

**FOR SALE**—Spray truck 1980 1200 Gallon Lawn spray tank, PTO driven Bean Pump with 2 hose reels and mechanical agitation on 1976 Ford F600. Good condition - \$6500. Pittsburgh, PA 412-366-2452. 4/86

**CENTRAL VERMONT LANDSCAPING BUSINESS:** Very profitable, 1985 sales \$205,000. Includes 10 room New England home and 48 acres of land. Contact Don Merkle, Country Business, Inc., 105 Center St., Rutland, VT 05701. (802) 775-1985. 4/86

FMC tree sprayer, skid mounted 300 gallon fibre glass tank, 20 gallon bean pump, electric start Kohler, Hannay Reel. Excellent Condition. \$3000.00. Call (203) 723-0940. 4/86

**ATTENTION GOLF COURSE SUPERINTENDENTS:** Great Meyer Zoysia for your Fairways and Tees. Guaranteed Bermuda free. Beauty Lawn Zoysia (Cincinnati) 1-513-424-2052. 1/87

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**BROUWER**—7 Gang PTO mower and new parts. Low use, good condition. \$5,500. **FOLEY**—388 real sharpener, like new. \$1,500. (405) 771-5122. P.O. Box 424, Spencer, OK 73084. 4/86

1977 Skyworker 1045A mounted on 1977 Ford F600 complete with chip and tool boxes, cab protector \$21,000.00. 1000 gallon FMC tree sprayer, newly epoxy steel tank, V65 Wisconsin engine used only 2 seasons, Hannay hose reel and motor mounted, reconditioned, ready to spray \$9,000.00. Toledo, Ohio, (419) 865-7071. 4/86

**BOSTON BASED TREE AND LANDSCAPE** firm for sale. Established in 1981. Excellent reputation with commercial as well as residential clientele. Equipment includes well maintained Dump trucks, 50 ft. Skyworker, Mitts and Merrill chipper, Monroe front end loader, Stump grinder, Chain saws, and other misc. equipment. Property also included. Present owner is relocating to southern region to join family business. Call: 617-524-8119. 4/86

Three 1984 Ford F350 Diesel Lawn Spray Trucks with V8, 6.9. Equipped with 600 gallon tank. 36" Hannay reel with 500' xylene hose. Hypro D50 pump. PTO driven. In Ohio phone 1-614-382-5701. Out of State phone 1-800-848-8281. 4/86

**HI-RANGERS AERIAL BASKETS** 65', 57', and 53'. Skyworkers aerial baskets 65', 50', 40'. Vermeer stump cutter 1560.6. Vermeer tree spade 66, TS 44. Asplundh bucket and brush chippers, Bean sprayer, 9 ton trailer. Parkway Tree Service, 12026 W. Cherry, Wauwatosa, Wisc. 53226. (414) 257-1555. TF

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**NEW and USED EQUIPMENT**— Asplundh, Hi Ranger and Lift-all forestry bucket trucks, Chipmore wood chippers. Mirk, Inc., (216) 669-3567. (216) 669-3562, 7629 Chippewa Road, Orrville, Ohio 44667. TF

**BOWIE HYDRO-MULCHERS AND STRAW BLOWERS.** New and used. Landscape Supply, Ltd., P.O. Box 22092, Greensboro, NC 27420. (919) 292-2922. 5/86

## HELP WANTED

Supervisors (project foremen) join a nationally acclaimed firm looking to expand into its second generation Long Island area supports a high budget landscape industry. Year round employment, company benefits and continuing education available. Experienced and aggressive people send resume to: **GOLDBERG & RODLER, INC.**, 216 East Main Street, Huntington, New York 11743 4/86

**HORTICULTURIST:** Responsible for maintenance of landscape at 41 park sites. Demonstrated experience in horticultural operations desired. BS or BA degree in Horticulture preferred. AA or AS degree will be considered. Competitive salary plus fringe benefits. Contact: Tom Lippert, Skokie Park District, 4400 Grove, Skokie, IL 60067. 5/86

**Help Wanted:** Landscape Salesman/Estimator: Residential and Commercial, Designing and Estimating. Benefits and Commission with Established Firm. Send Resume to: P.O. Box 314, Walled Lake, MI., 48088. 4/86

