

# CLASSIFIEDS

RATES: \$1.20 per word (minimum charge, \$35). Bold face words or words in all capital letters charged at \$1.45 per word. Boxed or display ads: \$100 per column inch-1x (one inch minimum); \$95-3x; \$90-6x; \$85-9x; \$80-12x. (Frequencies based on a calendar year). Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$15 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9505. Fax Number 218-723-9615.

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

**FOR SALE**, New Hampshire, nine hole executive golf course, 140 +/- acres, potential expansion and/or development. Includes home, club house, and equipment. \$850,000. Lake & Mountain Realty, P.O. Box 663, Meredith, NH 03253. Tel: (603)279-4293. 1/89

**LEARN** Professional Landscaping and Gardening at home. Accredited program provides thorough training in all phases of commercial and residential landscaping. Certificate awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept A-349, 2251 Barry Ave., Los Angeles, CA 90064. 12/88

**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

**BUSINESS OPPORTUNITIES:** Central Ohio granular lawn service established 17 years. Accounts, vans & equipment. Inquire: J.L. Greene, 1285 Northport Circle, Columbus, Ohio 43235. 12/88

## HELP WANTED

### MANAGEMENT

Due to our aggressive expansion program in the midwest, east coast and southwestern regions, we are needing management personnel for all phases of our tree & shrub and lawn care services, in both residential and commercial operations. If you are "Results-Oriented" with a strong desire to achieve and high personal goals, send resume including salary history to:

Corporate Recruiter  
Ever-Green Lawns Corp.  
1390 Charlestown Ind. Dr.  
St. Charles, MO 63303

**HORTICULTURIST:** Indianwood Golf And Country Club is now accepting applications for a HORTICULTURIST. Responsibilities include: Flowers on golf course grounds, clubhouse, a three acre estate, and greenhouse duties. Must have 2 years of education in Horticulture, and a minimum of 2 years experience. Salary is negotiable. Please send resume to: Mark Jackson, Indianwood Golf and Country Club, 1081 Indianwood Rd., P.O. Box 5, Lake Orion, MI 48035. 12/88

**LAWN CARE BRANCH MANAGER:** National lawn care company seeking experienced manager for a midwest branch. Ideal candidate will have a proven track record of providing customer satisfaction, team building, and producing bottom-line results. Will be handsomely rewarded for growing an already large operation. Fantastic opportunity for the right person looking for a change and to better himself. Send resume, experience history, and salary requirements in confidence to LM Box 466. 12/88

### ARE YOU A NATURAL?

Then bring your talents to us. We're **SAV-A-TREE**, one of the fastest growing arboricultural service companies in the industry, specializing in natural holistic tree and shrub care.

We are dedicated to excellence and are seeking ambitious, detail oriented individuals to join our expanding team.

### VP SALES

As a member of our management team responsibilities include major account management, sales forecasting and budgeting, marketing, recruitment, and training. Candidates should have an undergraduate degree or equivalent and an in-depth knowledge of arboriculture.

### SALES REPRESENTATIVE

Responsible for developing and servicing a customer base in an assigned territory. Ideal candidate will have a college degree in horticulture or a related field and a strong desire to succeed. Previous sales experience is a plus. These positions offer outstanding compensation.

Send resume with salary requirements to:

### SAVATREE\*

Stephanie Parker  
360 Adams Street  
Bedford Hills, NY 10507

**NEW POSITION OPENING:** East Coast management of one of industry's hottest site-prep attachments. Self starter should have dealer sales management experience and reside near PA/NJ/NY area. Complete resume and salary history to Box 2135, Jamestown, ND 58402. 12/88

### Lawn Care \$20M-\$50M

Career opportunities coast-to-coast. Employer retained. Experts in personnel since 1968.

