

The Professional Lawn Care Association...

WE'RE KNOWN BY THE COMPANIES WE KEEP.

Quick – who's the fastest growing lawn care company in your area? The biggest? The most profitable? It's easy to remember the top performers, isn't it? The ones who set the standards for excellence that others aim for. What's hard to understand is how they do it.

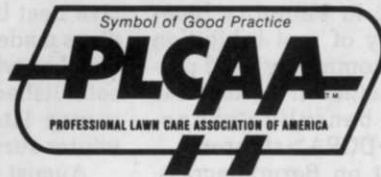
We can tell you one of their secrets, and it's a valuable business resource that all the top lawn care companies share – membership in the Professional Lawn Care Association of America.

Virtually every one of America's top 100 lawn care service companies are PLCAA members. But you don't have to be big to know a good thing when you see it. Altogether, over 1000 companies are PLCAA members, and they vary in size from giant corporations to small, growing businesses.

PLCAA is their professional edge. PLCAA offers resources unavailable anywhere else. Seminars, publications,

and training programs. Business and legal newsletters targeted to their interests, their profession. Cost-saving group health insurance. Environmental and governmental updates and action reports. And a powerful, single voice to defend them in an increasingly hostile political arena. PLCAA is all of this, and much more.

To find out more about what PLCAA can do for you, fill out and mail the coupon below or call us at 1-404-977-5222. Discover for yourself what successful companies already know – that membership in the Professional Lawn Care Association of America doesn't really cost – it pays.



FREE!

New PLCAA members receive FREE the 1986 Operating Performance Ratios for the Lawn Care Industry, a \$150 value!

**I'm interested.
Send me more information!**

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE NO. _____

Mail to: Professional Lawn Care Association of America
1225 Johnson Ferry Road NE, Suite B 220
Marietta, GA 30068

WTT

RESEARCH UPDATE

More research on athletic fields

John R. Hall III, Ph.D., Virginia Tech

Many excellent research papers on turfgrass management were presented at the meetings of the American Society of Agronomy held in New Orleans in December, 1986. Some of these research papers have particular relevance to athletic field management and may assist professionals in making decisions.

A.D. Brede, formerly of Oklahoma State University, discussed his work evaluating cultural methods of reducing Bermudagrass encroachment into tall fescue turf. Surprisingly, there was no difference in encroachment of the Bermudagrass into K-31 and Mustang tall fescue. One would have thought that the more dense Mustang would have slowed Bermuda advancement. In general the Bermudagrass was most invasive under lower mowing heights, higher nitrogen levels, lower tall fescue seeding rates and in spring seeding situations.

PRACTICUM: Maintain tall fescue athletic fields with moderate levels of nitrogen (3 to 4 lbs. N/1000 sq. ft./year), reasonable mowing heights (1.5 to 2.5 inches), fall fertilization, which does not favor the Bermudagrass, and when repairing areas utilize adequate seeding rates (4 to 6 lbs./1000 sq. ft.).

P.H. Dernoeden of the University of Maryland presented a literature review on the effect of herbicides on turfgrass rooting. In Kentucky bluegrass the severity of root inhibition among the most commonly used pre-emergence herbicides at normal use was generally: bensulide > benefin > oxadiazon > DCPA > siduron.

He noted that on Bermudagrass, siduron, napropamide, prosulfalin,

metribuzin and bensulide have been reported to inhibit rooting. Root inhibition on both Kentucky bluegrass and Bermudagrass has been reported within four weeks of 2,4-D or dicamba use.

Z.J. Reicher and N.E. Christians of Iowa State University looked at pre-emergence herbicide-induced rooting inhibition as it was affected by maintenance level and noted that pendimethalin produced root inhibition on Kentucky bluegrass at normal use rates under low maintenance, but did not produce a significant negative effect under high maintenance.

PRACTICUM: When using herbicides be aware of the possible negative effects associated with their use and if possible alter management to minimize the stress. Irrigation, higher mowing heights, proper mowing frequencies, adequate aeration and proper nitrogen timing and amounts to enhance root growth can all minimize the negative effect of any herbicide-induced root inhibition.

