

**TELL
US
WHAT
YOU
WANT**

READER FEEDBACK/QUESTION CARD 3/87

A. I'd like to see more articles on _____

B. My question for the Problem Solvers is _____

C. Have you heard the news? _____

YOUR NAME _____ TITLE _____ DATE _____

BUSINESS NAME _____ ADDRESS _____

CITY _____ STATE _____ ZIP _____ TELEPHONE () _____



BUSINESS REPLY MAIL

FIRST CLASS PERMIT NO. 2675 CLEVELAND, OHIO

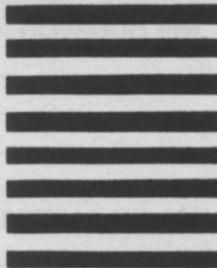
POSTAGE WILL BE PAID BY ADDRESSEE

THE EDITORS

WEEDS TREES & TURF

7500 OLD OAK BLVD.
CLEVELAND, OH. 44130

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



TELL
US
WHAT
YOU
WANT



How do you train applicators to spray...on target?

Keeping sprays on target requires a lot of knowledge and skill. That's why applicator training is vital. An unskilled applicator who sprays off target wastes time and increases fuel and material costs. Weather conditions or a poorly calibrated sprayer could result in environmentally unsound pesticide use.

This year, improve accuracy of pesticide application by learning how to spray trees the right way.

The National Arborist Association (NAA) has available three educational videotape programs on pesticide application and sprayer calibration.

Each program is designed to increase applicator knowledge of spraying and spraying techniques. No other training program on tree spraying is currently available. Program

videotapes cover **Sprayer Operation, Sprayer Calibration** and **Application Techniques**. A calibration manual is included with each order.

Videotape programs provide the beginning applicator with a basic understanding of spraying trees. They also help the more experienced operator solve mechanical and spray problems that regularly occur on the job.

The **On Target** series is available only as a set of three videotapes. It is made possible by voluntary contributions of NAA active and associate members. Cost for the set and calibration manual is \$300.00. Because of their prior contributions, NAA members may purchase the set for \$150.00.

Order your videotapes today. Start training applicators the right way. Let us spray...**on target.**



National Arborist Association
174 Route 101
Bedford, NH 03102
(603) 472-2255

SEND THIS ORDER FORM TODAY.

On Target... Videocassette Programs, \$300.00 (\$150.00 NAA Members)

Ship to: _____

Firm: _____

Street: _____

City: _____

State: _____

Zip: _____

Phone: () _____

Please ship: _____ sets of the **On Target** videocassette programs.

Check for \$ _____ U.S. Funds or Purchase Order Enclosed.

Signature: _____

Date: _____

HELP WANTED

LANDSCAPE MAINTENANCE FOREMAN: Opportunity to supervise landscape maintenance crews for aggressive landscape design/build and maintenance company. Horticultural degree and experience preferred. Send resume and salary requirements to Scott Byron & Co., 191 E. Deerpath Rd., Ste. 103, Lake Forest, IL 60045, 312-234-3334. 3/87

Maintenance foreman to do quality commercial maintenance. Knowledge of turf and ornamentals and at least 3 years experience. Good salary and benefits. Reply to Country Greenery, Box 638, Pittstown, NJ 08867. 3/87

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

MANAGERS NEEDED FOR LAWN CARE BRANCHES. One of the Northwest leaders in lawn care and tree care is looking for experienced successful managers to run a lawn care branch with tree service in the West. Salaries range from \$29,000 to \$40,000 per year. Send resume to WTT Box 415. TF

GROUNDS MAINTENANCE AND PLANTING SUPERVISOR/FOREMAN: Well established landscape contractor in the Philadelphia area is seeking experienced quality supervisors and/or foremen to fill various positions. Salary and benefits commensurate with experience. Forward resume to: Personnel Office, Heyser Landscaping, Inc., 400 N. Park Ave., Norristown, PA 19403. 4/87

OUTSTANDING OPPORTUNITIES FOR ARBORISTS with sales experience to join rapidly growing, full-service tree care company. All benefits and incentives. Call or send resume to **SAV-A-TREE OF WESTCHESTER**, c/o Daniel Van Starrenburg, P.O. Box 527, Armonk, NY 10504, 914-666-8202. 3/87

