelligence level of his normal performance on Laugh-In.

\* \* \*

**ORGANIC GARDENING** received a mention in a recent New York Extension Service newsletter. A. Sherf in stating that the old practice of organic gardening is at the forefront of the new ecology movement said that use of "night soil", wood ashes for insects, marigolds for nematodes, etc., leave much to be desired. He then quoted the oft-quoted Earl Butz of Purdue University who once said that "organic farming was practiced successfully 100 years ago in America and might work again if someone could figure out how to feed those millions of Americans who depend on foods made possible by use of pesticides."

\* \* \*

**A CANADIAN IS RECOMMENDING SUCTION CUP SHOES** for football players when they play on artificial turf. Seems that in a study of 228 high school games in the Seattle, Wash., area that there were far more injuries on artificial turf than on natural grass (ain't that revoltin'). Dr. Tome Fried, co-chairman of the Canadian Association of Sport Sciences, said players would do well to ditch cleats and wear suction cup shoes. In the study, wet surfaces of artificial turf produced injuries at a rate of 1.27 for every 1000 minutes of football. Normal grass produced only .78. On dry surfaces, the rate was 1.76 to .97.

\* \* \*

**LOSS JUST REPORTED** is death of the Whittier elm, the 300-year-old tree often described by John

Greenleaf Whitter in his poetry. City officials at Haverhill, Mass., home of the elm, said the tree had suffered from Dutch elm disease for the past 15 years and had become increasingly fragile in recent months.

\* \* \*

**CONSERVATION 70, INC.**, a Florida civic group reports they will ask that state's legislature for a package to set a deadline of mid-'73 for phasing out pesticide use in Florida waters. At the same time, they will sponsor legislation to eliminate noxious aquatic vegetation from all Florida waterways. They plan to seek 2.6 million dollars via gasoline taxes to do the man-sized aquatic weeding job. (Tsk, tsk—and without pesticides).

## Lawn Weed Herbicide Bulletin Is Revised

A bulletin on herbicides used in lawn weed control has been revised by the United States Department of Agriculture. The 24-pager is now available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

In ordering, ask for Home and Garden Bulletin No. 123, "Lawn Weed Control With Herbicides." Cost is 15 cents.

Generally, the publication includes information on herbicides, how to treat weed infestations, preplanting lawn treatments, and precautions in herbicide use.

## What's a Pesticide?

What are pesticides? This term is misused more often than it is used correctly. Speaking before many types of groups very few people can define the word "pesticide" and explain its meaning.

As used today the terms pesticide or pesticide chemicals are the same as an "economic poison" as defined under the

USDA Federal Insecticide Fungicide and Rodenticide Act (FIFRA).

Pesticides, therefore, are defined as any substance or mixture of substances intended to prevent, destroy, repel or mitigate any insects, rodents, nematodes, fungi, weeds, or other pests. It also includes substances intended for use as a plant regulator, defoliant or desiccant.

### CHEMICAL

1. Insecticides
2. Invertebrate animal poisons and repellents (animals without backbones)
3. Rodenticides
4. Fungicides
5. Nematocides
6. Growth regulators
7. Herbicides
8. Defoliants
9. Desiccants
10. Fumigants

### For the Control of:

insects (beetles, caterpillars, bees, flies, cockroaches, spiders, mites, ticks, etc., etc.). Broadly used insecticides also include: miticides, insect repellents, insect attractants, activators and mothproofers.

1. substances used for jellyfish control
2. shipworms attacking docks
3. barnacles and mollusks on piers and ship bottoms
4. snail and slug control
5. etc.

rats, mice, moles, skunks, fish, bird and snake poisons and/or repellents. Fish poisons are commonly used in management operations, skunk poisons or repellents and controlling sea lamprey.

mildews, molds, slime, etc.

eelworms, etc.

fruit set, speed up or reducing plant growth (not to include fertilizers).