**USA Careers 515-394-2556**  
New Hampton, IA 50659

Orkin Lawn Care, a Division of Rollins, Inc., Atlanta, Ga. is looking for good lawn care management & sales management candidates. We have a good management training program. Education and experience will count toward that training. Please call (404) 888-2771, Sam Lang, or send your resume to Orkin Lawn Care Division, Personnel Director, P.O. Box 647, Atlanta, GA 30301. 1/89

**TREE TRIMMERS.** The City of Los Angeles needs hard working, conscientious people with one year of full time paid experience in tree trimming or treatment work to fill openings in the Tree Surgeon Classification. Good benefits and promotional opportunities. Contact the Street Tree Division at (213) 485-5675. 12/88

**Production/Sales/Management:** Expanding Sod company seeks individuals with sod production experience and/or turfgrass sales background. Requires an individual that is willing to grow with the company and that is quality conscious. Company located on the East Coast with various sales and production locations. Good salary and benefits. Send Resume to: United Turf, Rt. 1 - Box 170, Powells Point, NC 27966. 12/88

**Golf Course Agronomist - City of Dayton, OH.** \$27,989 to \$38,485. Bachelor's degree in plant, soil or chemical science required and 5 yrs.' golf course exper., of which 3 must have been in a supervisory capacity. Must possess E.P.A. Ohio Pesticide License for turf and ornamental categories or obtain within 6 mos. after appointment. Must possess State of Ohio driver's license at time of appointment and pass job-related physical exam. Police background investigation may be required. Submit resume (must be received by Dec. 30th) to: Ms. Sandra D. Huggins, Civil Service Board, Re: Golf Course Agronomist, Lower Level 1, 101 W. Third St., Dayton, OH 45401. Resumes must specifically address each of the minimum qualifications, directly showing how each is met. An EEO Employer M/F/H. 12/88

Established Central Florida landscape contractor has an opening for a highly qualified operations manager for its maintenance division. Ability to schedule, organize and manage people in a rapidly growing organization. Heavy field experience and a commitment to quality work required. Opportunity for an aggressive person to be a key member of a top-notch team. Excellent salary and benefits. Call Mr. Singh (305) 831-8101. 12/88

The Northern Illinois Toro distributor for commercial and irrigation products is seeking an individual for an irrigation department position. Responsibilities will include operations management and customer service/order entry duties. If qualified send a resume to Chicago Turf & Irrigation, 1170 W. Ardmore, Itasca, IL 60143. 12/88

### LANDSCAPE DIVISION MANAGER

Barefoot Grass Lawn Service, America's fastest growing major lawn service is looking for the right person to manage our new and growing tree/shrub division. The right candidate will have at least a B.S. in horticulture and several years experience in tree and shrub service work. Aggressiveness and desire to grow are key requirements. The opportunity to develop this expanding division as a part of the Barefoot management team is exceptional. For details, respond to Page Mays, V.P. Operations,

  
**Barefoot Grass**  
LAWN SERVICE  
1018 Proprietors Rd.  
Worthington, OH 43085

# BOOKSTORE



## 010 - ADVANCES IN TURFGRASS PATHOLOGY

by Joyner and Larsen  
Leading U.S. turf pathologists report on turfgrass diseases, pythium blight, snow molds, fairy rings, leaf spot of Kentucky bluegrass in Minnesota, initial and field fungicide screening, turfgrass disease resistance, etc. Contains new ideas on how to combat turfgrass problems. **\$27.95**

## 220 - CONTROLLING TURFGRASS PESTS

by Shurtleff, Ferminian, Randell  
New comprehensive guide provides the most up-to-date information available on the identification, biology, control and management of every type of turfgrass pest. Covers weeds, insects, animal pests and diseases in detail. Also provides information on cultural management practices: the establishment, care and renovation of low-, medium-, and high-maintenance turf areas. 50 color and 400 black and white photographs. **\$32.00**

## 230 - LAWNS-Third Edition

by Dr. Jonas Vengris and Dr. William A. Torello  
Designed as a textbook or a practical usage manual, this book has been completely brought up-to-date. Care of lawns and turfgrass, from selection of varieties to maintenance of established grass is completely covered. **\$25.95**

## 645 - MANAGEMENT OF TURFGRASS DISEASES

by J.M. Vargas  
Identifies turfgrass diseases by description and illustration. Includes a holistic approach to healthy turf and lawns. Presents practical management strategies for golf courses, lawns and athletic fields. 204 pages, illustrated. **\$26.70**

## 640 - TURF IRRIGATION MANUAL

by James Watkins  
A guidebook for engineers, architects, designers and contractors. Keeps pace with the latest developments in turf and landscape irrigation. Specific chapters devoted to rotary sprinkler design systems. Golf course design systems and expanded engineering and reference material. **\$26.55**

