

LANDSCAPE BUYER/NURSERY MANAGER—Large growth oriented landscape contracting firm in Washington DC/Baltimore area seeking ambitious, experienced person with Horticultural Degree, purchasing experience and familiarity with wholesale nurseries. Responsibilities include locating and buying materials, nursery management, inventory control, promotion of company image. Full benefits package. Please send resume to WTT Box 357. EOE. 4/85

SALES MANAGER—Progressive landscape contracting firm seeks sales manager to coordinate its sales & marketing staff in the Dallas-Ft. Worth area. Experience in managing people a must. Knowledge of the landscaping industry beneficial, but not absolutely necessary. Compensation commensurate with management background. Automobile and other benefits included. Interested persons should send a resume and letter of introduction to: WTT Box 361. 4/85

LANDSCAPE MAINTENANCE DEPARTMENT MANAGER—Established quality oriented Detroit landscape firm seeks bright, aggressive person to oversee expanding landscape maintenance division. Responsibilities include business development, account, and general department administration. Must have industry related experience to qualify. Advancement opportunity and excellent company benefits. Please send resume to: Wm. Reinhold Landscape, 23216 Telegraph Rd., Flat Rock, MI. 48134. ATTN: Melanie Reinhold Sawka. 4/85

CITY ARBORIST—City of Lincoln, Nebraska (population 181,700) Parks & Recreation Department seeks city arborist to perform professional forestry work in directing programs in the care and maintenance of trees. Responsible for the forestry section long and short term goals, budget, city ordinances, inventory and supervising staff. Graduation from an accredited four year college or university with major course work in horticulture, forestry, arboriculture or related field and considerable professional experience in a supervisory capacity in an urban forestry situation desirable. Valid Nebraska drivers license. Possession of a Nebraska certified pesticide applicator license and a 1st class arborist license or ability to obtain within first six months of employment. Must complete a supplemental questionnaire. Annual salary: \$21,290—\$27,171. Submit application/resume postmarked by Friday, April 26, 1985 to: City/County Personnel Department, 555 South 10th Street, Lincoln, NE 68508. EOE/AA/MSH. 4/85

Landscape Design and Sales—With well established landscape design/installation firm in a rapidly growing Georgia. Applicant must be self-started, highly motivated, and quality oriented. Experience in design, sales and supervision mandatory. Individual should be interested in long term future with an ownership interest in our business. Excellent pay, bonus plan, vacation, health insurance. Inquiries will be held in the strictest confidence. Please send resume and references: M.M. Glenn, G.L.I., P.O. 5014, Athens, GA 30604. 5/85

HORTICULTURE EXTENSION AGENT—Develop and implement training programs for landscape gardeners, interior and exterior landscape contractors, golf course and cemetery superintendents in 5 boros of New York City. Requirements: B.S. or M.S. in Horticulture plus 3-5 years work experience related to horticulture business. Salary negotiable. Send inquiries by April 1 to: F. Fladd, Staff Development, 31 Roberts Hall, Cornell University, Ithaca, NY 14853. 4/85

Landscape maintenance company seeks certified Chemical Applicator to organize and run our spray program. Experience a must. Salary negotiable. Send resume to Bill James, The Ground Crew, Inc., 3008 Pleasant Valley; Arlington, Texas 76015 or call (817) 467-5888. 4/85

Position available 4-1-85. Looking for person with a strong horticultural background to do commercial spraying. Could be part time or preferable full time by expanding into general landscape work. Prior experience desired, state certification mandatory. Send resume to Dennis Anderson & Wife, P.O. Box 702, Barrington, IL. 60010 4/85

JBK Landscape, Inc. offers a rare opportunity to the right individual—Landscape Maintenance Operations and Sales Manager. The position is for someone who is capable of coordinating 30+ clients; financial and job-cost reporting; new sales, hiring personnel, etc. Bachelors Degree required. Must have three to five years maintenance experience or upper management business experience in another industry. Must have excellent references. Send resume in confidence with salary requirements to JBK Landscape, Inc., 1250 S. Chambers Road, Aurora, CO, 80017. EOE by choice. 5/85

