

59th International Golf Course Conference & Show



HOUSTON

G C S A A

February 1-8, 1988

George R. Brown Convention Center, Houston, Texas

◆ 30 Seminars ◆ Golf Championships ◆ Trade Show ◆ Annual Meeting

For Conference, Seminar or Exhibitor Information:

1-800/GSA-SUPT or 913/841-2240



Golf Course Superintendents Association of America

1617 St. Andrews Drive
Lawrence, KS 66046-9990

RATES: \$1.10 per word (minimum charge, \$25). Bold face words or words in all capital letters charged at \$1.35 per word. Boxed or display ads: \$90 per column inch-1x (one inch minimum); \$85-3x; \$80-6x; \$75-9x; \$70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$10 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9200.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 1 East First St., Duluth, MN 55802. Please include box number in address.

BUSINESS OPPORTUNITIES

Golf Course Maintenance Equipment: The City of Industry, California will receive sealed bids for miscellaneous golf course maintenance equipment no later than Thursday, January 14, 1988, at 11:00 a.m., PDT. For specifications and information, please call 818-333-2211 or write to: Civic-Recreational-Industrial Authority, 15651 E. Stafford St., City of Industry, CA 91744. If sealed bids are to be mailed they must be mailed to the City Administrative Office, P.O. Box 3366, City of Industry, CA 91744. It is the responsibility of the bidder to be sure sealed bids are in the possession of the city clerk, City of Industry, prior to the date and time indicated. 12/87

Tree Service for sale - well established good clientele, \$250K+ annual gross income (40% spraying - 60% tree work). Located prime North Shore Community "Goldcoast"-Western Suffolk L.I., N.Y. Price \$60,000 plus any trucks and equipment. Terms available. Respond (516) 696-1021. 12/87

WANT TO BUY OR SELL a golf course? Exclusively golf course transactions and appraisals. Ask for our catalog. McKay Golf and Country Club Properties, 15485 N. East Street, Lansing, Michigan 48906. Phone (517) 484-7726. TF

Tired of working 12 hours a day for someone else's bottom line? Be your own boss! Earn your own profits! For as little as \$6800 down you can join the LawnCare professionals at ServiceMaster. Call (312) 964-1300 ext. 2242 to receive information on how to get started. 12/87

PALM BEACH FLORIDA - Landscape Maintenance Company. All or part, commercial and residential. Established 1980. Fastest growing county in Florida. Year round income. Training Financing (305) 627-8141. 12/87

LEARN Professional Landscaping and Gardening at home. Accredited program provides thorough training in all phases of commercial and residential landscaping. Certificate awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. A-290, 2251 Barry Avenue, Los Angeles, California 90064. 2/88

EDUCATIONAL OPPORTUNITIES

MOVE UP IN THE GREEN INDUSTRY. 2 year AAS Degree program in Golf Course Superintending, Irrigation Management, Landscape Contracting and Park Supervision. 1 year Technicians Certificate Program also available. Fully accredited, V.A. approved, excellent learning facilities, equipment, and faculty. Graduate job placement assistance available. For information contact: Golf Course Operations/Landscape Technology Department, Western Texas College, Snyder, TX 79549. 1/88

HELP WANTED

HELP WANTED - PESTICIDE APPLICATOR: Position for trained, educated and experienced Turf and Ornamental Applicator to work with a grounds care corporation. The general scope of the work will include diagnosis and control of insects and disease on bluegrass and ornamental shrubs. We offer excellent benefits and the opportunity to work with imminent professionals. Send resume and salary history. **CARMINE LABRIOLA, INC.,** Providing Horticultural Services to Corporate Landscapes, 200 JOHNSON ROAD, SCARSDALE, NEW YORK 10583. 12/87

Gazebo Dealers Wanted. Huge profits selling pre-assembled gazebo kits. Different sizes and styles available. High quality kits manufactured in Michigan. Shutt Construction Co., P.O. Box 397, Williamston, Michigan. Phone (517) 655-1915. 4/88

LANDSCAPE CONSTRUCTION SUPERVISOR - Experienced individual needed to oversee several landscape crews on commercial and residential sites. Work involves coordination of foreman, laborers and equipment. This is a permanent salaried position. We are located in Hempstead, Long Island and are one of the largest landscape contractors in the metropolitan area. Send resume to Harder Landscape Contractors, Inc., 63 Jerusalem Avenue, Hempstead, NY 11551. 1/88

The City of Savannah, Georgia is seeking a **TURF AND PARKS MAINTENANCE SUPERINTENDENT/HORTICULTURIST.** \$22,339-\$29,937 ann. Bachelor's Degree in Horticulture and one year experience in parks maintenance supervision. Possession of or ability to obtain pesticide operators license. Valid drivers license and transcripts required. Open until filled. Apply to City of Savannah Personnel Office, 10 E. Bay Street, Savannah, GA 31401. An EQUAL OPPORTUNITY EMPLOYER. 12/87

PROFESSIONALS:

Foreman And Asst. Foreman

Grow with an exciting, innovative and expanding firm. We're ranked in the "top 50" in America. Come talk to us and build a rewarding career with New England's best. We are searching for experts in site layout, planting, sodding, tie work, brick/bluestone paving and irrigation. Strong customer relations a plus. We offer great benefits, vacation, incentive and division administrative potential for the management oriented. Forward your resume with salary history to:

Green Carpet Landscaping
161 Washington St.
Worcester, MA 01610
or call
617-791-3704

LANDSCAPE MAINTENANCE SALES: Top Quality Florida Maintenance contractor has an opening for a highly professional experienced salesperson. Strong horticultural background and maintenance experience a must. Must possess the ability to deal with large properties and sophisticated clients. Tremendous opportunity for self starting individual to expand with a growing firm. Call Mr. Singh (305)831-8101. 12/87

ESTIMATOR SALESPERSON: A diversified, growing, suburban Cleveland landscape firm has an opening for a landscape Estimator/Salesperson for commercial projects. Applicants must have experience in commercial landscape contracting and a college degree in a related field, ability to deal with landscape architects and general contractors needed. We are looking for a highly motivated individual with a proven record to help us grow. If you are qualified for this career opportunity, please send resume, work and salary history to Chagrin Valley Landscaping, P.O. Box 391002, Solon, OH 44139. 12/87

LANDSCAPE DESIGNER SALESMAN—Established residential and smaller commercial design/build landscape construction firm, serving southeast Wisconsin and Northern Illinois. Excellent opportunity for aggressive, motivated individual to handle design, sales and some installation supervision. Prior experience preferred. Send resume and salary requirements to The Pines, Inc., 5309 75th St., Kenosha, WI 53142, Attention Leo J. Schuch. 12/87

LANDSCAPE MAINTENANCE SUPERVISOR: Expanding landscape management firm seeking individual with supervisory ability and a minimum of two years experience in maintenance and/or installation. An agricultural related background or degree would be beneficial. Send resume with salary requirements to: Maintain Inc., 16008 Boss Gaston, Richmond, TX 77469, Attn: Branch Manager. 12/87

Landscape Architects/Supervisors (project foremen) to 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. 12/87

SALES MANAGER/SALES REPRESENTATIVE: Outstanding opportunity to join and grow with Westchester's fastest growing Tree Care Company. All benefits. Send resume to Ms. Michele Gerards. Sav-A-Tree of Westchester, Inc., P.O. Box 527, Armonk, NY 10504-0527. 12/87

WANTED—Experienced, hands on, working superintendent for growing irrigation construction firm in Mid-Atlantic state. Must have working knowledge of commercial and residential irrigation construction as well as supervisory and management skills. Ground floor opportunity for energetic, enthusiastic individual. Send Resume to: **DUNCAN IRRIGATION, INC., P.O. BOX 6842, CHARLOTTESVILLE, VA 22906.** 1/88

Established Central Florida landscape contractor has an opening for a highly qualified operations manager for its maintenance division. Ability to schedule, organize and manage people in a rapidly growing organization. Heavy field experience and a commitment to quality work required. Opportunity for an aggressive person to be a key member of a top-notch team. Excellent salary and benefits. Call Mr. Singh (305) 831-8101. 12/87

MANAGEMENT TRAINEE ServiceMaster LawnCare

We are a multi-national 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
Downer's Grove, IL 60515.

HELP WANTED

Site Superintendent



Must have 5 years experience in major commercial landscape construction projects and a thorough knowledge of building construction.

Send resume to:

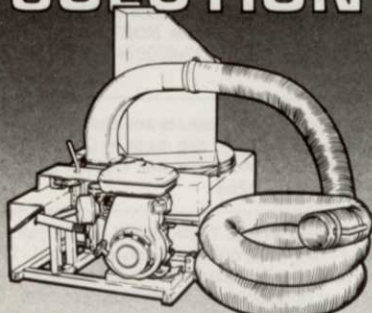
Mr. R. Scofield
Environmental Industries
Department 200
24121 Ventura Boulevard
Calabasas, CA 91802

an equal opportunity employer
by choice

HELP WANTED - Person to work on growing tree farm. Must have complete knowledge of growing, digging, and marketing trees. Only those willing to work need apply. Cranmer Grass Farms, Inc., 2501 N. Maize Road, Wichita, KS 67205. 1/88

LANDSCAPE INSTALLATION SPECIALIST - Supervisor for well established landscape company. Must be able to read and carry out a set of landscape plans. Must be willing to work. Cranmer Grass Farms, Inc., 2501 N. Maize Road, Wichita, KS 67205. 1/88

THE MULCHING SOLUTION



Goossen Bale Chopper

In the field since 1982, the Goossen Bale Chopper is a proven landscaping machine. One or two operators lay down an even layer of mulch on newly seeded lawns of any size (the Bale Chopper is easy to maneuver in even the smallest residential applications). The even coverage, WITHOUT tearing and spreading bales by hand, means better moisture retention, better germination.

Complete with interchangeable hose and directional spout available on both self-powered (gas engine) and tractor-mounted PTO models.