## 225 - TURFGRASS MANAGEMENT

by A.J. Turgeon  
Revised edition. Covers the latest developments in turfgrass science and technology. Heavily illustrated with dozens of new drawings. Provides specific recommendations for applying the newest pesticides, fertilizers and other materials to combat turfgrass problems. A valuable reference for diagnosing problems and determining their causes. **\$39.33**



## 615 - TURF MANAGEMENT FOR GOLF COURSES

by James Beard  
Written by an eminent turfgrass researcher, this USGA sponsored text is an ideal reference and "how to" guide. Details all phases of golf course design and construction, turf management, course administration, irrigation, equipment and disease and pest control. Fully illustrated. **\$52.75**

## 620 - TURF MANAGEMENT HANDBOOK

by Howard Sprague  
Practical guide to turf care under both healthy and poor turf conditions. Chapters cover turf in cooler and warmer regions, fertilizer use, regular turf care, weed and disease control and special turf problems. Useful seasonal schedules for management of turf areas. **\$25.25**

## 110 - TURF MANAGERS' HANDBOOK Second Edition

by Daniel and Freeborn  
ENTIRELY UPDATED. A practical guide for the turf practitioner. Chapters on grasses, growth regulators and diseases have had extensive modification. Innovations resulting from research and practice have been added to reflect the current techniques available for turf managers. Offers recommendations for effective turf protection through integrated pest management. Included are alternate plans for providing and improving safe, uniform turfgrass for sports fields. Outline format plus newly added index make this new edition easier to use and a more comprehensive approach to turfgrass science. **\$32.95**

## 630 - TURFGRASS: SCIENCE AND CULTURE

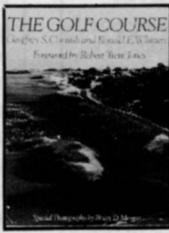
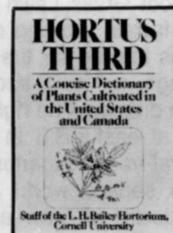
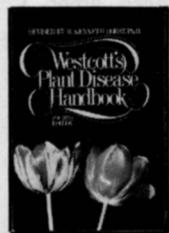
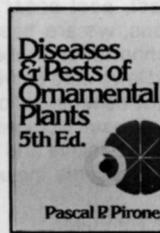
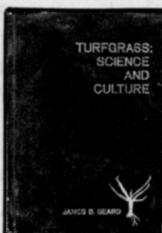
by James Beard  
Comprehensive basic text and reference source used in many leading university turf programs. Includes findings of current research compiled from more than 12,000 sources. **\$39.00**

## 410 - DISEASES & PESTS OF ORNAMENTAL PLANTS

by Pascal Pirone  
This standard reference discusses diagnosis and treatment of diseases and organisms affecting nearly 500 varieties of ornamental plants grown outdoors, under glass or in the home. Easy to understand explanations of when and how to use the most effective fungicides, insecticides and other control methods. **\$36.50**

## 690 - INSECTS THAT FEED ON TREES AND SHRUBS

by Johnson and Lyon  
Essential information for identifying more than 650 insect pests and the injuries they cause. More than 200 color illustrations. **\$49.50**



## 570 - WESTCOTT'S PLANT DISEASE HANDBOOK

by Kenneth Horst  
This fourth edition offers professionals the latest diagnostic and disease control information. Plant entries designed to simplify diagnosis, plus background on the classification of plant pathogens. This handbook gives a specific description of each disease, susceptible plants, specific symptoms of the disease, reported locations and control measures for each disease and their side effects. **\$43.95**

## 510 - HORTUS THIRD

from Cornell University  
A 1,300 page concise dictionary of plants cultivated in the United States and Canada. A reference which every horticulture professional should have. **\$125.00**

## 800 - THE GOLF COURSE

by Cornish and Whitten  
The first book ever to give the art of golf course design its due, and golf course architects the credit and recognition they deserve. 320 pages and 150 color and black and white photographs. Traces the history and evolution of the golf course, analyzes the great courses, shows how they were designed and constructed. **\$35.00**

## 665 - ARBORICULTURE: THE CARE OF TREES, SHRUBS AND VINES IN THE LANDSCAPE

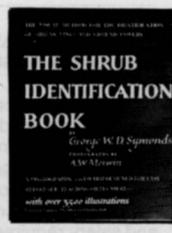
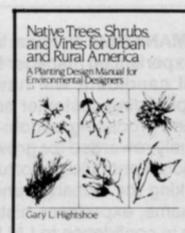
by Richard W. Harris  
Provides comprehensive coverage of complete planting, site analysis, preparation and special planting methods, fully detailed coverage of fertilization, irrigation and pruning guidelines on preventative maintenance, repair and chemical control, how-tos of diagnosing plant problems, practical data on non-infectious disorders, diseases, insects and related pests and pest management. **\$52.00**