**GREENS-TURF MANAGER** Ohio Golf Course seeking an experienced, motivated, personable self starter, with a thorough knowledge of turf grass maintenance, fertilization, pest control and mechanically inclined. Excellent compensation package offered. Send resume to WTT Box 382. 4/86

**LANDSCAPE MAINTENANCE FOREMAN** to do quality commercial/residential maintenance. Leadership qualities and working knowledge of turf and ornamentals needed to qualify. Excellent salary plus benefits. Send resume and salary requirements to: RJ Sunday Landscaping Inc., 4311 Church Road, Mitchellville, Maryland 20715 (301) 262-2563 4/86

**Landscape Construction Foreman:** Degree, experience and working knowledge of commercial landscaping to \$1½ million range required. Knowledge of equipment, turf, plants, chemicals, and irrigation imperative. Send resume and salary requirements or apply in person at Oregon Landscape Maintenance, 16075 S.W. Upper Boones Ferry Rd, Tigard, OR. 97224. 6/86

**LANDSCAPE TURF & ORNAMENTAL SPECIALIST**—Great opportunity with rapidly expanding firm on Long Island, New York. Must have landscape experience and technical knowledge in order to qualify. (Formal education a plus.) New York state pesticide applicators license necessary within one season. Send resume describing pertinent experience and salary requirements to: Dodds & Eder, 39 W. Main Street, Oyster Bay, NY 11771. 4/86

## HELP WANTED LANDSCAPE SALES/DESIGN

One year old exterior landscape division of a well-established, successful interior plantscape corporation based in the suburbs of Columbus, Ohio is looking for an aggressive, results-oriented individual with 3 to 5 years successful experience in commercial/residential landscape sales/design. Knowledge of Central Ohio plant material a must. Experience in installation and plant buying a plus, but not a prerequisite. Applicants must possess the drive to be successful and be willing to work for it. The individual selected will work closely with the corporation President and will play a key role in the division's growth and development. The position's career potential is unlimited.

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**TREE AND LANDSCAPE COMPANY SEEK KNOWLEDGEABLE AGGRESSIVE INDIVIDUALS WITH EXPERIENCE IN ALL ASPECTS OF LANDSCAPE CONSTRUCTION ALSO NEED CLIMBERS FAMILIAR WITH PRUNING AND REMOVAL TECHNIQUES, PLANT IDENTIFICATION SKILLS A MUST. ENTRY LEVEL POSITION WITH RAPID ADVANCEMENT POSSIBLE. MUST HAVE TWO YEARS EXPERIENCE. SEND RESUME TO CHAS. F. IRISH CO., 24900 GROESBECK, WARREN, MI 48089. 5/86**

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The City of Allentown, Pennsylvania, is soliciting proposals for the management, operations and maintenance of its 18 hole Municipal Golf Course. Information pertaining to rounds of golf, fee structure, etc., may be obtained by contacting Donald R. Marushak, Park Superintendent, 2700 Parkway Blvd., Allentown, Pa. 18104, 215/437-7628. 4/86

**LANDSCAPE MAINTENANCE FIELD SUPERVISOR**—Great opportunity available with large, quickly expanding firm in Dallas area. Must have landscape experience and technical knowledge in order to qualify. Excellent salary plus benefits and bonus incentive programs. Send resume describing pertinent experience and salary requirements in care of WTT Box 353. 4/86

Tree and Shrub Care. America's fastest growing tree and shrub company seeking experienced, aggressive Horticulturist's for existing and expansion markets. Experience, degree and motivation key ingredients. Tremendous advance opportunities. Excellent salary, benefits. All inquiries will be strictly confidential. Send resume, salary history to: William Scott Carr, Tru Green Tree and Shrub Care, 8324 Shaver Road, Kalamazoo, MI 49002. Expand your potential with an industry leader. 4/86

Management Trainee - ServiceMaster LawnCare - We are a multinational service company looking for people to train for management positions in our rapidly expanding franchise operation. We need people with good communication skills, customer service orientation, and willingness to relocate. We offer compensation based on ability and productivity, complete benefit package, and the opportunity to grow with the number one service company of the Fortune 500. Please respond with resume, salary history and requirements to: ServiceMaster Industries, LawnCare Division, 2300 Warrenville Road, Downers Grove, IL 60515. T/F