Call us right now. **800-228-6542**

In Nebraska, (402) 228-4226

We can save you time and money!

Goossen INDUSTRIES

927 W. Court St., P.O. Box 705 Beatrice, NE 68310

Working managers experienced in all phases of lawn servicing looking for opportunity to grow. We offer lots of work, advancement opportunities to the right people, good to excellent compensation and security. Must be willing to relocate to the East coast (Washington D.C. area) or if you're the right person we will consider you for a new office from Virginia Beach to Northern New Jersey. Call or write to: Ron Miller, Super Lawns, P.O. Box 34278 Bethesda, MD 20817, 301-365-4740. 2/88

IRRIGATION. General managers, foremen, installers. We seek ambitious people interested in the lawn sprinkler industry. People who want to move up the ladder. Our training schedule allows you to advance quickly. We have opportunities in five midwest locations. Send us your resume and objectives. The Lawn Pros Sprinkler Co., 3508B Roger B. Chaffee Blvd., Grand Rapids, MI 49508. 12/87

LANDSCAPE DESIGNER/SALESPERSON

Established landscape contractor seeking self-motivated, aggressive person to work in team atmosphere. Excellent career opportunity for quality-oriented individual with knowledge of landscape design, irrigation design and estimating. Please send resume to:

Alpine Gardens
1985 Balsam Avenue
Greely, CO 80631

IPM Technician - Excellent opportunity for knowledgeable, experienced professional. Must be familiar with trees, shrubs, insects, and diseases of the Northeast U.S. Ability to diagnose problems and treat with appropriate chemicals on site required. Additional training will be provided. Join a fast growing company with excellent pay and benefits. Send resume to Don Becker, Director of Operations, Sav-A-Tree of Westchester, Inc., P.O. Box 527, Armonk, NY 10504-0527. (914) 666-8202. Position available February 1988. 12/87

CAREER OPPORTUNITIES

ORKIN LAWN CARE (a division of Rollins, Inc.), is one of the nation's largest and fastest growing Lawn Care Companies. With over 43 branches located in 12 states our expansion plans for FY88 will require more proven management.

We are looking for Branch, District and Region Management talent, as well as, Sales and Service Management employees.

If you are ready to join an aggressive company with over 87 years of service business experience, one that is stable, growing and one where you can build a strong career with unlimited advancement opportunities then send your resume TODAY or call 404-888-2771.

Personnel Director
Orkin Lawn Care Division
P.O. Box 647
Atlanta, GA 30301

Landscape Salesperson position available with Yardmaster, Inc. in Cleveland, Ohio. Excellent compensation plan and benefits. Join Ohio's largest design/build and maintenance firm. Send resume or call **YARDMASTER, INC., 1447 N. RIDGE RD., PAINESVILLE, OH 44077, 216-357-8400.** 2/88

Opportunity for Lawn Care Professional in fast growing quality minded company in Eastern Long Island. Excellent earning potential. Experience in sales, agronomy, and turf management a must. Write to LM Box 441. 2/88

CAREER OPPORTUNITIES: Branch Operations and Telemarketing Sales managers needed. Rapidly growing East Coast lawn care company. Northeast and Southeast locations. Great salary and benefits to those qualified and fabulous upwardly mobile career potential. Send resume and salary requirements to LM Box 442. 12/87

LANDSCAPE MAINTENANCE FOREMAN

We want someone who is the "Felix Unger" of lawn maintenance. In short, someone who is meticulous, neat and organized to head up our maintenance crews. We want professionals who take pride in their workmanship. Terrific benefit package and incentive program. Forward resume and salary history to:

Green Carpet Landscaping
161 Washington St.
Worcester, MA 01610
or call
617-791-3704

WINNERS ONLY: If you love the lawn care business, and are still looking for your personal security and comfort levels, send us your resume. Your experience should be in all phases of lawn care, management, customer sales and service. We are expanding our operations and will offer the right individual a unique once in a lifetime opportunity. When you prove your abilities, we'll guarantee your success. Send your confidential resume to: P.O. Box 5677, Rockville, MD 20855. 2/88

HELP WANTED - HORTICULTURAL SUPERVISOR: Position for educated and experienced working Horticultural Supervisor at a rapidly expanding 150 acre corporate Sculpture Park and Arboretum. The general scope of the work will include the care of herbaceous borders, woody ornamentals, water lily gardens, greenhouse propagation of unusual plants, and training and supervision of the staff. We offer excellent benefits and the opportunity to work with distinguished professionals. Please send resume and salary history. **CARMINE LABRIOLA, CONTRACTING CORPORATION,** Providing Horticultural Services to Corporate Landscapes, 200 JOHNSON ROAD, SCARSDALE, NEW YORK 10583. 1/88

Experienced Landscape Forman



Must be experienced in all phases of landscape installation and be able to handle a landscape construction crew.