## 410 - NATIVE TREES, SHRUBS, AND VINES FOR URBAN AND RURAL AMERICA

by Gary L. Hightshoe  
This award-winning reference to native U.S. plants has now been expanded to include shrubs and vines. Over 250 major species are characterized by form, branching pattern, foliage, flower, fruits, habitat, soil, hardiness, susceptibility, urban tolerance and associate species. Includes unique color-coded keys that classify plant species by visual characteristics, cultural requirements and ecological relationships. **\$79.95**

## 720 - SHRUB IDENTIFICATION

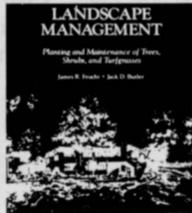
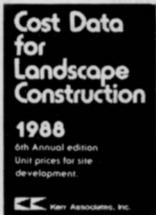
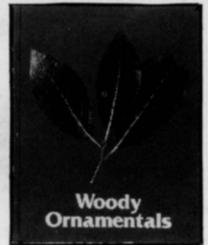
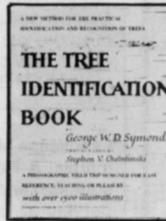
by George Symonds  
Pictorial key to identify shrubs. Contains more than 3,500 illustrations to check specimens. Popular and botanical names are given for each shrub and handy index tabs for quick reference. **\$12.95**



**750 - TREE IDENTIFICATION**  
by George Symonds  
Pictorial reference to identifying trees by checking leaves, buds, branches, fruit and bark. Like its sister publication, **SHRUB IDENTIFICATION**, popular and botanical names are listed with index tabs for easy reference. **\$14.95**

**760 - TREE MAINTENANCE**  
by Pascal Pirone  
The fourth edition of this guide for anyone involved in the care and treatment of trees. Special sections on tree abnormalities, diagnosing tree troubles, non-parasitic injuries and assessing the suitability of different trees. **\$49.95**

**405 - WOODY ORNAMENTALS**  
by Partyka, Joyner, Rimelspach, Carver  
Illustrates plant identification characteristics. Organized in two basic sections: plant identification and plant disorders, this text utilizes 430 color photos, 430 line drawings and 45 black and white photos to simplify identification. **\$32.50**



**345 - COST DATA FOR LANDSCAPE CONSTRUCTION 1988**  
Kathleen W. Kerr, Editor  
An updated unit cost data reference for designers and cost estimators. Developed to fill the tremendous need for detailed landscape construction cost data. Laid out in easy-to-use CSI format. Annual. **\$35.00**

**300 - LANDSCAPE DESIGN: A PRACTICAL APPROACH**  
by Leroy Hannebaum  
Geared for the commercial designer/salesperson, this is a one-stop guide to the landscape design process. Covers the entire highly competitive field including design analysis techniques, pointers on land forms, specialized business landscaping methods, environmental design guidelines, specifications, estimations, bids. **\$37.00**

**305 - LANDSCAPE MANAGEMENT**  
by James R. Feucht and Jack D. Butler  
Planting and Maintenance of Trees, Shrubs, and Turfgrasses. Describes the basic principles of cultural management of installed landscapes. The important factors of plant growth, soils and fertilizers, improved planting techniques and new pruning techniques, integrated pest and disease management, and spray-equipment calibration and care are all featured. **\$29.95**

**370 - LANDSCAPE OPERATIONS: MANAGEMENT, METHODS & MATERIALS**  
by Leroy Hannebaum  
An in-depth examination that combines technical training in landscape science with methods of accounting, business management, marketing and sales. Discusses effective methods for performing lawn installations, landscape planting and maintenance. Step-by-step accounting calculations are explained in simple terms. **\$34.00**