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. 4/87

HELP WANTED: Foremen in these departments: - Landscape Construction, -Grounds Maintenance, -Lawn Care Applicator. Coronis Landscaping - a company dedicated to professionalism and ingenuity - has immediate openings in the above positions. Minimum 3 years "hands-on" experience required. Must be a motivator and able to communicate with crew and clients. Year round salary and benefits available. Send resume and salary requirements to: **CORONIS LANDSCAPING**, 7 Pike Street, Nashua, NH 03060-5031. 3/87

LANDSCAPE MAINTENANCE FOREMAN: Firm needs individual able to supervise and motivate own crew. Candidate must know plant materials and standard horticulture practices. Position offers excellent growth potential and salary commensurate with experience. For more information, call American Lawn Care Company, Niles, IL, 312-965-2427. 5/87

Landscape Maintenance Foreman to provide quality service on award winning landscape. Join a strong team of professionals in setting the pace for quality craftsmanship. Reply to Joan Hickman, P.O. Box 9454, Naples, FL 33941. (813) 597-8136. 3/87

Large landscape contracting firm seeking a Nursery Manager who is aggressive, responsible with excellent plant knowledge. Education and/or experience preferred. Salary and benefits negotiable. Please send resume to P.O. Box 725, Utica, MI 48087. 4/87

IRRIGATION FOREMAN: Leading central Ohio landscape contractor has an immediate opening for experienced Irrigation and Landscape Foreman. Permanent position with benefits. Send resume with experience and salary history, to: Riepenhoff Landscape, Inc., 3872 Scioto Darby Creek Rd., Hilliard, Ohio 43026. 3/87

Position open. Executive Director. The International Society of Arboriculture is seeking an Executive Director for its office in Urbana, Illinois. The individual will direct both day to day and long-range functions of a 4,500 member professional organization and serve as a spokesperson for the arboricultural industry. Candidates should have a strong management background and executive experience within the green industry. Experience in the field of public relations would be beneficial. A job description will be provided upon request. Those interested should submit a letter of application describing personal qualifications and salary requirements and include a resume. This information and three letters of reference should be mailed not later than April 10, 1987 to: Robert W. Skiers, 841 North Broadway - Room 705, Milwaukee, WI 53202. Salary shall be commensurate with experience. Equal opportunity employer. 3/87

GROWTH OPPORTUNITIES WITH ONE OF NEW ENGLAND'S LARGEST LANDSCAPE CONTRACTORS

FIELD OPERATIONS MANAGER: Responsible for the coordination of 9 to 12 construction crews. Must be a well organized, a self-starter with good communication skills. Salary, profit sharing plus other benefits.

CREW LANDSCAPE FOREMAN: Experience in all phases of large landscape operations a must. Salary, profit sharing, benefits.

OTHER ENTRY LEVEL POSITIONS available as well as management positions.

Send resume to:
J. Farmer & Company, Inc.
219R South Main Street
Middleton, MA 01949
(617) 774-2933

TREE CARE SALESPERSON: Year round work. BS degree in forestry or horticulture. 1-2 years experience, knowledgeable in all phases of tree care plus physical work. Call G. F. Lester Tree Expert Company, Cincinnati, Ohio. 513-761-5348. 5/87

ASSISTANT TO THE PRESIDENT: Outstanding opportunity to join one of the fastest growing tree and shrub care companies in the United States. We offer an excellent starting salary and bonuses, all benefits and an opportunity to participate in developing the newest ideas in the arborist field. You must have a minimum 5 years experience in a related field, a college degree and a dynamic desire to succeed. Send resume to Mr. Daniel Van Starrenburg, President, Sav-A-Tree of Westchester, Inc., P.O. Box 527, Armonk, NY 10504-0527. 914-666-8202. 3/87

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. 3/87

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. 3/87

Management/technician position for aggressive, forward thinking individual. Two years field experience in chemical lawn care and strong ability to communicate with clients a must. Agronomy background or B.S. in Turf management preferred, but not required. Responsible for crew supervision, field diagnosis, sales and service calls. Will work closely with manager implementing all phases of department. Paid holiday, vacation, medical/dental plan, pension plan, and year end bonus. Salary negotiable. An exciting and challenging position in the beautiful Rocky Mountain region. Send resume with references to Swingle Tree Company, Attn: K. Hostetler, 8585 East Warren Avenue, Denver, CO 80231. Phone 303-337-6200. 3/87

