

"I'm ahead of my competition..."



It's been one constant go-go-go since the fifteenth of March. The other day I had 15 unsolicited LawnCare calls. I've hardly had any time to do telemarketing.

Our goal is to list between four and five hundred customers this year. We picked up a hundred from February to the beginning of April alone. That's super!

Everybody in town wants good lawn care service, but they want value. We've got to prove to them that we'll give quality.

I'm ahead of my competition because ServiceMaster LawnCare uses both granular fertilizer and liquid weed control. On a day with 15 mile per hour winds the competition can't spray chemicals but I can legally apply the granular and then swing by and apply the spray when the wind is down.

The Academy was very informative. Rick White is extremely sharp and welcomes questions. If you don't understand, he'll bring it down to your level.

I did a lot of studying at the Academy in my own spare time. I have a study guide from each instructor and a technical manual. It helps if you attend with the attitude that you've got to learn to be competitive in your market.

When you return you have two weeks to take the pesticide exam to be licensed in your state. ServiceMaster gave me excellent preparation. With ServiceMaster study guides and technical manuals, as well as the state's study guide, I had more than enough information to pass the test.

I enjoy getting out and doing this work . . . seeing the yards I'm doing looking nice and green and lush. Once you drive by and see one of your yards looking great, it's all the satisfaction you need.

I've had people beg me to help them. Neighbors call me and say "You did Mrs. Jones' yard and it's looking great."

*Mark Moots
ServiceMaster LawnCare Operator
Hutchinson, Kansas*

Mark Moots graduated from the ServiceMaster LawnCare Academy in March, 1985. Just a little over a year later he has built a thriving business in his home town. We used his own words to tell you about his experience because he tells it best.

It's been exciting to see Mark develop confidence and a good business sense. It's also exciting to share his enthusiasm for LawnCare and the ServiceMaster program. I personally trained Mark at the Academy as I do every one of our licensees. When they graduate I know that each one has benefitted from my 20 years experience in lawn maintenance . . . as well as from the 35 years ServiceMaster has been developing franchises and helping them to grow.

There's an old Chinese proverb: "To open a shop is easy; the difficult thing is to keep it open." How true. Going into business for yourself takes everything you've got, financially, emotionally, spiritually. The risk is greatest when you're totally on your own. Everything depends on you, yet what backup resources do you have when the going gets tough?

That's why I joined the ServiceMaster team after being an independent businessman for so many years. There is much ServiceMaster can offer that the independent operator cannot afford. Comprehensive training, highly professional lab facilities, a well-developed bookkeeping system, business counseling at all levels, state-of-the-art equipment, and the finest materials available . . . all part of the package when you become a ServiceMaster associate.

The door to success and fulfillment can open for you, too. Call me for more information. You'll be glad you did, and so will we. We only want the best for you.

Rick White

*Rick White
Vice President
ServiceMaster LawnCare*

For information and a franchise application, please call or write:

ServiceMASTER
LawnCare

ServiceMaster LawnCare
2300 Warrenville Road
Downers Grove, IL 60515
(312) 964-1300

CLASSIFIEDS

RATES: \$1.00 per word (minimum charge, \$25). Bold face words or words in all capital letters charged at \$1.25 per word. Boxed or display ads: \$85 per column inch-1x (one inch minimum); \$80-3x; \$75-6x; \$70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$5 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

Outstanding business opportunity available! Very, very fast growing tree, shrub and lawn care company on Long Island for sale by one of New York's leaders in the greens industry. Serving prestigious areas of Suffolk Counties North and South shore. Fully automated working environment. Three truck fleet completely equipped. Terms negotiable. Monday through Friday 9:00 - 5:00. 516-360-3361. 8/87

Excellent business opportunity in Chicago suburbs. Well established landscape maintenance and snow-plowing business. A-1 reputation. In business 23 years. Condominiums, commercial and residential accounts. Sale price includes well maintained trucks and equipment, 4500 sq. ft. comm. & office bldg., plus 60,000 sq. ft. vacant property for possible lawn and garden center. Price: \$1,500,000.00, no brokers. Interested parties send letter of interest to LM Box 429. 7/87