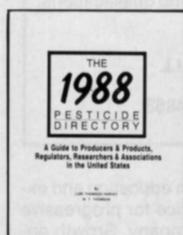
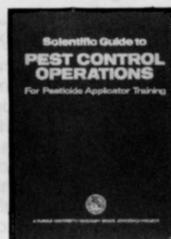
**365 - LANDSCAPE PLANTS IN DESIGN**  
by Edward C. Martin  
An annotated photographic guide to the design qualities of ornamental plants and their aesthetic and functional use in landscape designing. Over 600 trees, shrubs, vines, ground covers and turfgrasses are described in nontechnical language. Over 1900 photographs. Provides a basis for selecting the best plant materials for any particular use in landscape design. Contains detailed indexes that provide quick reference to particular design qualities and growing conditions. **\$58.95**

**375 - RESIDENTIAL LANDSCAPES**  
by Gregory M. Pierceall  
An excellent reference for individuals involved in the design and development of plantings and constructed features for residential sites. Illustrations and actual residential case study examples are used to communicate graphic, planning and design concepts which are the focus of this text. **\$41.00**



**565 - WEEDS**  
by Walter Muenschler  
Second edition. Premier text for identification and basic natural history for weeds found in the continental United States and Canada. Ecological data on weed biology combined with excellent keys and plant descriptions make this an essential reference book. **\$39.95**

**125 - SCIENTIFIC GUIDE TO PEST CONTROL OPERATIONS**  
by Truman, Bennett, Butts  
Provides a sound basis for studying the technical aspects of pest control. Covers pesticides, safety, health and environmental concerns, equipment, flies and mosquitoes, rats and mice, birds and much more. **\$35.00**



**500 - THE 1988 PESTICIDE DIRECTORY**  
by Lori Thomson Harvey and W.T. Thomson  
A Guide to Producers and Products, Regulators, Researchers and Associations in the United States. For the person who needs to know anything in the United States pesticide industry. Includes Basic Manufacturers and Formulators with their products, key personnel, managers, district/regional offices and other pertinent information. For United States pesticide information in one place, this directory is a must. **\$75.00**

Mail this coupon to: Book Sales  
Edgell Communications  
One East First Street, Duluth, MN 55802

Name \_\_\_\_\_  
Street Address \_\_\_\_\_  
P.O. Box Number \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Phone Number ( ) \_\_\_\_\_  
Purchase Order Number \_\_\_\_\_  
Signature \_\_\_\_\_ Date \_\_\_\_\_

Please send me the following books. I have enclosed payment\* for the total amount.

Please charge to my Visa, MasterCard or American Express (circle one)

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

BOOK NUMBER AND TITLE	QUANTITY	PRICE	TOTAL PRICE

\*Please add \$3.00 per order plus \$1.00 per additional copy for postage and handling.

(postage & handling)

Please allow 6-8 weeks for delivery.

Prices subject to change.

Quantity rates available on request.

Total Enclosed \_\_\_\_\_

LM

## Tests Prove Bio-Groundskeeper™ is Best for Thatch Reduction\*



“Bio-Groundskeeper™ has shown excellent results...it makes our job easier...”

Jerry Haupt, Lakeland Landscape Services, Inc., Manitowoc, WI.

“I'm very pleased with KLM Bio-Systems' product.”

Robert Hansen, Groundskeeper, New York Jets.

\* Michigan State University research rated Bio-Groundskeeper™ most effective for reducing thatch.



### For Thatch Reduction

KLM Bio-Systems, Inc.  
10700 Normandale Blvd.,  
Bloomington, MN 55437  
1-800-884-4081

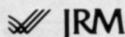


- Stores water and adds fertilizer.
- Helps control overwatering.
- Fewer waterings needed.
- Reduces soil compacting.

SOIL MOIST PLUS works unlike any other product to time release both water and fertilizer into the soil. It absorbs excess water with an action similar to that of a sponge. When the surrounding soil becomes dry, the product discharges the water and fertilizer into the soil as needed.

Available in bulk containers with or without fertilizer for commercial application.

Write or call for free fact sheet.



JRM Chemical Division  
110 West Streetsboro St.  
Hudson, Ohio 44236  
1-800-962-4010



Circle No. 109 on Reader Inquiry Card

**LANDSCAPE SALES CONSULTANTS:** Texas' largest commercial landscape maintenance firm is currently seeking sales consultants for our Houston branch. 2 years proven outside sales experience, or an industry related degree preferred. Landscape management experience helpful. Compensation package includes, base plus commission, car allowance, incentive bonus programs, and company benefits. For consideration reply to LM Box 465. 12/88

Landscape Maintenance Area Supervisors. Commercial & Residential Contractor seeks knowledgeable and hard working experienced field supervisors. Excellent Career opportunities for responsible, ambitious and self-motivated individuals with 4-yr. Horticultural Degree preferred. Excellent salary and benefits. We are one of the largest landscape contractors in the country and located in one of the fastest growing States, Florida. We welcome your resumes, Oyler Bros. Company, 1930 Silver Star Road, Orlando, FL 32804. 1/89

## ServiceMASTER.

If you are in the lawn care business, ... in a related field, or... just looking to get started...