Landscape Architect/Designer — individual with education and experience to manage landscape-construction division. Excellent opportunity for qualified applicant. Send resume to Best Lawns, Post Office Box 251, Medinah, IL 60157 or phone 312-543-0043. Michael Cavaliere. 3/87

MISCELLANEOUS

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

KELWAY® professional SOIL ACIDITY and SOLUBLE SALTS TESTERS, available from distributors nationwide. HB-2 and SST brochures from **KEL INSTRUMENTS CO., INC.**, P.O. Box 1869, Dept. 1, Clifton, NJ 07015. (201-471-3954). 10/87

WANTED TO BUY

Wanted to Buy: Finn Mulcher, larger size. B250 Eagle or similar. Also 3-point disc anchor, 8 ft., Sherbrooke Sodding Co., Rt. 2 Box 396, Pelican Rapids, MN 56572, 218-532-2485. 3/87

WANTED

WANTED: Large Lindig and Royer Shredders. Lewis Equipment. 320 Third Street S.W., Winter Haven, FL 33880. (813) 294-5893. 4/87

Equipment Wanted: Used Hesston Model #180/230 TORO GMT 200, any condition. Please call Dick Trevarthan, 815-469-5238 - 469-5903. 3/87

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

ORKIN LAWN CARE

Wants to acquire lawn care/pest control companies doing \$1,000,000 or more annual revenue. Sell us your business. Stay and grow with us if you wish. Reply to Gordon Crenshaw (404) 888-2770.

Victory Over Troublesome Turf Diseases

VORLAN®

with a capital "V" keeps you winning with your customers.

The best way to build a successful lawn care business is repeat customers. And the key to repeat customers is satisfied customers. So why trust the future of your business with anything less than the most effective turf fungicide... VORLAN!

Experience gained with VORLAN on professionally maintained turf and in university trials confirm VORLAN establishes new performance standards against Leaf Spot, Red Thread, Dollar Spot (even resistant strains!), and Pink Snow Mold. NO DISEASE PROBLEMS = SATISFIED CUSTOMERS.

It's Economical Too! VORLAN's effectiveness - it takes just a little and lasts so long - also makes it economical, too. Win a victory over turf diseases with VORLAN and build your satisfied customer list! Call Mallinckrodt toll-free, or contact your Mallinckrodt Turf Products distributor.



P.O. Box 5439
St. Louis, MO 63147
(800) 325-7155

Available in 6 x 2-lb cases.

FOR SALE

QUALITY BLUE GRASS & FALCON FESCUE, KY. 31, DERBY RYEGRASS. PALLETIZED. ANDY WHITE SOD CO., INC. 502-633-6902. 11/87

JACOBSEN HF5 MOWING UNITS: 1985 (671 hrs.), 1986 (462 hrs.). both have 10 Blade Reels w/ Catchers, Grooved Front Rollers & Large Steering tires. Call 312-986-2074. 3/87

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

LANDSCAPERS SUPPLY CORP.'S 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. 5/87

For Sale: Jacobsen F-10 6 blade reels, good condition. \$7,500.00. Eau Claire Country Club, Eau Claire, WI 54701. 715-832-0312. 3/87

FOR SALE: 18" BRUTE sod cutter. 3 Pt. hitch, PTO driven. Has cut less than 10 Acres, \$1700.00 (513) 667-1346. 3/87

Princeton self-propelled sod harvester 24x48, John Deere Diesel, 2000 hrs, very good condition \$13,000. -7 Toro spartan gang mowers & pull frame \$2500 good condition. Panther Creek Sod Farms, 904-878-8303, Tallahassee, FL. 3/87

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

1984 9-GANG Jerry Clipper Mower, \$6,500.00. Bossley's Dryer, P.O. Box 453, Bay City, TX 77414. 409-245-2043. 3/87

For Sale: 1981 Howard Price Model 180 hydraulic drive rotary mower; 15% cutting width; not operable, needs factory axle kit installed. 1,027 hours. \$12,000.00. Phone (609) 896-3300. 3/87