R.S. Sowers and M.S. Welterlen of the University of Maryland reported on the use of clear polyethylene covers to enhance the sprig establishment of Midiron and Tufcote Bermudagrass. Early summer sprig establishment success was reduced with the use of tarps because of excessive heat buildup. Late season spriggings made in August, September and October with clear plastic tarp cover, established quicker, went into dormancy later and showed increased winter survival.

August and September spriggings kept under the tarp for the entire

winter provided 100 percent ground cover by July 1. October spriggings tarped for winter showed poor establishment cover on the following July 1.

PRACTICUM: Use of tarps to enhance late season Bermudagrass sprig establishment can be beneficial, however there are limits to the ability of the tarp to produce 100 percent winter survival. Avoid use of tarps under mid-summer conditions unless you can monitor them closely and avoid excessive heat buildup.

Additional management factors that will enhance establishment rate and winter survival include balanced nitrogen and potassium nutrition (2.0 to 2.5 lbs. of nitrogen and potassium/1000 sq. ft. disc into the sprig bed). High mowing heights late in the season will help retain soil heat and insulate crown tissue. Adequate irrigation will promote rapid growth. Additional potassium applications late in the growing season will likely improve winter survival of the less winter hardy Bermudagrass cultivars.

R.L. Henderson and D.V. Waddington reported on their attempts to measure impact absorption on athletic field soils. Impact absorption was measured by quantitating the peak decelerations imparted to a falling object when dropped on various grassed and ungrassed surfaces.

Grassed clay soils had 21 percent higher peak decelerations ("hardness") than grassed sand soils. When these same soils were bare, the peak deceleration rates increased 21 percent on the clay soil and 100 percent on the sand soil. Core aeration of a bare surface reduced peak decelerations 33 percent.

PRACTICUM: Reduce potential athletic field-related injuries by maintaining a good dense turf cover. Utilize core aeration on athletic fields as often as growth rates, soil moisture and air temperature conditions are adequate to minimize the time the field surface is disrupted by the cultivation. **LM**

Olathe MODEL 12
P.T.O. CHIPPER

PORTABLE
DEPENDABLE
ECONOMICAL

- Less than 1/2 the price of equal capacity chippers
- Fits most tractors from 25 to 100 H.P.
- Mulch-type chip. 5 to 6" branch dia. capacity
- Patented safety throw-out — stops feed instantly
- Folding feed apron & chute for easy transport

Popular 3-pt Hitch Model or Pull Type Trailer Option

OLATHE MANUFACTURING, INC.
100 Industrial Parkway
Industrial Airport, KS 66031

800-255-6438
913-782-4396

**Coming Next
Month.....**

**Special feature:
Irrigation Guide**



When you use Poast[®] herbicide, the grasses are always greener on the other side.

If you want to be the envy of the ornamental world, consider Poast herbicide.

Poast delivers consistent, gentle control of your toughest grasses. Like bermudagrass and crabgrass, quackgrass and foxtails. And in your most valuable greenery. Like flowers, shrubs, trees and ground covers.

With Poast, you don't have to bother with directed or shielded sprays. Because Poast is proven

gentle to ornamentals. You can apply Poast over-the-top at all stages of ornamental growth. So you don't have to worry about soil residue or leaching. And you

don't need soil incorporation or moisture to activate either.

Best of all, Poast saves you all the time, labor and expense of handhoeing.

So this year, let Poast take care of the grasses. So you can take care of the rest.

From BASF. Always follow label directions.

BASF Corporation
Chemicals Division



Turf disease diagnosis on the course

For fans of the old Bullwinkle cartoon shows, this is a familiar scenario:

Bullwinkle (in magician's outfit): "Hey Rocky, watch me pull a rabbit out of m'hat."

Rocky: "Again?"

Bullwinkle: "Nuthin' up my sleeve and...presto!"

And out of the hat comes an angry lion, tiger, rhinoceros, etc.

For a long time, turfgrass managers have used similar tactics trying to diagnose turf diseases, often with similar unpleasant results. And it took a lot longer. Fortunately, a solution could be at hand.

Agri-Diagnostics Associates of Cinnaminson, N.J. has introduced, via limited distribution, a disease detection kit that is both accurate and fast.