WE CAN HELP YOU GROW!

Our network of over 3600 independently owned franchised businesses worldwide testifies to our ability to help the small business owner to flourish. If you are enthusiastic, growth-oriented, and interested in learning what ServiceMaster has to offer, then we are interested in getting to know you!

For more information call:

Roger Nondorf  
ServiceMaster LawnCare  
1-800-255-9780

**PLANT ACQUISITION ASSISTANT**—National award-winning landscape firm seeks energetic and flexible individual for plant acquisition assistant. Candidate should have a working knowledge of landscape plant materials, be quality conscious and possess good communication skills. Knowledge of local/regional nurseries and suppliers would be beneficial. Send resume with references to Dave Scatterday, Martin Associates, 24380 N. Highway 45, Vernon Hills, IL 60061. 12/88

**Career Opportunity.** Established Southwest Florida firm seeks qualified individual to take over pest control portion of business. Must be quality and result oriented. Salary limited only by your abilities. Send resume to Lawn Care Extraordinaire, 395 Havana Road N., Venice, FL 34292, or call 813-488-0688. 1/89

**TIRED OF MAKING BIG BUCKS? - FOR THE OTHER GUY!** Experienced landscape/lawn care professionals: I'm looking for individuals who have a burning desire to start their own lawn care business in the Connecticut area. Don't procrastinate for another year, financing and support available. Call Ed Butkus at 269-5092 NOW. 12/88



**We are recruiting!**

We're looking for knowledgeable people in the following areas:  
**Environmental Care, Inc.**

landscape management

**Arbor Care**

commercial & industrial arboriculture

**Interiorscape Division**

interior landscape maintenance

**Positions available in:**

Los Angeles	East Bay	Inland Empire
Sacramento	Santa Ana	Phoenix
San Diego	San Jose	Denver
Houston	Ventura	Colorado Springs
Palm Springs		

**Send resume to:**

**Robert L. Scofield**  
Personnel Department  
24121 Ventura Boulevard  
Calabasas, CA 91302

*an equal opportunity employer by choice*

**NEED LANDSCAPE WORKERS?** We can solve any labor problem you have. We have documented workers as well as foremen, leadmen, irrigators and architects available at a price you can afford. Call today! **AMIGOS** Dallas, Texas 214-634-0500. 1/89

**Supervisors & Forepersons:** Glen Summit Nurseries located in West Central New Jersey has supervisory and foreperson positions open in rapidly growing field of landscape maintenance and construction. If you feel you are ready for advancement or are under-employed in your present position, call us for confidential interview at 201-735-4400, 8 a.m.—4:30 p.m. or send resume to: Glen Summit Nurseries, Inc., P.O. Box 209, Pittstown, NJ 08867, Attn: Mr. Pensyl. 2/89

**"Golf Course Mechanic"** Starting salary: \$18,630 or \$19,458 depending on experience. Must have prior experience repairing grounds maintenance equipment. Must furnish own hand tools. Application or resume need not be typed. Send to: Baltimore Municipal Golf Corporation, 6131 Hillen Road, Baltimore, MD 21239. 12/88

### HORTICULTURE PROGRAM LEADER

Plan implement and evaluate educational programs in the area of Horticulture for Cornell Cooperative Extension, Westchester County, White Plains, N.Y. *Minimum qualifications,* Masters and Bachelors degree, at least 1 of which is in Plant Science. Course work in ornamental horticulture. Five years of progressively responsible professional experience in educational programming. Human or community service background. Salary \$35,110, commensurate with experience and qualifications. Send resume to:

Box 29  
ROBERTS HALL  
C.U.  
ITHACA, N.Y. 14853  
E.O.E.