REEL GRINDER USED EXPRESS DUAL: Reel Grinder and Angle Master bed knife grinder. Both in excellent condition. Asking \$9,500 for the pair. Call Mowing Machine Grinders and Reels, Inc. 205-222-2591. 3/87

FOR SALE: 1980 Toro Parkmaster HTN, 7 gang, 7 reel, 7 blade and a 1980 FMC D020 300 Gal. Sprayer. For more information call 305-225-1200, FL. 3/87

1976 FINN 2600 GALLON HYDROSEEDER with John Deere Diesel Engine Mounted on a 1966 Ford 850 Tandem Axle Truck. Best Offer - Call 301-924-4445. 4/87

Jacobsen Slit Seeder 9 horsepower Briggs and Stratton engine. Good condition. \$1,700. Call (312) 773-0661. 4/87

Spray Trucks: 1980 GMC - series 6,000 350 V8 4 speed and 2 speed axle. Units are equipped with 1,200 gallon Tufflex fiberglass tanks, mechanical agitation, 10 GPM Bean pump, 50 gallon side tank, 8HP Kohler engine drive, Haney electric hose reel and detachable 1,200 lb. capacity granular fertilizer box. \$10,500. Call Jerry Mykietka, 1-312-932-8668. 3/87

FINN HYDROSEEDERS & MULCH SPREADERS. New & Used. Wolbert & Master, Inc., P.O. Box 292, White Marsh, MD 21162, 301-335-9300. 6/87

SPYDERS - Used and reconditioned 2500 S. Cooper, Arlington, TX 76015. 817-261-7346 Mark. 6/87

ZOYSIA MEYERS Z-52 SOD OR SPRIGS. EXCELLENT QUALITY DELIVERED ANYWHERE AT REASONABLE PRICES. DOUBLE SPRINGS GRASS FARM, SEARCY, AR. (501) 729-5691. 5/87

SPRAY TRUCKS: 1983 and 1984 International, both with 1250 gallon tanks, Meyers pump, Hannay reels, very well maintained, professionally serviced, excellent condition. Both have bedrails, spreader brackets, hand-sprayer holders, 2 reels, 400 ft. hose. Call 203-372-3511, Tony or Rob. 3/87

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. \$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. Patent pending. 3/87

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

BALL BARRIER NETTING: Made of olefin fibers. 6 1/2 feet and 25 feet high. Strong and tough. Will not rust. Easy to handle. For Driving Ranges and Golf Courses. Keep golf balls from straying off-course. J. A. Cissel Mfg. Co., P.O. Box 339, Farmingdale, N.J. 07727. 1-800-631-2234. TF

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. Olinger Seed Company, 89 Hanna Parkway Akron, OH 44319. Call collect (216) 724-1266. TF

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 60014. 815-455-7363. 3/87

For Sale: 320 acres sod, tree, fish farm. 240 acres standing crop, St. Aug., Raleigh, Centipede, Bermuda. 60 acres standing crawfish/catfish. 20 acres young landscape trees. Full line modern equipment. Possible owner finance. 713-451-1515, Houston, TX. 3/87

FOR SALE: 1- 1980 IH with 1200 high volume spray, 2 78 GMC, 1 ton for low volume spray. Reasonable priced for quick sale. 315-637-8660, Dave. 3/87

Turf Tires. Set of 4 mounted on rims. 11L-28. B. F. Goodrich \$500.00, 414-835-2826, Jasperson Sod Farm. 3/87

1982 BROUWER FORK LIFT: Diesel Model # HH3500PD. Good condition, \$9,995. HAMILTON SOD CO. LTD. RR # 1, Mount Hope, Ontario, CANADA, 1-416-389-9050. 3/87

550 gallon fibergalss Smithco skid mount unit, 10 gallon per minute Bean pump, Kohler engine mechanical agitation, Hannay hose reel 300 + of FMC hose and Chemlawn gun. Contact Angelo or Paul at 609-567-1642 or 567-3029. 3/87

Vermeer 630 A Stump Grinder, Excellent condition \$6,000.00. Edwards Tree Service, 49090 Cooper Foster Park Road, Amherst, Ohio 44001, (216)988-4477. 3/87