The kit, which involves a series of 12 steps (see diagram), is designed to detect turf diseases before visible symptoms appear. In doing so, it makes a preventive spraying program more effective. The kits identify pythium blight, brown patch and dollar spot.

How it works

The diagnosis process, which takes roughly 3½ hours, works by matching antibodies in an assay on the end of a dipstick with a specific plant pathogen. A positive reaction creates a de-

posit of insoluble colored product on the end of the dipstick.

By comparing the intensity of the color on the dipstick to known standards, a diagnosis of the extent of the disease can be made. The color's intensity is measured in a field-adaptable reflectometer, the disease detection meter included when kits are ordered. The higher the number displayed by the reflectometer, the more pathogen present.

Ohio State University turf pathologist Bill Shane has tested the pythium kit at four sites: three at the university's Scarlett and Gray golf courses; one at a test plot. "It seems to be accurate in that if a sample has pythium the kit will pick it up," Shane comments. "In no case did I feel pythium was in the sample at a significant level that the Agri-Diagnostics kit couldn't pick it up.

"It's good to use as an informative tool to verify what (the superintendent) believes is pythium," he says. "It does provide that extra bit of knowledge they need to feel good about their spray program."

University of Minnesota plant pathologist Philip Larsen has also been testing the pythium detection kit in his lab. He has found that perhaps the best time to use it is when the first visual symptoms of a fungus appear,

before they are distinctive enough for a specific identification. "You can't tell the difference in the early stages, but the kit can," he notes. He adds that the kit is a good monitoring tool to see if and when further applications of fungicide should be made.

"A more subtle use would be to be able to detect the presence of fungus before visual symptoms appear," Larsen says.

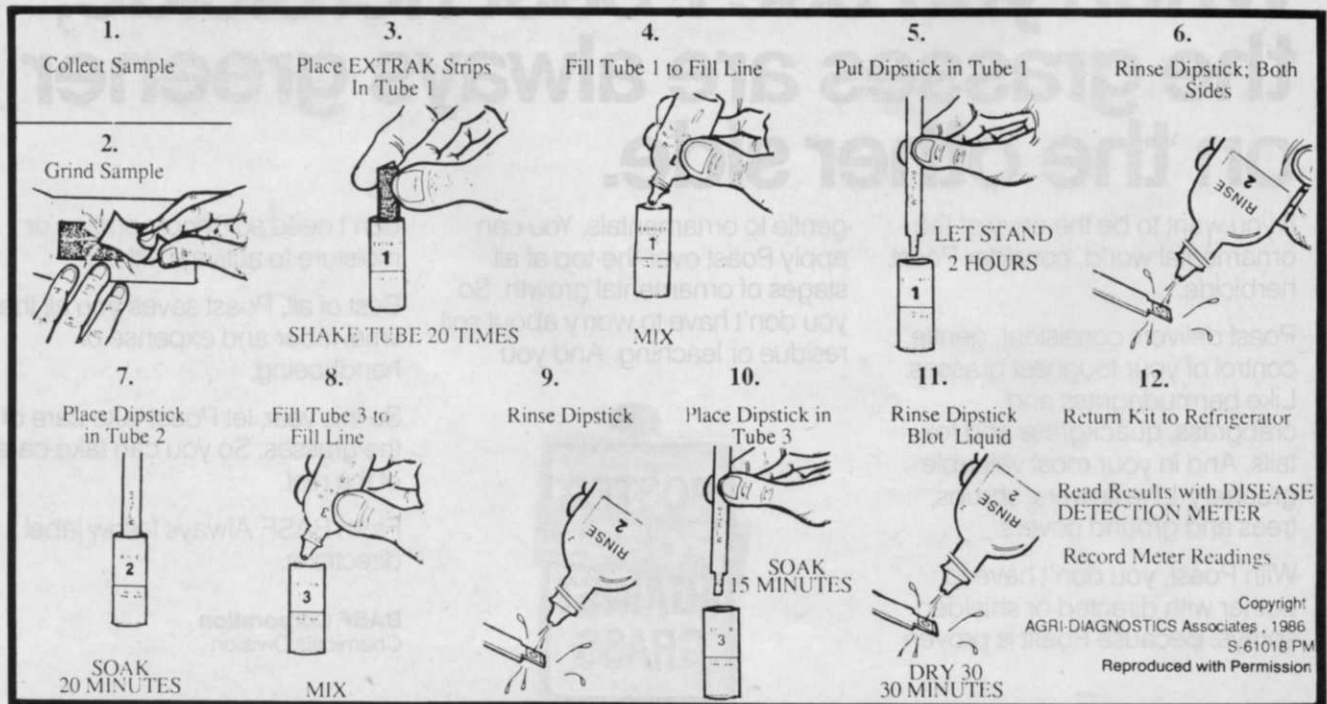
Shane concurs. "It will be curious to see if the kit can be used before the fungus reaches symptomatic levels."