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

HELP WANTED

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. 7/87

Manager/Sales Rep. North Jersey tree expert co. seeks responsible, experienced, sales oriented branch manager. Excellent compensation for right individual. Send resume & salary history to LM Box 423. 7/87

LANDSCAPE SUPERVISOR - Detroit area landscape firm, seeking motivated individual. Experience in residential, commercial landscape plans. Plant material and construction techniques. Benefits, salary - \$25-35,000. Resume: P.O. Box 314, Walled Lake, MI 48088. 7/87

ORKIN LAWN CARE

Orkin Lawn Care is opening 4 new branch locations this summer and is **NOW** taking applications for experienced Lawn Care Managers and Assistant Managers. Areas include Florida, Texas, North Carolina. Send resume to Gordon Crenshaw, 2170 Piedmont Rd. N.E., Atlanta, Georgia 30324 or call 404-888-2771.

LESCO, INC., a leader and complete supplier of equipment and products to the Turf Care Industry, is seeking aggressive, mature, customer oriented individuals to join the team as:

SERVICE CENTER MANAGER

This position will have P/L responsibility for the management of a warehouse operation serving the professional lawn care industry; including local sales development, inventory control and accounts receivable. Ideal candidates should have previous experience in the lawn care and/or golf course industries, or possess a horticultural background. Past selling experience helpful.

Positions are available in various Florida metropolitan areas & also Phoenix, Palm Springs and Salt Lake City.

Our firm has an established growth pattern and record of profit sharing. Interested and qualified candidates should submit resume and salary history in confidence to:

Brad Gerson
LESCO, INC.
20005 Lake Road
Rocky River, OH 44116
Equal Opportunity Employer

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. 7/87

LANDSCAPE MAINTENANCE FOREMEN NEEDED: Expanding commercial landscape maintenance firm servicing Dallas/Ft. Worth areas. Knowledge of industry a must. Send resume to: **GROUND TECH INC.**, 2036 Bedford Road, Bedford, Texas 76021. 7/87

Fleet Superintendent/Equipment Coordinator to perform maintenance on diesel/gas equipment 80 h.p. to 1 h.p. and coordinate the use of equipment throughout the state of Florida. Please send resume to Quandt-Ayer Enterprises, P.O. Box 271880, Tampa, FL 33688. 7/87

PROJECT MANAGER: Excellent opportunity for career and goal oriented individual to work with a commercial landscape firm in Atlanta, Georgia. Must be experienced in all aspects of landscape construction and willing to assume total responsibility. Good salary, benefits and incentive program. Scapes, Inc. 404-956-7500. 7/87

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. 8/87

The Reef's Resort Hotel requires a Horticulturist to accept responsibility for grounds maintenance modification and new installations. The position requires recognized qualifications and minimum 3 years supervisory experience with tropical plant material. Hands on position with possibility for future advancement, room and board provided, salary commensurate with experience. Send resume to: General Manager, 56 Southshore Road, South Hampton, Bermuda SNO2. 7/87

TECHNICAL SERVICE REPRESENTATIVES: National leader in chemical lawncare services is seeking talented technical individuals for continued expansion. We need people with 2 and 4 year degrees in Horticulture, Agronomy and Turfgrass management. This key position will be responsible for providing accurate lawn diagnosis, consulting services to our customers, and maintaining customer satisfaction. To learn more about this growth opportunity with a leader in an exciting industry offering advancement, an excellent salary and full company benefits, send your resume with salary history to: Manager, Human Resources, Excelawn Corporation of America, P.O. Box 372, Crestwood, Kentucky 40014. 7/87

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

Landscape Maintenance 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.** 10/87

HELP WANTED

Assistant Managers & Foremen

Excellent growth opportunity with Connecticut's largest landscaping firm. Complete Interior and Exterior Construction and Maintenance Departments. Candidates should have an "A.S." or "B.S." in Horticulture or equivalent in experience also two years experience supervising and motivating people. Excellent company benefits. Salary commensurate with experience. Send resume with education, experience, and salary history in confidence to:



Milford

MILFORD LANDSCAPING & MAINTENANCE, INC.