Please send resume to:

Mr. R. Scofield
Environmental Industries
Department 200
24121 Ventura Boulevard
Calabasas, CA 91802

an equal opportunity employer
by choice

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. Salary commensurate with experience. Send resume to: P.O. Box 391002, Solon, OH 44139. 12/87

San Francisco Bay Area landscape firm seeks individual with strong horticultural, construction irrigation, and client relation skills for landscape installation foreman position. Learning and growth opportunities with established company. Competitive compensation and benefits. Letter and/or resume to Landscape Care Company, 4026 Pacheco Blvd., Martinez, CA 94553. 12/87

LANDSCAPE & IRRIGATION FOREMEN
Established landscape contractor expanding and in need of aggressive, motivated people to run landscape, irrigation and maintenance crews. Excellent opportunity for advancement. Send resume to:
Alpine Gardens
1958 Balsam Avenue
Greeley, CO 80631

I.P.M. SALES & SERVICE: A knowledgeable person interested in continuing a small but successful I.P.M. Program. The potential is unlimited for the right person. Please send complete resume listing experience and education in greens industry to Antietam Tree & Turf, 405 N. Burhans Blvd., Hagerstown, MD 21740, Attn: J.R. Finn 301-791-3500. All replies strictly confidential. 12/87

TREE CARE SALESPERSON - B.S. degree preferred in Urban forestry, horticulture or related field. Knowledgeable in pruning and fertilization of trees, disease and insect control. 1-2 years experience necessary. Benefits include Medical Plan, Profit-sharing, and paid vacation. Relocation reimbursed after 6 months employment. Send resume with pay history to Ira Wickes - Arborists, 11 McNamara Road, Spring Valley, NY 10977, 914-354-3400. 12/87

LANDSCAPE MAINTENANCE SUPERVISOR: Scapes, Inc., a commercial landscape firm in Atlanta, Georgia, is seeking an individual who has strong management skills, as well as, extensive landscaping experience and knowledge of plants. Advancement potential — up to Division Manager — makes this position ideal for a goal oriented individual. 404-956-7500. TF

PRODUCTION/SALES/MANAGEMENT — Aggressive Texas full-service landscape firm now accepting resumes for entry level positions in sales, production and management. Excellent opportunities for career, growth oriented persons. Send full resume to LM Box 443. 1/88

MANAGEMENT: Ever-Green Lawns Corporation, a division of the multi-national Hawley Group, Ltd. is looking for experienced lawn and tree care professionals. Please respond in writing only to Richard D. Niemann, Corporate Recruiter, Ever-Green Lawns Corp., 1390 Charlestown Industrial Drive, St. Charles, MO 63303. TF

Wanted - Manufacturers rep with successful sales force to sell turf spraying line. 38 year old Mid-western manufacturer of agricultural sprayers is expanding to turf industry and needs manufacturers rep for sales support. Opportunity for the right firm to have input into product line. Send organizational information to: Jim Weaver, V.P. Sales, Kuger Industries, Inc., Box 37589, Omaha, NE 68137. 12/87

**CENTRAL PARK
CHIEF OF OPERATIONS**

The City of New York, Department of Parks & Recreation is seeking an experienced manager to oversee a diversified work force of 200 responsible for the operation of this major regional park. Areas of involvement include: Horticulture & Forestry, Maintenance & Operations & Special Events.

Qualifications: Five years experience in management positions, the ability to develop and track budgets, excellent analytical and leadership skills, and the ability to work with community and constituent groups.

Salary commensurate with experience. NYC residency required.

Send resume to:
**CITY OF NEW YORK
PARKS & RECREATION**
Recruitment Division
The Arsenal, Central Park
New York, NY 10021
Equal Opportunity Employer

LANDSCAPE DESIGNER AND ESTIMATOR. Design/build landscape construction firm is seeking an experienced designer and estimator. Must be able to handle the job from sales to completion of job. Must have good graphic ability. Salary and benefits commensurate with ability and experience. Send resume to: P.O. Box 725, Utica, MI 48087. 1/88

Lawn Care and Lawn Maintenance Assistant Manager: Leading Horticultural Company since 1929 is seeking qualified applicant who is highly motivated, management oriented and strong in customer sales and service. Excellent growth opportunity and benefits. Salary commensurate with experience and performance. Send resume to: McNaughton's Nurseries, Inc., 351 Kresson Road, Cherry Hill, NJ 08034. 12/87

Seeking manager to develop and expand our maintenance department, demonstrable experience in the areas of maintenance sales and production required. Expect first year sales of \$300,000, and be willing to base salary upon sales and production. Seeking individual who is willing to believe in himself, perform, and be paid handsomely for his initiative. AYS Landscape Company, 31 W. 545 Diehl Road, Naperville, IL 60540, (312)983-0094. 12/87

HELP WANTED: Landscape, turf and spray foremen, nurserymen and pruners. Experience and/or education necessary to work for our dynamic, quality oriented, large, 40 year established company in the Hamptons on Long Island. Professional wages and benefits, year round, full time positions. Contact: Whitmore-Worsley Inc., P.O. Box 10, Amagansett, NY 11930. (516)267-3756. 12/87