Vonnie L. Estes, Agri-Diagnostics' product support specialist, says the kit can be used in such a capacity, adding that the company uses this ability as one of the kit's selling points.

While the kit has been marketed to golf course superintendents thus far, Estes says that kits for ornamentals and lawn care are forthcoming, probably in 1988.

Distribution of the kit has reached only Indiana, the Chicago area and northern New Jersey thus far, but distribution will be widened in 1988. **LM**

If you'd like more information on the disease detection kits, contact Agri-Diagnostics at (609) 829-0110 or write: 2611 Branch Pike, Cinnaminson, N.J. 08077.



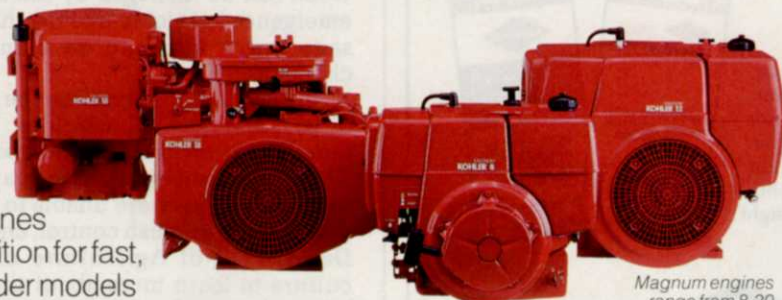
This illustration shows how to use the turf disease detection kits.



FOR THIS YOU NEED A MOWER WITH MORE THAN JUST YOUR AVERAGE GARDEN VARIETY ENGINE.

For a job like this you need an engine you can depend on. You need a Kohler Magnum engine.

All Magnum engines feature electronic ignition for fast, sure starts. Twin cylinder models include full pressure oil lubrication, with automotive-type oil filters. Additional features include dual element air cleaning, PosiLock™ connecting rod cap, optional Oil Sentry™ low oil sensing and a two year warranty that covers commercial use.



Magnum engines range from 8-20 H.P. in horizontal and vertical shaft designs.

We designed Magnum engines to require fewer service parts and less routine maintenance, so your equipment will spend less time in the shop and more time on the turf.

To find out how you can benefit by having Magnum engines on your equipment contact: Kohler Engine Division, Kohler Co., Kohler, WI 53044, 414-457-4441.

KOHLER
engines

Built for a hard day's work.

Circle No. 122 on Reader Inquiry Card



DURSBAN* sends pests packing.

It's one of America's leading turf insecticides —and Lebanon has it!

Your green, green grass is prime real estate to chinch bugs, sod webworms, billbugs and other unwanted insect guests.

But their lease will be up when you use Lebanon's line of DURSBAN products. And your turf will look better too!

Keep pests on the move.

Lebanon Insect and Grub Control with DURSBAN gives efficient control of a broad range of soil and surface feeding insects on turf and ornamentals. Country Club 19-4-6 Fertilizer/Insect Control with DURSBAN gives you pest control plus the essential nutrients you need to grow thick beautiful turf.

Both of these easy-to-use granular DURSBAN formulations can be applied with any spreader. Just water-in according to directions and those troublesome pests will be sent on a permanent vacation.

Start making your turf prime real estate for you.

Call our Greenline today at 1-800-233-0628, in Pennsylvania call 717-273-1687, for more information on our complete line of premium quality fertilizers, combination products and straight chemical products.



Lebanon

TOTAL TURF CARE

A division of Lebanon Chemical Corporation
P.O. Box 180 • Lebanon, PA 17042

* DURSBAN is a registered trademark of The Dow Chemical Company.