New Locke Professional tri-plex, \$6500. New Locke 30", \$2500. Two new Ingram Model 582, 72" rotary, 23 h.p., \$6000 each. Phone (305) 592-2206. 3/87

Spyder Forklift, good condition, new paint. Finneyfrock Big Brute Sod Cutter, good condition. Green Valley Turf Farms, Canfield, Ohio. Telephone 216-533-3354. 3/87

Dowdeswell model 650 (The Gem) walk behind commercial tillers are available—20", 24", 30"—gas or diesel. Save 10% now - from \$5193.00; other makes, types, sizes from \$289.95. Let us bid your equipment and service needs! G. Gandy Equipment Services, 2031 4th Ave., Joliet, IL 60433. 815-726-7921. 3/87

	
Landscape Design Kits	AMERICAN STAMP CO.
Interior Plant Sets	12290 Rising Rd., suite 200-w
Tree Stamps Books	Wilton, CA 95693 (916) 687-7102

Chemical Lawn Care Business for sale, Western North Carolina. 3 spray trucks, 330 contract customers. \$142,000 grossing 1986. \$53,000. 704-891-5125. 3/87

FOR SALE: 2 used Brouwer Sod Harvesters 18" rolling—auto steer—Massey Ferguson. Reconditioned & ready to go. Hitchhiker 3600 Brouwer forklift—Demo—Perfect Condition. \$2,000 off. New units in stock. Hitchhiker trailers in stock, 3 Spyders & 2 towable Bakery Yorks. All in good condition. \$7200 each. Call, in Indiana, 800-553-0552; in Illinois, Michigan, Ohio, Kentucky, 800-553-0554. Elsewhere, 219-552-0552. 4/87

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.**, 1-800-343-LAWN outside of Michigan or 1-313-543-2200. TF

1975 Ford 750 Cabover with 50' high ranger in excellent condition. \$14,000. 519-253-9339 or 519-735-8747. 3/87

77 GMC 2 ton spray truck, 1000 gallon tank recessed on flatbed. 1984 Hannay Reel, Meyers 2C95 pump, PTO, 100 gallon steel auxiliary tank. 76 Ford 1 ton spray truck, 750 gallon tank Hannay Reel, Meyers 2C95 pump, PTO, 50 gallon poly auxiliary tank. Call 317-283-1429 or 317-284-0265. 3/87

TS/45 TREE SPADE W/TEN CONE TRAILER—Excellent condition — \$48,700. Mounted on 1980 Ford L/N 8000-3208 Cat Call 518-725-4224. 3/87



Introducing

LANDSCAPE MANAGEMENT

Formerly WEEDS TREES & TURF

We're Changing Our Logo, But Not The Legend.

No more WEEDS TREES & TURF? Actually, there will be, just the name's being changed. And it isn't easy giving up a name as well known and respected as Weeds Trees & Turf. But, we evolved long ago from just advising your best prospects on the best ways to kill weeds and maintain trees and turf. Besides helping them to maintain, we help them to MANAGE.

Maintenance Helps Landscape Managers Keep Up. Management Helps Them Get Ahead.

That's the real difference between LANDSCAPE MANAGEMENT and its competitors. We tell our readers much more than how to change spark plugs. We improve their management skills so they can plan better, buy smarter, and control their operations more efficiently for real growth. So, we feel our new name better describes our editorial role in the industry.

Our Role Is Important To Your Best Prospects.

A recent independent survey revealed the importance of a management-oriented magazine to our 46,000 plus readers. **84% of them are IN a management capacity, and 88% personally recommend, specify or purchase equipment, chemicals or seed for their businesses or departments!***

*SOURCE: 1987 Readex Market Research

Keeping Managers On The Cutting Edge.

That means we have to stay sharp ourselves. LANDSCAPE MANAGEMENT's impressive record of firsts has helped our readers evolve from grounds keepers to landscape managers. From *The Landscape Manager's Guide Series* and marketing features to market research and sponsorship of a major industry show — *The Landscape Expo* —

LANDSCAPE MANAGEMENT gives your best prospects the information they need to stay competitive and profitable.

Readers Tell Us We're On Target.

LANDSCAPE MANAGEMENT consistently has the largest circulation, the highest Personal Direct Request From Recipient, and is mailed to more buying influences by Name and Title and/or Function than any other magazine! †

†SOURCE: June 1986 BPA Statements

Advertisers Agree!