**LAWN EXPERT:** Individual with education and experience to manage lawn service for progressive Central Jersey tree expert company. Growth opportunity. Send resume to P.O. Box 230, South Plainfield, NJ 07080. 1/89

**LANDSCAPE MAINTENANCE SUPERVISOR** . . . to schedule, manage and train personnel. Preferably bilingual, with heavy field experience organizing, managing and supervising multi-crew operation; knowledge in turf fertilization, pest and disease control, irrigation systems, repair and maintenance of machinery and equipment. Excellent opportunity for a self starter, highly motivated individual. All inquires will be completely confidential. Send resume, references and salary requirements to Grounds Keepers, 6021 Winsome, Houston, Texas 77057. 12/88

**WANTED - Aggressive Manufacturer's Reps** - Manufacturer of agricultural, golf course, municipal and lawn & garden spraying equipment is seeking qualified reps with experience in sprayer sales. Seeking nationwide network, exclusive territory contract, excellent technical support and top of the line equipment. Send resume and current line card to: The Broyhill Company, P.O. Box 475-CB, Dakota City, NE 68731-0475. Phone: 1-800-228-1003. 12/88

Florida Landscape Contractor in business 15 years, has an opening for an experienced landscape architect or highly qualified sales person to handle design build sales and business development. Applicant must be a self-starter and possess strong sales skills. Unlimited potential in a growing firm with a top notch track record. Contact Mr. Singh (305) 831-8101. 12/88

## LANDSCAPE PROFESSIONALS!

Nationally-ranked landscape contracting firm **SCAPES, INC.** is seeking to hire highly-trained professionals into the position of **PROJECT MANAGER**. We have openings in our Atlanta and Washington, DC offices. Higher pay and bonuses for qualified person. Please contact **SCAPES, INC.** at (404) 956-7500 for interviews. Also hiring **EXPERIENCED LANDSCAPERS**.

**SUPERVISOR OPPORTUNITIES.** "INC. 500" company, the area's largest Design/Build and Maintenance/Irrigation firm is seeking quality individuals to supervise production operations. **LANDSCAPE SUPERVISOR:** planting and construction. **MOWING SUPERVISOR:** contract programs. **CHEMICAL/HORTICULTURE SUPERVISOR:** chemical applications, fertilization, pruning and plant care. Responsibilities include employee training, supervision, scheduling, customer relations, quality control and sales assistance. Experience, strong plant knowledge and communication skills are required. Great opportunity to work with a quality and results oriented team. Salary, benefits, profit sharing plan and company vehicle. Send resume: Suburban Landscape Assoc., P.O. Box 2342, Davenport, Iowa 52809, Attn: Monty Mitchell. 12/88

Pennsylvania Landscape Design Build firm has opening for an experienced landscape designer/salesperson capable of assuming multiple duties relating to design build sales. Applicant must be a self-starter. Experience with **LANDCADD** helpful. Send resume and salary requirements: Gump Landscape & Design, 2103 Babcock Blvd., Pittsburgh, PA 15209. 12/88

## ADVANCE YOUR CAREER & IMPROVE YOUR LIFESTYLE

Seeking Landscape Personnel and Foreman for positions in one of the largest leading Landscape Companies in the Hamptons. We are 45 years established, dynamic, professional, progressive and quality oriented.

**OFFERING YOU:** Subsidized housing, excellent competitive salary & benefits, rewarding teamwork atmosphere, and an exceptional way of life in the beautiful Hamptons.

**OFFER US:** Your experience and education, enthusiasm, responsibility, leadership and organizational abilities.

Send resume confidentially to:

**WHITMORE-WORSLEY INC.**  
ATTN: JACK  
P.O. BOX 10  
AMAGANSETT, NY 11930  
(516) 267-3756

## LANDSCAPE EMPLOYMENT OPPORTUNITIES -

One of the Midwest's largest commercial landscape contracting and maintenance firms seeks motivated, quality individuals to fill the following positions: Landscape Construction Superintendent, Estimator/Contract Administrator, Landscape Materials Buyer, Foremen, Pesticide Applicators. Excellent salary and benefit package. Send resume to: Reinhold Landscape, Inc., 23216 Telegraph, Flat Rock, MI 48134. 12/88

**IPM Technicians** - We are leaders in the arboriculture industry and are looking for several IPM technicians to work in Westchester County, New York and Connecticut locations. Candidates must have a strong background in tree, insect and disease identification. Year round employment, liberal winter vacation policy, good salary and benefits including major medical, retirement plan. If interested in joining a rapidly growing, dynamic tree care company, please send your resume to John T. Moran, Alpine Tree Care, Inc., 275 Knollwood Road, White Plains, New York 10607. 12/88