FOR SALE

1985 Locke 86" professional, hydrostat, 5 blade reels, 16HP ic, electric start, 50 hrs \$5,500. Pumping systems inc T105-2, skid, 200 gal fiberglass, 8HP ic Green Garde, Hannay, new \$3500. Two Ingram 582-G, 72", 23HP Kohler. 50 hrs \$4500, 300 hrs \$4000. Ingram sand kat, 16HP Onan, 200 hrs, ballfield and sand trap rakes, \$5500. Two Avenger 1/4 ton dump haulsters, 8HP Kohler new \$2200 used \$1500. Cushman topdresser, used once \$1200. Two used turf pro 84, other turf equipment. Call (305) 592-2206. 12/87

Two used Brouwer Harvesters, Fords, 18" rolling units—both reconditioned and ready to go. \$19,000 and \$18,000. Model 3500 Hitchhiker, \$14,000, Model 3600 Hitchhiker, new and demos. Like new Spyder diesel, \$15,000. Baker York—perfect shape, \$8,000. 219-552-0552. 1/88

STAINLESS STEEL TANK BODIES available. 4 pots each, 800 gallon and 1,000 gallon with dry storage to mount on your chassis. \$2,000-\$3,000 or offer. Call Jim Doll (301) 840-5500. 12/87

CUSTOM LANDSCAPING TRAILERS. Protect your investment from exposure and theft. Choice of colors, delivery available. **NORTHWEST TRAILERS**, Palatine, IL 800-522-6208 or 312-577-6208 12/87

Ungalvanized Wire Baskets and Burlap Liners for tree spades and hand dug made by Colorado Wire Products, 9432 Molsenbocker Road, Parker, CO 80134. 303/841-3354. TF

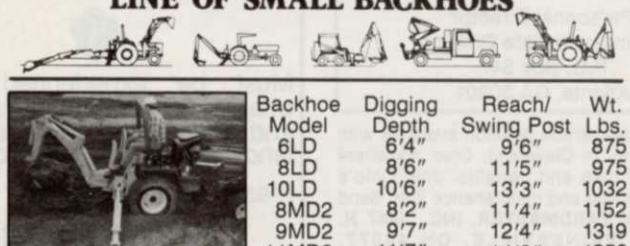
STAINLESS STEEL TANK BODY - 1200 gallon (4 pot), 4 reels, 2 - 12 hp Kohler poly engines, 1 - 9200 Hypro, 1 - D-10 Hydro Cell with dry storage ready to mount on your truck. As is \$8,500 or offer. Call Jim Doll (301) 840-5500. 12/87

HYDRO-MULCHERS AND STRAW BLOWERS New and used. **JAMES LINCOLN CORPORATION**, 3220 S. Jupiter Rd., Garland, TX 75041. (214) 840-2440 (TX), (800) 527-2304 (except TX). TF

LAWN SEED. Wholesale. Full line of top quality grasses. Improved bluegrass varieties, fine fescues and fine bladed ryegrasses. We specialize in custom mixing. Oliger Seed Company, 89 Hanna Parkway, Akron, OH 44319. Call collect (216) 724-1266. TF

HANNAY REELS: New in the box, E1526s and E1530s, \$339.00. Lawn spray hose 275 psi and 600 psi, all sizes. Original Imler measuring wheels, \$48.00. Glycerin filled gauges 0-60 psi, 2-02100 psi, \$19.95. Polypropylene ball valves 1/2" to 2" Chemlawn guns \$75.95. Lawn spray boots \$16.95. Lawn spray gloves \$1.25/pr. Call **Hercsh's Chemical Inc.**, 1-800-843-LAWN outside of Michigan or 1-313-543-2200. TF

**AMERICA'S LARGEST
LINE OF SMALL BACKHOES**



Backhoe Model	Digging Depth	Reach/Swing Post	Wt. Lbs.
6LD	6'4"	9'6"	875
8LD	8'6"	11'5"	975
10LD	10'6"	13'3"	1032
8MD2	8'2"	11'4"	1152
9MD2	9'7"	12'4"	1319
11MD2	11'7"	14'6"	1350
13MD	13'6"	16'6"	1728
9HD	9'4"	11'10"	1634
11HD	11'8"	14'5"	1827

Highest quality backhoes for tractors, skid steers, trucks and other carriers.

American Trencher Inc./Bradco
P. O. Box 266 Delhi, Iowa 52223
Wholegoods Orders 1-800-922-2981 Parts and Service 1-800-553-2470

Circle No. 102 on Reader Inquiry Card

BIG JOHN PROFITABILITY.

Big enough. Tough
enough. Fast enough.
Efficient enough.
So you'll make
more than
enough.



BIG JOHN TREE TRANSPLANTERS

P.O. Box 608, Heber Springs, AR 72543

P.O. Box 503, Hales Corners, WI 53130

1-800-643-8039 In Wis. 414-679-0318

Circle No. 106 on Reader Inquiry Card

send a **Classified Advertising** message...
...write here.

(Please Print) _____

1. Number of insertions: (circle) 1 2 3 6 12 TF (Til Forbid)
2. Start with (month) _____ issue. (Copy must be in by 5th of month preceding)
3. Amount enclosed: \$ _____

To keep our rates as low as possible, payment must accompany order.