PROBLEM MANAGEMENT

by Balakrishna Rao, Ph.D.

Preventing weed growth

Problem: Can you suggest any method which would control growth before germination in a large bed of wood chips (without damage to large locust trees)? (New York)

Solution: To manage weed (annual or perennial) growth before germination in wood chip beds, apply pre-emergence herbicides in the fall or early winter and again in the spring or summer as needed. For annual weeds, apply Princep in fall at 3 lbs. active ingredient (AI) per acre. This treatment will provide weed control until late spring or early summer at which time another pre-emergence herbicide application should be provided.

Other pre-emergence herbicides, such as Ronstar, Dacthal, Devrinol, Dual, Enid, Lasso or Surflan, can be used alone or in combination with 1 lb. of Princep in summer. These combination treatments will increase the residual activity period as well as provide control of a wider spectrum of weeds. If the Princep was used at 3 lbs. AI per acre rate in fall or winter, do not use 2-3 lbs. AI per acre of that material again in spring or summer. However, if Princep was not used in fall or winter, then it can be used at the 3 lbs. AI per acre rate in spring or summer.

Rangeland herbicides

Problem: Is there a herbicide for rangeland that would control big and little sage brush (greasewood)? (Canada)

Solution: In reviewing the literature, no specific recommendations for sage brush control were found. Sage brush along with mugwort (*chrysanthemum* weed) and wormwood belong to the same genus *Artemisia* (Compositae). Most of these are aromatic herbaceous plants growing in dry areas in the northern hemisphere. Since both mugwort and wormwood can be managed by the application of a pre-emergence herbicide like Dacthal, it is probable that sage brush also can be managed by the same chemical.

In addition, mugwort can be managed by the use of post-emergence herbicides, like Casoron or Eptam. These need to be incorporated into the soil. These post-emergents also may be active on sage brush. Since we were unable to find any recommendation for sage brush control, check with the Canada Department of Agriculture or Ministry of Agriculture to learn more about the activity and feasibility of using the above-mentioned products. Read and follow label specifications for best results. **LM**



Balakrishna Rao is Director of Lawn Care Technical Resources for The Davey Tree Co., Kent, Ohio.

Questions should be mailed to Problem Management, Landscape Management, 7500 Old Oak Boulevard, Cleveland, OH 44130. Please allow 2-3 months for an answer to appear in the magazine.

Circle No. 123 on Reader Inquiry Card

FLUF®

A Perfect Marriage



In recent years more university studies (such as Michigan State, Ohio State, Penn State, Texas A&M, VPI, University of Illinois, etc.) have shown that balanced rates of N&K are ideal for summer feeding program on all fine turf.

WHY:

- (1) - the reason is simple — N without K gives soft, lush growth — N with balanced K gives strong, hard growth.
- (2) - spoon feeding — small amounts of a balanced diet of N&K is agronomically better for the plant.
- (3) - Fluf® - being a slow release source of N has proven superior, as a non-burning source of N during the summer months.
- (4) - Fluf® 10-0-10 is easily mixed with fungicide sprays compatible with most pesticides, adjuvants and micro-nutrients.

RATES:

- (1) - Fluf® 10-0-10 - use at 8-10 fluid oz./1,000 square feet for greens, tees, aprons and 12 fluid oz./1,000 square feet for fairways.
- (2) - spoon feed the above rates on a 7-10 days basis: 8 oz., Fluf® 10-0-10 will give 1/16 #N and 1/16 #K per treatment.
- (3) - combine Fluf® 10-0-10 with TruGreen™ (at 2-4 oz./1,000 square feet) for minor element sources of iron, magnesium, zinc, copper, etc.
- (4) - 8 oz. of Fluf® 10-0-10 per 1,000 square feet will cost less than \$.50/1,000 square feet - or approximately \$20/acre.



W-A-CLEARY CHEMICAL
CORPORATION

For additional information, see your local dealer or contact W.A. Cleary Chemical Corporation, 1049 Somerset Street, Somerset, N.J. 08873 (201) 247-8000.

Toll free numbers:

1-800-524-1662 (East of the Mississippi)

1-800-524-1663 (West of the Mississippi)

PRODUCTS

Advanced technology controls system

Rain Bird's Maxi III Computer Control System offers a simple programming format with a built-in instruction manual. Each station has independent controls for independent programming.