P.O. BOX 2-186
MILFORD, CT 06460
203-878-8748

CAREER OPPORTUNITIES: ChemLawn is now accepting applications for the positions of Lawn Specialist in our expanding Florida Markets. Join the Nation's Leader in Lawn Care. Send resume to LM Box 422. TF

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

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. 10/87

PROTURF TECHNICAL REP

Scotts ProTurf Division currently has a ProTurf Tech Rep opportunity available within its national sales force.

Tech Reps are responsible for the sale, promotion, and servicing of Scotts commercial ProTurf products to those professionals responsible for the management of large turf areas such as golf courses and college campuses. Tech Reps specialize in product knowledge and agronomic expertise to recommend and sell the Scotts ProTurf product line. Territory sales responsibilities can range from 100 or more golf course accounts contained within a geographical territory.

The ideal candidate will have a college degree in turf management or agronomic science and turf related job experience.

Scotts offers an excellent starting salary plus incentive, company car, and a comprehensive benefit program including profit sharing. Interested candidates should send a resume with current salary level in confidence to: **Corporate Human Resources, O.M. Scott & Sons Company, 14111 Scottslawn Road, Marysville, Ohio 43041.**



LANDSCAPE/ARBORIST: Quality oriented assistant foreman to train for upcoming foreman positions. You should be experienced in ornamental and shade tree pruning and removals, landscape installation and spraying. You will receive a complete benefits package including medical plan, paid sick and vacation time, education and top pay. For an excellent future and a chance to work for a top company in West Suburban Boston - Call now, 617-359-4855 or 444-0994. 7/87

SEND YOUR RESUME IMMEDIATELY! We have open positions for Lawn Care Branch Managers, Nursery Managers, Horticultural, and Landscape/Const. Managers. We computer file your resume and contact you when jobs open in your field or area you desire. Confidential placement from Green Industry Resources Corporation, 25230 Conrad Ct., Damascus, MD 20872, (301)253-5787. 8/87

NURSERY MANAGER - Metro-Detroit landscape contracting firm. Horticultural degree, experience in purchasing, inventory control, wholesale nursery. Salary - \$25-45,000, benefits. Resume: P.O. Box 314, Walled Lake, MI 48088. 7/87

LANDSCAPE DESIGN/SALES - Aggressive, self-motivated person. Minimum 2 years experience in design/sales. Salary - \$25-45,000, benefits. Resume: P.O. Box 314, Walled Lake, MI 48088. 7/87

NEED MANAGERS? Need qualified managers to run new or existing operations? Locate key personnel quickly. Call Beecher Smith, Green Industry Resources Corporation (301)253-5787.

FOR SALE

HANNAY REELS: New in the box, E1526s and E1530s, \$339.00. Lawn spray hose 275 psi and 600 psi, all sizes. Original Imlier measuring wheels, \$48.00. Glycerin filled gauges 0-60 psi, 2-02100 psi, \$19.95. Polypropylene ball valves 1/2" to 2" Chemiawn 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

FOR SALE: Large Southern California tree maintenance corporation geared toward municipal and governmental contracting. Forty person employee base with over \$750,000 in equipment. Three million gross in 1986 with steady growth pattern. Year around work with over 1.5 Million currently in contract backlog. Owner will run for one year. Terms and price negotiable. Serious inquiries only. Write to LM Box 428. 7/87

FOR SALE: Toro Parkmaster, micro adj., 7 gang, 5 blade, rebuilt cutting units, rebuilt engine, absolutely top cond., 100% ready for spring. \$11,900. Also, 1968 International rough terrain forklift, side-shift, \$6,900. Also, 7 Jacobsen fairway mowers, no frames (rough) \$700. (313)653-5695. MI. 7/87

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

TURF MAINT. EQUIP: 1 - Toro 72" Diesel Rotary Mower; 2 - Wood's Rotary Decks 8 1/2' and 10' cut, P.T.O. drive; 1 - Olathe Riding Sweeper Model 48HL; 1 - FMC 18" Batwing Rotary P.T.O. Drive; Miscellaneous Trailers; Jacobson 5-Gang Fairway Reels w/frame and spare reel. All units are reconditioned, ready to work and ready to sell. California Only 1-800-325-6441. Others 714-857-6408. 7/87

ENCLOSED 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. 8/87

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



GRUBS KILL GRASS.