SIGNATURE _____ DATE _____

NAME _____ COMPANY _____

STREET _____

CITY _____ STATE _____ ZIP _____

PHONE NUMBER _____

MAIL AD COPY TO: Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802.

RATES: \$1.10 per word (minimum charge \$25). Boldface word or words in all capital letters charged at \$1.35 per word. Boxed or display ads: \$90 per column inch, one time; (one inch minimum); \$85, three times; \$80, six times; \$75, nine times; \$70, twelve times. For ads using blind box number, add \$10 to total cost of ad.

BUCKET TRUCKS, Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc Type, New Woodchuck Drum Type. Best prices anywhere. Used Chippers - Asplundh, Woodchuck, 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. Opdyke's, Hatfield (Philadelphia Area) 215-721-4444. TF

ZOYSIA MEYERS Z-52 SOD OR SPRIGS. EXCELLENT QUALITY DELIVERED ANYWHERE AT REASONABLE PRICES. ALSO ROW PLANTING AVAILABLE. DOUBLE SPRINGS GRASS FARM, SEARCY, AR. (501) 729-5691. TF

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. Wolbert & Master, Inc., P.O. Box 292, White Marsh, MD 21162, 301-335-9300. 12/87

REINCO Power Mulchers and Hydro Grassers. Poniatowski Bros. Equipment Company, 30 Route 31, Flemington, NJ 08822. 201-782-3514. 12/87

BOWIE HYDRO-MULCHERS AND STRAW BLOWERS, New and used. Landscape Supply, Ltd., P.O. Box 22092, Greensboro, NC 27420. (919) 292-2922. 3/88

FOR SALE: 1984 to 1986 Chevrolet C-60's with V8, 5-Speed Two-speed or auto transmission. Most have four wheel disc brakes, tinted glass, AM radio, undercoated and rustproofed, with 1000 to 1200 gal. stainless or fiberglass tanks. 100 gal. saddle tank, dual reels, Hydro cell or Bean 2020 pump, PTO, material storage racks, Lesco spreader mounts, ready to service your customers, from \$16800 to \$21900. Call Jim; (314) 928-3728. 12/87

1977 Skyworker 1045A mounted on 1977 Ford F600 complete with chip and tool boxes, cab protector, \$17,900.00. Toledo, Ohio (419) 865-7071. 12/87

SPRAY TRUCK - 3 Chev. 1981 C-60D Chassis, auto trans, stainless steel tank body, 1200 gallon (4 pot) with 4 reels, 2-12 hp Kohler poly engines, 1-9200 Hypro, 1 - D-10 Hydro Cell with dry storage capability and 2 Chev. 1983 C-70D, auto trans, with body and equipment stated above. As is \$14,500 or offer. Call Jim Doll (301) 840-5500. 12/87

JACOBSON GREENS MOWER—22 inches, completely reconditioned. New engine, reel, blades and grass catcher, etc. \$2,000. Call Dan Baker 818-999-2041. 12/87

BROUWER 5 GANG REEL MOWER. GOOD CONDITION. \$2000. (501) 729-5691. 2/88

SPYDERS—used and rebuilt. Also a complete line of replacement parts for your Spyder. Call or Write: Mobile Lift Parts, Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. 815-455-7363. 12/87

SELECTIVE CONTROL Of Weeds, Brush And Weed Trees!



**PHILLIPS
APPLICATOR**

Spot treatment cuts labor, materials. Automatic — Adjustable — Accurate.

CALL OR WRITE
Eidson Associates, Inc.
P.O. Box 16073, Minneapolis, MN 55416
(612) 926-9711 • Telex 272636

Bucket Trucks, Tree Spade, Chippers, Stump Grinders, all makes and sizes. Check with us for the best deal going! Equipment in your area. We're Brokers. American Equipment Sales 314-789-3576. 24 Hours. TF

USED EQUIPMENT FOR SALE: Hydroseeder - 1500 gal. Bowie mounted on Tandem Diesel Truck \$17,500. Finn Straw Blower with conveyor feed, \$4,900. Two (2) Bobcat Skid Steer Loaders #722 & #700, \$6,900 each. Backhoe attachment for Bobcat, 700 Series, \$2,900. Backhoe attachment for JD 300 Tractor, \$2,500. Massey Tractor Loader Backhoe with 3 point hitch, \$7,500. 28 ft. Hydraulic 8500 lb. capacity Crane with winch and personnel basket mounted on a Tandem International Truck, \$6,900. Call 216-357-8400 or write EQUIPMENT, 1447 N. Ridge Rd., Painesville, OH 44077 for photos. 3/88

For Sale: Lawn-A-Mat (7) Economy Tractors (14-16 HP), (7) Combines and various spare parts. 513-242-7300 evenings 513-385-5336. 12/87

ATTENTION GOLF COURSE SUPERINTENDENTS: Great Meyer Zoysia for your Fairways and Tees. Guaranteed Bermuda free. Beauty Lawn Zoysia (Cincinnati) 1-513-424-2052. 2/88