Ad page comparisons with our closest competitor prove that advertisers know where the readers are:

Ad Page Growth: 1983 through 1986 ‡

Grounds Maintenance	12.9%
LANDSCAPE MANAGEMENT	34.1%

‡SOURCE: Publisher ad count

Come Grow With Us.

Surround your ad with editorial aimed at success. Call Publisher Dick Gore at (404) 233-1817 today.

VBPA ABB

LANDSCAPE MANAGEMENT

Formerly WEEDS TREES & TURF

(HBJ) A HARCOURT BRACE JOVANOVICH PUBLICATION

455 East Paces Ferry Road, N.E., Suite 324
Atlanta, GA 30305 • (404) 233-1817

AD INDEX

SERVICES

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.

CONSULTING SERVICES: Grow your business with someone else's experiences. **PROGRAM DEVELOPMENT, TRAINING NEEDS, OPERATION START UP OR EXPANSION and LEGISLATIVE PROBLEMS.** Over 10 years experience with the industries' leaders. Please contact: Philip E. Catron, M.S., 26548 Haney Ave., Damascus, MD 20872, 301-253-5652. 3/87

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.

USED EQUIPMENT

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Sky-workers 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

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

LET CLASSIFIEDS WORK FOR YOU

Model 1010 stainless 150 gallon **JOHN BEAN SPRAYER**, 7 HP, turf tires, 757/785 guns. Also, **DIDIER CHIPPER**. All excellent condition. 712/623-9372, Red Oak, IA. 3/87

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

YANMAR (John Deere) 165D, four wheel drive, 16 hp diesel tractor with front end loader and rototiller. Like new condition, only used for 150 hours. \$6,000. (313) 737-0328. 3/87

NO.	ADVERTISER	PAGE	NO.	ADVERTISER	PAGE
102	The Andersons (Regional)	92-93	145	Milliken Chemicals, Div. Milliken & Co.	53
103	Aquatrols Corp. of America, Inc.	139	146	Milwaukee Sewerage	12
104	BlueBird Int'l	128	256	Mitsubishi (Regional)	75
101	Bowie Ind., Inc.	124	148	Mobay Chemical/Bayleton Turf	2-3
105	Brouwer Turf Equipment Ltd.	31	149	Mobay Chemical/Bayleton Ornamental	105
106	Brouwer Turf Equipment Ltd.	97	150	Mobay Chemical/Dyrene	CV3
107	Carter Co., Inc., H. V. (Regional)	109	151	Mobay Chemical/Nemacur (Regional)	123
108	CelPril Industries, Inc.	5	152	Mobay Chemical/Oftanol	54-55
221	Chevron Chemical Co.	45	153	Mobay Chemical/Oftanol	54-55
110	Ciba-Geigy	13	154	Mobay Chemical/Sencor (Regional)	127
111	Cushman/Frontline	89	255	Monsanto Agricultural Co./Limit (Regional)	98-99
112	Cushman/Turf	86-87	156	Nor-Am Chemical Co.	81
113	Daihatsu America, Inc.	35	157	Olathe Mfg. Co.	120
114	Danville Industries	27	159	PBI Gordon Corp./Embark	64-65
115	Deere & Co., John	50-51	160	PBI Gordon Corp./Super-Trimec	42-43
116	Deutz-Allis	111	161	Phillips Fibers Corp.	129
117	Dixon Industries	22	162	Pickseed West Inc.	29
118	Dow Chemical U.S.A.	17	163	Precision Labs	96
119	Dow Chemical U.S.A.	19	220	Howard Price Turf Equipment	102
120	DuPont	95	165	Howard Price Turf Equipment	103
121	Eberhart Plastics Div./Eberhart Steel	113	166	Rain Bird Sales, Inc.	47
122	Elanco Products Co./XL	115	189	Reinco	116
123	Elanco Products Co./Team	115	167	Rhone-Poulenc Inc./Chipco 26019	33
124	Elanco Products Co./Team	119	168	Rhone-Poulenc Inc./Chipco Ronstar	85
125	Elanco Products Co./Surflan	119	169	Sandoz Crop Protection Corp.	91
126	Elanco Products Co./Rubigan	23	170	Scott Proturf, O. M.	6-7
127	Elanco Products Co./Rubigan	23	171	Scott Proturf, O. M.	6-7
128	Environmental Ind., Inc.	80	172	Scott Proturf, O. M.	101
129	Excel Industries, Inc.	125	173	Shindaiwa	26-27
130	Ford New Holland	24-25	174	Spraying Devices Inc.	122
131	Gravely Int'l, Inc.	58-59	175	Standard Golf Co.	106
132	Hoechst-Roussel Agri-Vet Co.	68-69	177	Tee-2-Green	CV 2
133	Jacklin Seed Co.	120	179	Tennant	20
257	Jacobsen Div. of Textron, Inc.	117	187	Tennant	20
135	Kees Mfg. Co., F. D.	18	188	Tennant	20
136	Kohler Engines	21	180	Toro Co./Irrigation	62-63
138	Lebanon Chemical Corp.	118	181	Toro Co.	14-15
139	Lebanon Chemical Corp.	41	182	Turf Seed, Inc.	57
140	Lesco	83	183	Union Carbide	36-37
141	Little Beaver, Inc.	28	184	Wells Cargo	90
142	Lofts, Inc.	CV 4	185	Wilt Pruf	62
143	Mallinckrodt	135	258	Woods, Div. Hesston	121
144	Melroe	107			