One of the frustrations of the lawn and turf professional is the damage caused by subsurface grubs. Unseen webworms and cutworms can be turning your lawn or turf brown, too. If your customers take pride in showing off a rich green carpet of grass, you need a beautiful solution to these ugly problems. You need an insecticide that works and works fast. Help is available from Tee Time, the trusted name in professional lawn and turf care. Turn the page to see how simple it works...



*Trademark of The Andersons, Maumee, Ohio

Circle No. 101 on Reader Inquiry Card

BROUWER HARVESTER OWNERS! ELECTRIC DEPTH CONTROL. Save time and money with improved quality control. Make depth-of-cut adjustments, on the move, with one button finger tip control. Allows you to cut longer rows through varying soil conditions. Save sod you would normally throw away. \$895. 30-day satisfaction guarantee and full-year warranty. Write or call: Shattuck Turf Equipment, 1872 N.W. 82nd, Des Moines, IA 50322, (515) 278-5255. Patented. 7/87

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

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. 7/87

SPYDERS - Used and reconditioned 2500 S. Cooper, Arlington, TX 76015. 817-261-7346 Mark. 10/87

FOR SALE: Hydro Ax, Model 520, Brush Cutters. Serial # 331 - 1976 - \$35,000; # 314 - 1975 - \$35,000; # 162 - 1974 - \$35,000. Engines rebuilt, good cutter heads, good tires. W. A. Kendall and Co., Inc., R/W Clearing Contractors, Lawrenceville, Georgia, (404) 963-6017. 7/87

POND LINERS: 20 and 30 Mil P.V.C. Liners made to order and shipped in three to five days. Installation available; Colorado Lining Company (303)841-2022. 9/87

FOR SALE: 1979 Toro 84. Reel Mower in Good Condition. Asking \$6,500. Call B&S Inc. (215)250-5757. 7/87

BOWIE HYDRO-MULCHERS AND STRAW BLOWERS, New and used. Landscape Supply, Ltd., P.O. Box 22092, Greensboro, NC 27420. (919) 292-2922. 9/87

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

TREE FERTILIZATION GUN tested on over a million square feet of trees and shrubs all over the U.S. Good to 500 psi, repairable, non-corrosive. Buy direct from manufacturer, \$106.00 (shipping included). Arbor-Nomics, Inc., 585 Langford Lane, Norcross, GA 30071. (404) 447-6037. TF

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

Spray truck - 1978 Ford F600, excellent condition only 26,000 miles. 2 year old Meyers pump powered by 8 h.p. Briggs and Stratton engine, all new tires. (319)355-0153. 8/87

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. 9/87

USED EQUIPMENT

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

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

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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.

AUCTIONS

OCTOBER AUCTION - Illinois Landscape Contractors Association and Hamilton Auction Company: **SELLERS** - Computer entry of your equipment. **BUYERS** contact 319-243-1252. Listed **FINN** hydroseeder **HAMILTON AUCTION COMPANY PROFESSIONAL LANDSCAPE AUCTIONEERS**. 228 Main Avenue, Clinton, IA 52732, 319-243-1252. 9/87

**LET CLASSIFIEDS
WORK FOR YOU**

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PIN

"L"

STANDARD SPECIFICATIONS:

STAPLES: Steel wire of 11 gauge (.120") diameter bent into a "U" shape, flat tops, with 1" between the two parallel legs of 6" standard length.

SOD PINS: Steel rod of 3/16" (.187") minimum diameter, sharp on one end and with a steel washer of 1 1/2" minimum diameter captured on the opposite end.

"L" SHAPE: Steel wire of 9 gauge (.148") diameter, with the standard lengths being 4"x6" 4"x8" and 4"x12". Other Dimensions Available Per Your Specifications.