A back-up satellite system allows for the field program to take control of the system if the main computer goes down or the wiring is severed. Water budgets can also be programmed. The

system also has the capacity to adjust to managerial practices and conditions such as fertilizing or seeding.

Circle No. 190 on Reader Inquiry Card

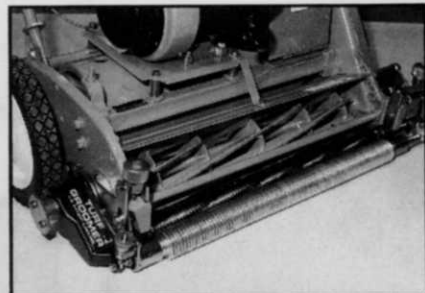
Greens conditioner attaches to mowers

Jacobsen's exclusive Turf Groomer greens conditioner will be available for use on the company's line of walk-behind greens mowers. It can now be attached to the Greens King IV plus

19- and 22-inch greens mowers.

The Turf Groomer lifts up and cuts horizontally-growing grasses and surface runners, which are then clipped by the mower reel.

The strong vertical grass resulting from regular use of the groomer provides a smooth putting surface, in-



creasing green speed by as much as 25 percent without lowering cutting height or disrupting play.

Circle No. 191 on Reader Inquiry Card

TORQUE-FREE

ONE MAN EARTH DRILLING

Ideal for Landscaping

- Patented torque bar eliminates kick back.
- Simple, safe one-man operation cuts labor costs in half.
- Digs a fast clean hole in seconds — diameters of 1½" to 16".
- Available in mechanical and hydraulic models with a variety of auger selections.
- Safety stop switch protects the operator and the equipment.
- Complete selection of augers and accessories.



Send Today
for Complete Information.



Little Beaver, Inc.

P.O. Box 840 • Livingston, TX 77351
(409) 327-3121 • telex: 386596

Circle No. 126 on Reader Inquiry Card

Weed control fabric is made of polyester

New Weed Arrest from Warren's Turf Nursery is 100 percent polyester for resistance to sun damage and decomposition, according to Emory Hunter of Warren's.

The product is made by Hoechst Fibers to be highly water-permeable, and it has a good coefficient of friction so it will not slip as much as some other materials, Hunter notes.


Because of its composition, Weed Arrest is highly pliable and its high elongation (stretch) allows it to conform to every contour of the landscape.

In a study done at Clemson University, Weed Arrest provided excellent control of johnsongrass, yellow nut-sedge and large crabgrass.

Circle No. 192 on Reader Inquiry Card

For your award-winning project to be included in "On Design" send color slides and a description of the project to:

Heide Aungst
Landscape Management
7500 Old Oak Blvd.
Cleveland, OH 44130



MAVRIK[®] ALL THE AMMUNITION YOU NEED.

Insect and mite protection from tee to green.

MAVRIK AQUAFLOW[®] Insecticide is a broad spectrum insecticide and miticide—in fact, it eliminates practically every problem except divots.

MAVRIK goes after pests that live in turf, in shrubs, in trees. It kills chinch bugs, sod webworms, mites, cutworms, leaf feeding caterpillars, aphids, whiteflies, leaf beetles and others.

There has never been a single product that handles so many pests, while being so safe to plants, convenient to use and easy to apply. MAVRIK is a non-restricted material, and it has been tested on more than a hundred ornamental species without a report of any phytotoxicity.

MAVRIK is a water-based flowable, so it's easy to mix. There is little residue and no odor—you can use it Friday afternoon and the members won't get their noses out of joint over the weekend. After a spray has dried, it's easy on bees. And it won't harm bird species.

You won't find the convenience and broad spectrum coverage of MAVRIK in any other product. And since MAVRIK is available at your local distributor, all you have to do is ask for it.