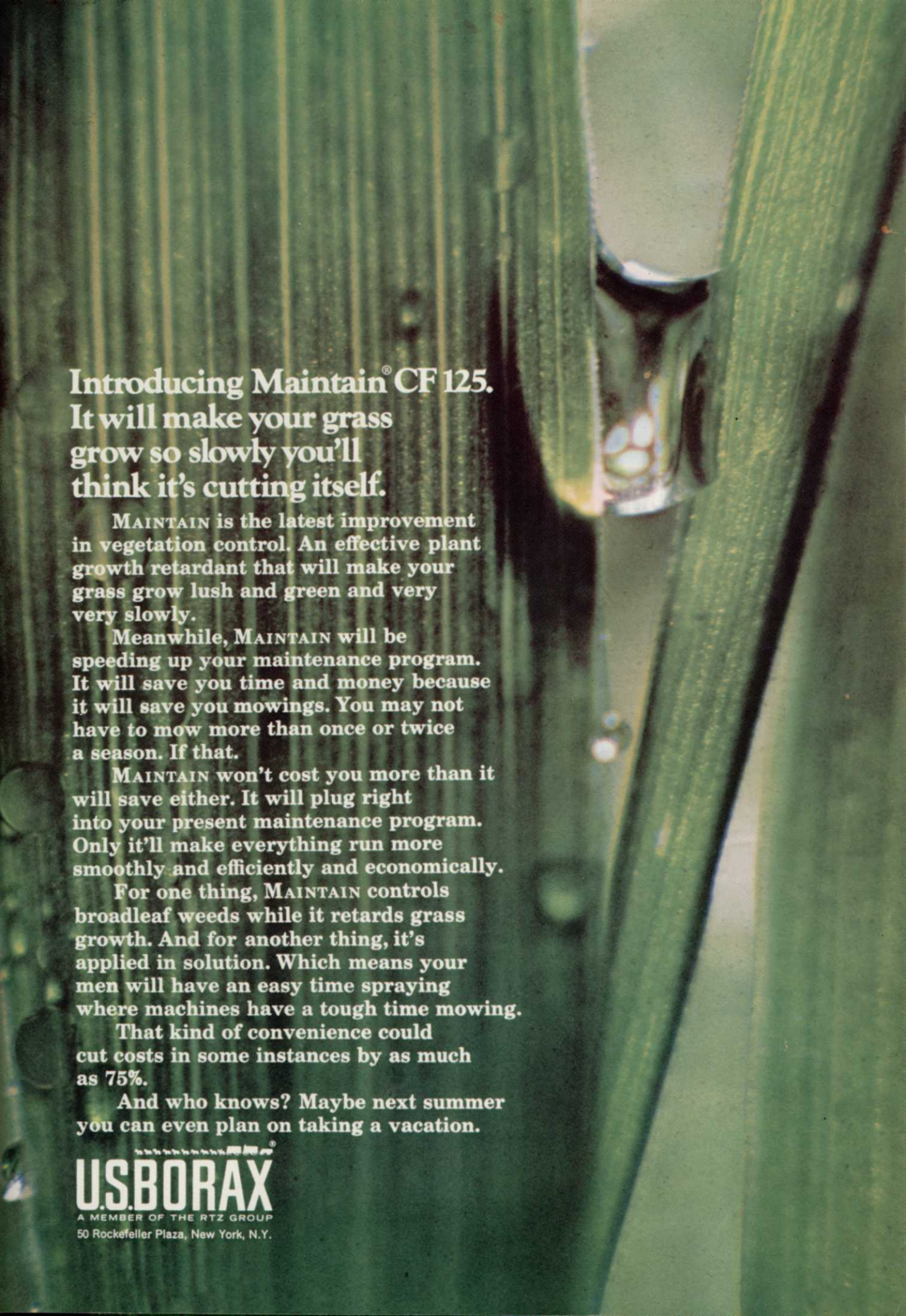
weed killers

leaf drop materials

artificial drying agents

vapor producing (mothballs, etc.)





**Introducing Maintain<sup>®</sup> CF 125.**  
**It will make your grass**  
**grow so slowly you'll**  
**think it's cutting itself.**

**MAINTAIN** is the latest improvement in vegetation control. An effective plant growth retardant that will make your grass grow lush and green and very very slowly.

Meanwhile, **MAINTAIN** will be speeding up your maintenance program. It will save you time and money because it will save you mowings. You may not have to mow more than once or twice a season. If that.

**MAINTAIN** won't cost you more than it will save either. It will plug right into your present maintenance program. Only it'll make everything run more smoothly and efficiently and economically.

For one thing, **MAINTAIN** controls broadleaf weeds while it retards grass growth. And for another thing, it's applied in solution. Which means your men will have an easy time spraying where machines have a tough time mowing.

That kind of convenience could cut costs in some instances by as much as 75%.

And who knows? Maybe next summer you can even plan on taking a vacation.

**USBORAX**  
A MEMBER OF THE RTZ GROUP  
50 Rockefeller Plaza, New York, N.Y.