Mar-Mac staples, sod pins and "L" shapes are made to meet all current geotextile standard installation specifications, and Mar-Mac can also make staples, pins or "L"s to meet any customer specification.

Some of the many applications of the Mar-Mac products are erosion control and foundation stabilization on golf courses, airports, strip mines, and building sites.

Toll Free 1-800-845-6962

MAR-MAC MANUFACTURING CO., INC.
P.O. Box 278, McBee, South Carolina 29101

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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. 10/87

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2 year Turfgrass—Golf Course Management Program. Beautiful Lake Texoma-North Dallas Area. 'Hands on' experience. Grayson College, Denison, TX 75020. 214/465-6030, ext. 321. Scholarships available. 11/87

FREE PARTS CATALOG—If you own a 36"—48"—52" walk-behind mower and you feel you're paying too much for parts, call Preco Distributors toll-free and request our parts catalog. **BELTS, BLADES, GRASS CATCHERS, WHEELS AND LOTS MORE!** Replacement parts that fit: **BOBCAT, BUNTON, KEES, EXMARK & OTHERS.** 1 day shipping coast to coast available. All parts carry a 90-day warranty. Don't wait, call 24 hours a day. **TOLL-FREE 1-800-428-8004, in Mass. 413-596-5505. PRECO DISTRIBUTORS, 2400 BOSTON ROAD, WILBRAHAM, MA 01095.** TF

MISCELLANEOUS

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**, 337A Yellowbrook Road, Freehold, NJ 07728. TF

REPS WANTED

MANUFACTURERS REPRESENTATIVE: Denver Leasing and Manufacturing, a major supplier of spray trucks, parts, and accessories for the lawn and tree care industry is seeking qualified manufacturers reps to represent our high quality product lines in multi state territories. Interested persons should send resume to Personnel Director, 6803 Joyce St., Golden, CO 80403. 7/87

WANTED

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



TEE TIME KILLS GRUBS.

The great reputation of Tee Time lawn care products gets even better. Already available with Oftanol, Diazinon and Dursban, there are now Tee Time products with Dylox[®] turf insecticide. It penetrates thatch where grubs and sod webworms lurk and breed. Tee Time with Dylox is used with a dry cob carrier. This allows broader and more effective release. Ask your local distributor for Tee Time insecticides and other products—for the pro who wants dead grubs and green grass. Toll free: 800-537-3370. In Ohio: 800-472-3220.



PO Box 119
Maumee, Ohio 43537

*Oftanol Reg. TM of Bayer AG
Diazinon Reg. TM of Ciba-Geigy Co.
Dursban Reg. TM of Dow Chemical Co.
Dylox Reg. TM of Bayer AG

Circle No. 102 on Reader Inquiry Card

... dust to dust

The dried, cracking ground crumbled slightly under the weight of the man's boot. He stopped and knelt down, running two fingers of his right hand over the dry ground. He tugged at a couple blades of grass. The drought-stressed turf tore easily. The man could irrigate his greens and tees for a short time each day, but his fairways. . . .



Is this scene reserved for the arid Southwest? Or the Southeast, tortured by drought last year? For the moment, perhaps, it seems that way. But it is not. In most areas of the country, water is deficient: we use much more than Mother Nature can replace with her tears.

But this isn't how it should be. Nor is it how the situation can be. Sometimes as much as 40 or 50 percent of the water we use in landscaping and golf course irrigation is wasted. The problem is not how much we use, but how we use it.

Now, more than ever, there is a distinct need for precise computerized metering equipment which not only operates an irrigation system efficiently, but also knows when to operate it. Systems need to be leak-proof, and heads must be arranged in a way that minimizes overlap and maximizes effectiveness. Alternate sources of irrigation water such as effluent must be explored by industry groups. And it all must be affordable.

Is this too much to ask? I don't think so. A lot of people are refusing to accept the fact that a dwindling water supply is a real problem. It's time for those people to wake up and splash some cold water on their faces. The technology exists to create these systems. The management practices exist to implement them. It must be done.

We cannot sit back and wait for the problem to dry up. Because it will.

Jeff Sobul, assistant editor

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