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

SPRAYERS: New Skid-mounted 300 Gallon Fiberglass Tanks. Electric Reel with 300' hose and gun. Unused - List \$3,470.00. Will take Best Offers. (216) 656-4200. 12/87

WANTED

Wanted: Sprayable team users. Please call for rates. 1-800-225-2639. 2/88

Wanted: Sprayable team distributors in select areas. Please call 1-800-225-2639. 2/88

WANTED: Large Lindig and Royer Shredders. Lewis Equipment. 320 Third Street S.W., Winter Haven, FL 33880. (813) 294-5893. 12/87

AUCTIONS

AUCTION RESULTS ARE IN: Send self-addressed stamped envelope for prices attained. **THANK YOU** to Illinois Landscape Contractors Association, Shemin Nurseries, Consigners, Buyers, Attendees. **HAMILTON AUCTION COMPANY**, Professional Landscape Auctioneers, 228 Main Avenue, Clinton, IA 52732. (319) 243-1252. 12/87

SERVICES

**ATTENTION
LANDSCAPE MAINTENANCE
CONTRACTORS**

We sell full-color brochures with your company name and logo imprinted to help you sell your services to your customers. Orders taken for as few as 100 brochures. "Give a professional touch to your sales calls!" For samples write: Green Tree Brochures, 742 South 4th Street, St. Louis, MO 63102. Ph. 314-241-5609.

RELINERS, TIRE REPAIR

Free Tire Supply Catalog

Hard-to-find ag tires, tubes, reliners, tire repair tools, hot-cold patches, boots, tire changers, low tire prices and more listed in **GEMPLER'S free catalog. 24 hr. UPS shipping. Write: Gempler's, P.O. Box 270-70, Mt. Horeb, WI 53572 or call 1-800-382-8473.**



MISCELLANEOUS

LANDSCAPERS SUPPLY FREE CATALOG. Buy direct and save up to 75% on a full line of commercial lawn maintenance equipment, engines, parts and accessories. Call Toll Free 1-800-222-4304. 2/88

NOTICE: Bahr's Manufacturing makes replacement parts to fit Bobcat, Bunton, Exmark, Kees, John-Deere, Toro, Ferris & Scagg. We are the original replacement parts specialists, not a distributor or mail-order house that buys from a manufacturer and sells at a large mark-up. **Bahr's** will now sell direct — factory to you! Same day shipping. At the present time, 98% stock made, ready to ship. **SAVE BIG BUCKS** by cutting out the middleman. Most of our parts are identified by a BA Prefix to the number. If you are now buying parts that have a BA Prefix - you are more than likely buying our parts. The BA designation was taken from the first two letters of our name. Save the 25-30% — **BUY SMART - BUY BAHR'S!** Call for a free catalog today. 1-800-526-2757 or 201-938-5683 or write direct to **BAHR'S REPLACEMENT PARTS SPECIALISTS**, 377A Yellowbrook Road, Freehold, NJ 07728. TF

USED EQUIPMENT

NEW AND USED EQUIPMENT—Asplundh, Hi Ranger and Lift-all forestry bucket trucks, Chipmores wood chippers. Mirk, Inc., (216) 669-3567, (216) 669-3562, 7629 Chippewa Road, Orrville, Ohio 44667. 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. Parkway Equipment Company, 633 Cecilia Drive, Pewaukee, WI 53072. 414-691-4306. TF

New!

Don't Just Cut Grass!



Get 10 times the work year-round from your mower with the fast, easy to use, power raise and dump Auto-Dump™ loader! Changeover in minutes with no additional hydraulics.

Put more versatility in your mower by calling or writing:

WESTENDORF MFG. CO., INC.
P.O. Box 29 • Onawa, Iowa 51040
Phone (712) 423-2762

Circle No. 134 on Reader Inquiry Card

ADVERTISER INDEX

NO. ADVERTISER	PAGE NO.	NO. ADVERTISER	PAGE NO.	NO. ADVERTISER	PAGE NO.
101 American Cyanamid/ Pendimethalin	26-27	108 Equipment	25	113 Elanco Products Co./ Team	45
102 American Trencher Co.	64	109 Bunton Co.	19	114 Elanco Products Co./ Surflan	45
103 BASF Corp.	51	109 Chevron Chemical Co.	29	Environmental Care Inc.	55
104 Barebo Inc.	15	Ciba-Geigy Corp./Banner Turf	2-3	115 Estech Inc.	5
106 Big John Tree Transplanters	65	112 Ciba-Geigy Corp./ Triumph	40-41	116 Fermenta Plant Protection	39
107 Brouwer Turf		Dow Chemical Co.	12-13	117 Golf Course Superintendents Association of America	61

The Ultimate, All-In-One Landscape Implement!

The unique, new Dakota Hand is designed to be a do-anything, go-anywhere landscape tool.



\$3200
TOWABLE TRANSPLANTER



\$1900
BUCKET or 3-POINT MOUNT
TRANSPLANTER



\$2800
SPRAYER

The main parts are a towable, bucket or 3-point mount tree transplanter, a boom sprayer, a log splitter, a dump box, post hole digger, and a spreader. The transplanter's patented floating cradle enables you to hydraulically vary the root-ball diameter up to 28 inches.