**HELP WANTED**— A diversified growing landscape company in the Northeast is looking for experienced people for Landscape Design, Construction and Maintenance as Supervisors and Managers. Salary to be determined by experience. Send Resume including work and salary history to: Control Env. Services, Inc., 333 Meadowland Pky., Secaucus, NJ 07094, Attn: J.R.B 4/86

**GROUNDS MAINTENANCE FOREMAN/SUPERVISOR**—Horticulture Degree preferred with supervisory experience. Ground floor opportunity for an ambitious person to join our rapidly growing Johnson County company. Great potential if you are concerned about quality work and motivating people. Contact: Reg Robertson, Custom Lawn & Landscape, 300B Winchester, Olathe, KS 66062. 913-782-8315. 5/86

### DESIGNERS/FOREMEN

Office Management Personnel needed.  
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Send Resume to:  
**Dennis Anderson & Wife, Inc.**  
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Barrington, IL 60010 4/86

**INDUSTRIAL HERBICIDE APPLICATOR** - Job openings for quality herbicide applicators (Southeast, Northeast). Must be motivated and be willing to travel. Mechanical ability desirable. Send resume or call Weeds, Inc., 520 W. Cobbs Creek Parkway, Yeadon PA 19050, (215) 727-5539. 4/86

**LANDSCAPE MAINTENANCE AND CONSTRUCTION FOREMEN:** Suburban Cleveland firm is seeking experienced individuals who can work together with other people. Must be hard working, organized and capable of directing a project from beginning to end. You will report directly to the President. Salary commensurate with experience. Send resume to: P.O. Box 391002, Solon, OH 44139. 6/86

**WANTED** Tree Climber/Trimmers/Foreman—Experienced Only. High pay, Co. benefits. Send Resume to: Fairfax Tree Service, Inc., 3746 Chain Bridge Road, Fairfax, VA 22030 or Call 703-273-7668. 4/86

**SOD FARM MANAGER:** 500 acre Chicago-area operation seeks qualified manager. Involves production, irrigation, and harvesting. Excellent salary and benefits. Send resume to WTT Box 354. 4/86

### USED EQUIPMENT

**TURF EQUIPMENT:** 1 Howard HP-180, 3 Howard 727's, 3 Toro 72's, 1 Jacobson 5-gang frame and 6 reels, Thatchers, Edgers, Weeders, Reel Mowers and much more. Irvine, CA (714) 857-6408. 5/86

**TREE TRIMMING EQUIPMENT**—Aerial basket trucks with chip boxes and chippers (1970-1975). Priced to sell—offers accepted. Call (218) 724-7622, or write ATS, P.O. Box 3280, Duluth, MN 55803. TF

**BUCKET TRUCKS**, straight stick, corner mount and knuckle boom cranes. Sprayers, chippers, dumps, stakes, log loaders, crew cab chip box dumps, railroad trucks. 50 in stock. Sold as is or reconditioned. Opdyke's, Hatfield (Philadelphia area). 215-721-4444. TF

### WANTED TO BUY

Wanted—Brouwer Harvester 18", forklift (spyder type), tandem axle truck and trailer. Send photo and description. Schulz Sod Farms, 1833-33 St., N.W., Rochester, MN 55901. 4/86

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

**WANTED—SPYDER, HITCHHICKER OR EQUIVALENT FORKLIFT.** 216-494-2404 AFTER 6:00 P.M. 4/86

**WANT TO BUY—John Deere 397 center-mounted rotary mower.** 1697 Lundeck Road, Chillicothe, OH 45601. (614) 663-2318 or (614) 663-5845. 4/86

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

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Circle No. 120 on Reader Inquiry Card