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

AQUA-GRO®

SOIL WETTING AGENT

The #1 Solution To Your Water Management Problems...

AQUA-GRO® soil wetting agents have become the best selling wetting agents for turf and landscape simply because they work. For more than 30 years AQUA-GRO has helped you solve the toughest water related problems—compaction, localized dry-spots, puddling, thatch and disease—while *saving you labor, money and water.*

- Saves labor by alleviating localized dry spots and compaction and reducing the need for aerifying, syringing and rebuilding.
- Saves money by increasing fertilizer and pesticide effectiveness because chemicals are distributed uniformly in the root zone.
- Saves water costs by 30-50% because more water uniformly penetrates the root zone...so plants get more and you waste less.

A patented blend of non-ionic organic wetting agents, AQUA-GRO is the *only 100% active blend of wetting agents available.* We don't believe you should pay for water. AQUA-GRO works by reducing water's natural tensions, ensuring more uniform penetration and drainage through all types of soils and thatch. AQUA-GRO lasts because it won't leach.

AQUA-GRO is available in liquid concentrate and spreadable granular formulations from your local distributor.

 **AQUATROLS CORP.
OF AMERICA, INC.**

1432 Union Avenue, Pennsauken, NJ 08110
The Water Management People

For a free, illustrated brochure call:
1-800-257-7797 In NJ (609) 665-1130



A new beginning

Save this issue of WEEDS TREES & TURF. One day, it'll be a collector's item.

Why? Because this is the last issue of WEEDS TREES & TURF ever to be published.

In this column last month, we promised you some exciting new changes. The first of them—but certainly not the last—is that we're changing our name, beginning with our April issue. When LANDSCAPE MANAGEMENT arrives in your mailbox next month, please don't be surprised. It's just us: the same people that have been bringing you good old "WEEDS" for the last 25 years.

Why, you ask, is the magazine changing its name? There are many answers to that question.

First, and most important:

In the last few years, the job of being a landscape manager—or a golf course superintendent—has evolved into being much more than getting rid of weeds and caring for the trees and turf. Landscape managers today must manage more customers (or members) with more sophistication, more employees and more sophisticated landscapes.

Another reason, which I explained last month: in a dynamic industry like ours, you can't expect to stagnate and be successful. You've got to keep improving, keep looking ahead. And that goes for us as well as you.

Over the years, this magazine has enjoyed a reputation for keeping its finger on the pulse of the green industry, of tracking trends and changes. Beginning next month, we'll be keeping up with the industry by making a change of our own—to LANDSCAPE MANAGEMENT. The editorial and sales staffs hope you receive this change the way you've received us for 25 years—with open arms.

We think you'll like the "new us."



Jerry Roche

Jerry Roche, editor

WT&T 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

Questions and comments are encouraged.

Write or call editor Jerry Roche:
7500 Old Oak Blvd.,
Cleveland, OH 44130.
Phone: 216-243-8100.