Options include water pumps, hydraulic pumps, jack hammers, hydraulic power packs, and much more.

The Dakota Hand is made specifically for resorts, golf courses, apartment complexes, hobby farms, parks, nurseries, municipal and state facilities, and for rentals, landscapers or soil conservation.



\$700
DUMP BOX



\$550
LOG SPLITTER

Also Available
POST HOLE
DIGGER and
SPREADER

DAKOTA HAND

CALL OR WRITE: 1-800-327-7154

MID DAKOTA CORPORATION
GARRISON INDUSTRIAL PARK
BOX 728
GARRISON, ND 58540

Patent #46256621

Dealer Inquiries Welcome

Product Demonstration Available on Video

118 Goossen Industries	63
119 Gravely International, Inc.	43
120 Great Salt Lakes Minerals & Chemical Corp.	53
121 Jacobsen Div. of Textron, Inc.	1
122 Kubota Tractor Corp.	7
123 Lebanon Chemical Corp.	CV3
124 Lesco, Inc.	35
125 Lofts Seed, Inc.	CV4
135 J.J. Mauget Co.	57
105 Mid-Dakota Corp.	67
126 Olathe Mfg., Inc.	56
127 PBI Gordon Corp.	20-21
128 PSB Co.	34
129 Pickseed West, Inc.	17
130 Reinco	14
131 Rhone Poulenc Ag Co.	47
132 Tee-2-Green Corp.	CV2
133 Turf Vac Corp.	38
134 Westendorf Mfg. Co., Inc.	66

New Products

190 Exmark Mfg.	54
191 Wolf Absorbent Socks	54
192 Kut-Mor Co.	54
193 Trident Lawn Sprayer	54
194 Mobil Oil Co.	54
195 Coyote C 14 Loaders	54
196 Kinggrabber	54
197 Uniblade Co.	55
198 J I Case Model 580 K	55
199 Safer, Inc.	55
200 Deere & Co., John/Reel Mower	55
201 Mid Dakota Corp.	56
202 Kohler Engine	56

This index is provided as an additional service. The publisher does not assume any liability for error or omission.

Join together

It seems logical that the collective green industry should address potentially adverse issues together, under a unified voice. Issues such as unfairly restrictive pesticide legislation, new tax laws and even new student recruitment can be dealt with from a stronger position if trade organizations unite.

In case you haven't noticed, there's quite a bit of common ground under the various feet of green industry interests. Why, therefore, should various organizations react to these attacks alone? Granted, the Professional Lawn Care Association of America did an excellent job of counteracting the effects of "environmentalists" pushing for a "poison-free" country. But the legislation and other measures introduced as a result of this negative campaign, if carried through, would have a more far-reaching effect than strictly on LCOs. It would affect any commercial operator who sprays potentially hazardous chemicals, which amounts to most of you.

So why not unite? Remain autonomous, but cooperate with one another. The move has already begun, a summit meeting of sorts held in Baltimore at the 1986 PLCAA conference. But it must be carried through.

Ron Kujawa of KEI Enterprises suggests banding together to attack one issue a year, be it legislation or whatever, and concentrating an effort over a certain period of time, maybe a month or two, exacting as much influence on the issue with available resources—which are plenty. Mobilize your memberships, take 10 minutes to write a representative or senator. The benefits will be greater if six, eight or 10 groups are yelling together in one voice, rather than one group just yelling.



Jeff Sobul, assistant editor

LM Editorial Advisory Board



Doug Chapman
Horticulturist
Dow Gardens
Midland, MI



J.R. Hall
Extension Agronomist
VPI & SU
Blacksburg, VA



Kent Kurtz
Professor
Horticulture
Cal Poly-Pomona



Harry Niemczyk
Professor
Ohio State University
Wooster, OH



A. Marty Petrovic
Asst. Professor
Cornell University
Ithaca, NY



Robert Shearman
Assoc. Professor
University of Nebraska
Lincoln, NE



“It took me seven years to get to know this course inside and out. I wouldn’t trust it to anything less than Lebanon quality.”



Tom Regan Golf Course Manager • 1st Hole Bethesda Country Club in Maryland

Face it. If your turf looks bad, you look bad. With so much riding on the condition of your course, it just doesn’t make sense to trust your reputation to anything less than Lebanon quality.

For over 40 years, Lebanon Country Club Turf Products have been the standard of the industry—providing consistent, dependable performance at an exceptional value.

From our complete line of homogeneous fertilizers to our combination herbicide and insecticide products,

Lebanon quality helps you keep your course at the peak of perfection.

You wouldn’t cut corners when it comes to your reputation—neither would we. For more information on Country Club Turf Products, phone your local Lebanon distributor today or call our Greenline at 1-800-233-0628, 1-800-852-5296 (PA only) or 1-717-273-1687.

Lebanon
TOTAL TURF CARE
A division of Lebanon Chemical Corporation
P.O. Box 180 Lebanon, PA 17042