SANDOZCROP PROTECTION

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. 6/87

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

HELP WANTED

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. 6/87

Fleet Superintendent/Equipment Coordinator to perform maintenance on diesel/gas equipment 80 h.p. to 1 h.p. and coordinate the use of equipment for a grounds maintenance service company throughout the state of Florida. Please send resume to Quandt-Ayer Enterprises, P.O. Box 271880, Tampa, FL 33688. 6/87

Landscape maintenance sales position available for energetic, self-motivated individual. Education in agricultural related field and/or sales experience preferred. Base salary plus commission. Send resume/work history to Sales Manager, Maintain, Inc., 16008 Boss Gaston, Richmond, TX 77469. 6/87

EXPERIENCED SALES REPRESENTATIVE

Well established and expanding tree and landscape firm in Boston's Western suburbs is in need of an experienced tree work/landscape sales rep. We offer an excellent salary and benefit package, as well as an opportunity to join an industry leader. Please forward your resume in confidence to:

Mark Tobin
c/o Hartney/Greymont
20 Kearney Rd.
Needham, MA 02194

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.** 6/87

Established 76 year old complete landscape and tree service firm has positions available for tree climbers and landscape foreman. Send resume to Chas. F. Irish Co., Inc., 24900 Groesbeck Hwy., Warren, MI 48089. 6/87

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

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

ARBORICULTURISTS: An exciting opportunity exists for self-motivated, goal oriented professionals who are seeking a ground floor opportunity to grow with a computer inventory company, based in Southern California, specializing in trees and turf. Proficiency in plant identification mandatory, some computer background and college degree desired. Send resume with salary history (mandatory) to LM Box 420. 6/87

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 the golf course industries, or possess a horticultural background. Past selling experience helpful.

Positions are available in various Florida metropolitan areas.

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 - progressive Washington, D.C. area landscape firm is looking for responsible working foremen & trainees to join our Maintenance Department. Our Maintenance Program consists of 2-3 man crews doing residential tree, shrub & bed care with an emphasis on quality. Openings also in our installation department. We work a 4-5-day week and offer good pay and benefits. Willingness to work hard and produce is essential. Send resume and references to: **GARDEN GATE LANDSCAPING, INC.,** 821 Norwood Road, Silver Spring, MD 20904. 6/87

EXPERIENCED FOREMAN: Landscape Design & Construction Firm, seeking an **EXPERIENCED** Foreman, 3-5 yrs. Individual must be able to take total responsibility of projects, from start to finish. Plant knowledge, Construction Techniques, and Blue Print reading a must. **SALES:** Landscape Sales person, 1-2 yrs. experience. Individual must be aggressive, and willing to learn. Design ability a must. Contact Jim at Vander Veen Landscape Co., 840 West Columbia St., P.O. Box 164, Mason, MI 48854, (517) 676-1093. 6/87

ORKIN LAWN CARE

Orkin Lawn Care is looking for good lawn care Branch, District and Division Managers. Our expansion has created many opportunities. Advance quickly with the nation's fastest growing national company. We are looking for result oriented Managers who know how to manage people. If you're looking for opportunity and tired of the pace you're now at, call Gordon Crenshaw - 404-888-2770.

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

SOD FARM MANAGER: Maryland Agricultural Product Company offers a unique opportunity for a person who seeks a management position with excellent advancement potential. We are looking for an individual knowledgeable in all areas of sod production and management. Applicant should have a B.S. Degree or the equivalent in agronomy. Good starting salary and benefit program. Send resumes in confidence to R. Friedberg, Zoysia Farm Nurseries, 3617 Old Taneytown Road, Taneytown, Maryland 21787. 6/87

THE TRUTH IS: Most management positions are never advertised outside the company. They are filled from within or by word of mouth. We have access to the inside jobs that companies do not advertise in the newspapers or trade magazines. **GREEN INDUSTRY RESOURCES CORPORATION** can locate management positions suited to your needs. Write or call Beecher Smith, 25230 Conrad Ct., Damascus, MD 20872, (301) 253-5787. All inquiries are confidential. 6/87

ARBORISTS: Fast moving and well respected arboricultural firm looking for bright, energetic, dedicated and responsible person. Self-starter to head new sales, personnel management, field operations, contract bidding and negotiations, and full supervision for all manpower and equipment. Applicants must have horticultural background, college degree, direct practical experience, and computer knowledge preferred. Salary commensurate with background. Good company benefits with strong growth potential. Send resume with salary history (mandatory) in strictest confidence to LM Box 421. 6/87