NO.	ADVERTISER	PAGE
	The Andersons (regional)	26-27
102	Agro-Chem, Inc.	76
103	Barebo, Inc.	10
104	Brouwer Turf Equip. Limited	67
167	Brown Mfg.	99
221	Chevron Chem. Co.	97
222	Ciba-Geigy Corp.	34-35
107	Ciba-Geigy Corp.	58-59
164	Club Car, Inc.	32
108	Cushman Turf	CV3
109	Cushman Frontline	77
110	John Deere & Company	29
111	Dow Agricultural Co.	CV2-p.1
112	Dupont Agricultural Products	71
113	Elanco Products/Treflan	2
114	Elanco Products/Fusarium	23-24
115	Elanco Products/Surflan	31
116	Elanco Products/Rubigan	79
122	Elanco Product/Rubigan	79
117	E-Z-Go/Textron	33
118	Finn Corporation	42
119	Ford Tractors	64-65
153	Goossen Industries	106
121	Hannay Reels	20
275	Howard Price Turf Equip.	57
123	Hunter Industries	107
124	Hunter Industries	109
218	Jacobsen/Div. of Textron	80-81
171	Kem Enterprises	113
231	Kincaid Enterprises	37
127	Lawnlife-by Camsco Foundry, Inc.	108
128	Lesco, Inc.	5
229	Lofts, Inc.	CV4
130	Milwaukee Metro Sewerage	15
	Mobay Chemical/Nemacur	93
132	Mobay Chemical/Oftanol	74
133	Mobay Chemical/Oftanol	74
134	Mobay Chemical/Dyrene	55
135	Mobay Chemical/Bayleton	38-39
136	Mobay Chemical/Bayleton	85
137	Monsanto Agri. Products	46-47
	Moyer & Son, Inc. (regional)	105
140	Nor-Am Chemical Co.	88-89
138	Northrup King Co.	19
141	Olathe Mfg., Inc.	106
142	Olathe Mfg., Inc.	111
143	O.M. Scott & Sons	11
144	Phillips Fibers Corp.	91
145	PBI/Gordon Corp.	68-69
146	RainBird Corp.	21
147	Ransomes, Inc.	45
148	Reinco	62
149	Rhone-Poulenc, Inc.	43
150	Rhone-Poulenc, Inc.	61
151	Rhone-Poulenc, Inc.	83
152	SDS Biotech/Agchem.	72-73
120	Soil Seal Corp.	112
165	Solo, Inc.	99
154	Stauffer Chemical Co.	41
156	Tee-2-Green Corp.	87
155	Tennant Co.	62
217	Toro Company	6-7
158	Toro Company/Trimmers	16-17
159	Toro Company/Irrigation	63
160	Turf Vac Corp.	108
161	Union Carbide Agri. Co.	52-53
162	Union Carbide Agri. Co.	94-95
163	Warren's Products Div.	51
166	Zoecon/Mavrick-Pentac	49



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## The right stuff

"Advice is only as good as its source," says William Bengeyfield of the USGA Green Section. "In this technical age, two heads are better than one." He refers, of course, to the services offered by his group. But he could just as well be referring to the general dissemination of knowledge within the entire green industry.



Once upon a time, landscape managers could keep clients happy enough simply by demonstrating a general knowledge of living things and having a sixth sense.

But the industry has evolved long past that stage. Nowadays, landscape managers have to be well educated in the classroom and well trained in the field to survive in this very competitive marketplace.

Indeed, Dr. Fred Grau of the Musser International Turfgrass Foundation took a few moments recently to marvel at the industry's increasing sophistication. "I can't get over the facilities you have to create beautiful, safe turf today," he said during a session at the GCSAA convention. "The equipment and chemicals are so much improved over the equipment and chemicals of 10 and 20 years ago."

It is up to the individual landscape manager to keep abreast of the times, and the ones who do so will be those who prosper.

Bengeyfield tells a parable about a broken machine.

The machine's owner called on a consultant to fix the unit. The consultant removed his trusty hammer, gave the machine a whack and—lo and behold—it started up with no problem. The consultant then told the owner that his fee was \$1,000. The owner, reluctant to pay such an exorbitant price, said that he could've hit the machine just as easily himself.

"I charge \$100 for hitting the machine," replied the consultant. "The other \$900 is my fee for knowing *where* to hit it."

Okay, so maybe you're not in the consulting business. But such is the value of education and training. The astute turfgrass and landscape manager would thus be advised to heed the moral of Mr. Bengeyfield's story.

**Jerry Roche**, editor

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