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WANTED

Wanted to buy **HYDRO SEEDER**. Please send photo. Johnson Hydro Seeding Corp., 13751 Travilah Road, Rockville, MD 20850, 301/340-0805. TF

WANTED: Above average sales reps for nationwide expansion of, top of its class, ground cleaning and seeded prep line of equipment. Wide market application—landscaping, athletic fields, beaches, farm, race tracks, etc. Good commissions and good leads to bondable hustlers. Send completed resume to Box 1487, Jamestown, North Dakota 58401. 5/85

WANTED: Large Lindig and Royer Shredders. Lewis Equipment, 320 Third Street S.W., Winter Haven, FL 33880. (813)294-5893. 9/85

POSITION WANTED

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MISCELLANEOUS

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LETTERS

More on sludge

In the article on sludge, (WT&T, Feb. 1985), it is interesting to notice that the original work for the Milwaukee Sewerage Commission by Dr. Knorr seems to have been completely overlooked!

Our company had the contract to remove sewage sludge for the City of Tampa. We did a lot of experimental work in the handling and use of "Sunset Sludge." Its primary use was as a topdressing for lawns. After two or three dressings, we found we were not having the usual calls for chinch bug sprays.

Calls to the University of Florida turf people referred us to the original research of Dr. Knorr. It seems the level of sulphur is quite high in sludge as it is taken up by grasses. This imparts a bitter taste which bugs don't like.

We had a pasture on which we conducted experiments to prove this.

Using several increasing amounts of sludge and nitrogen sources, the grass was allowed to grow. We then let the cattle and horses in.

Grass with the nitrogen application was eaten first, then minimum of sludge, reluctantly the increased amounts of treated grass were eaten. But as soon as the nitrogen-treated grass regenerated, they began eating it again. This was readily visible for several years. The horses used this area for a toilet and refused to eat. We had to mow and clean up the area that had the higher doses of sludge!

No one seems interested in what we found out in the original research. For some reason they prefer to walk the same (old) trail. We had many experiences with sludge in the years we sold and used it.

Robert L. Perry
Sunset Nursery Inc.,
Tampa, FL



APRIL 26, 1985

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Circle No. 102 on Reader Inquiry Card

Safer than table salt doesn't work anymore

It's true. Many of our pesticides are less toxic than table salt. But, like the DDT cocktail swallowed by scientists in safety demonstrations across the country, these declarations of safety aren't enough to counteract the intense pressure being placed upon pesticide users today.

Only the user really determines the fate of a pesticide. The safest, most effective chemical can be struck down by the anti-pesticide lobby when major misuse is uncovered and broadcast to a distrustful nation.

We can beat our heads bloody fighting each government agency, one at a time, proving to each that pesticides are a worthwhile risk considering the benefit.

The BIG GOAL should be to regain the trust of our customers and the public in general. This will take a major effort by both manufacturers and users, an effort equal to or greater than the legal defense of pesticides in federal, state and local courts.

We need an offense as well as a defense. We should be extremely responsive to customer concerns. We should work with those proposing legislation in the areas of prenotification, licensing, and waste disposal. We can be a step ahead of anti-pesticides rather than spending all our efforts fighting each skirmish they create.

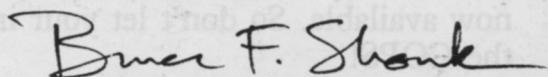
The industry can't merely declare itself innocent and sue everyone who says otherwise. It has to recognize public concerns and work with the public to reach compromises BEFORE legislation reaches the voting stage.

The only way this can happen is a massive, unified effort between users and manufacturers to establish listening posts in every city and suburb in the U.S. This can only work if we act as a group and not as factions. Associations should join together to represent all users, not just their own. And, users should not assume association staffs can do all the work.

The structure for this listening post system has already been established. If you combined the listening system of the Professional Lawn Care Association of America and the government expertise of the American Association of Nurserymen and the National Arborist Association, you have a foundation for a major project to restore public trust.

Assuming users and manufacturers dedicate themselves to such an effort, success will still depend upon a responsive, concerned posture rather than a totally defensive one.

Safer than table salt just doesn't work anymore.



by Bruce F. Shank, executive editor

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