**Nursery/Garden Center Manager**-Established Nursery in Annapolis MD is looking for a qualified individual to manage retail sales facility. Responsibilities to include all aspects of Garden Center operations including management of personnel, purchasing, maintenance of inventory, and retail sales. Minimum 5 yrs exp and extensive knowledge of plant materials and related items required. Truly a career opportunity for the right person. Excellent salary and company benefits. Send resume to Broadneck Nurseries, Inc., 491 College Parkway, Arnold, MD 21012 or call (301) 974-0528 for interview. 12/88

Circle No. 115  
on Reader  
Inquiry Card

**GROW WITH TURF:** Career opportunities are available for professionals with experience in lawn care, landscaping and irrigation. We're looking for aggressive self-starters to join our organization. Thrive on the challenge of our growth. Enjoy above average earnings and excellent benefits. Send resume and salary requirements to Turf, P.O. Box 433, Moorestown, NJ 08057 or call (609) 778-0780. 12/88



The Central Park Conservancy is a private non-profit organization dedicated to the restoration and preservation of New York's premier park, Central Park. We are seeking someone to fill the challenging position of Turf Care Coordinator for the Central Park Conservancy. Responsibilities will include management of high intensity use areas such as the Sheep Meadow, Bowling Greens, 26 Ballfields; over 500 acres of turf in all. A working knowledge of irrigation systems, installation and maintenance of lawns, familiarity with wide variety of power equipment. Daily management of field personnel, accurate record keeping required. Supervisory experience a must.

If you are a responsible, hard working quality oriented individual who meets these requirements, send resume with salary history to: Neil Calvanese, Director of Horticulture, Central Park Conservancy, 830 Fifth Avenue, New York, N.Y. 10021.

EOE

## FOR SALE

**LATE MODEL PRINCETON SOD HARVESTER.** Best offer. Call 801-562-9090. 12/88

**NORTHWEST TRAILERS — CUSTOM LANDSCAPING TRAILERS.** Protect your investment from exposure and theft. Northwest Trailers, Palatine, IL 800-522-6208 or 312-577-6208. 1/89

**Lock Reel Mowers.** One single unit, one triplex, seldom used, engines like new. Call 301-850-6907 for more information. 12/88

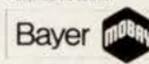
# NEW <sup>TM</sup> Tempo 2

Ornamental Insecticide

Now Registered for use  
on Ornamental Plants

Mobay Corporation

A Syntex USA, Inc. COMPANY



Specialty Products Group  
Box 4913, Kansas City, MO 64120

65771

**PIPE LOCATOR** - Inexpensive! Locates, traces underground drain lines of clay, PVC, ABS, steel culvert, orangeburg, cement. Finds PVC, steel water lines, buried metal, plastic sprinklers, valve boxes, clogs in lines. Bloch Company, Box 18058, Cleveland, Ohio 44118. (216)371-0979. TF

**FOR SALE:** Established Garden Center and Landscaping business in Upper Michigan. (Both or just Garden Center). Owners retiring. For more information write: P.O. Box #7872, Ann Arbor, MI 48107. 12/88

3 Brouwer Harvesters, 3600 Fords 18" rolling machines. New & used 5&7 Brouwer gang mowers. (303)535-4317 or 4386. 12/89

'78 Ford LN600 1100 gal. SS tank w/mech ag. 2 reels, 20/20 pump, 16 HP engine. \$15,000 or **BEST OFFER** 317-966-7397. 12/88

New Turf-type Perennial Ryegrass "**DANDY**" "**SPECTACULAR DARK GREEN TURF**". Bailey Seed, Inc., Salem, Or. 503-362-9700. 2/89

Tree Spades - Burkeen Demos: AM70 on 88 International, AM70 on 80 Mack, AM50 on 86 Nissan, Low mileage. Call 800-647-9824. 12/88

**IRRIGATION PUMP**, Goulds 40 h.p. electric, 450 GPM, 110 PSI, excellent, \$2,000/offer. Bogner Sod Farm, (216) 274-2548. 12/88

**OLATHE SWEEPER** - Model #48, hydrostatic drive, riding turf & grounds sweeper w/48" swath and 1 1/4 cu. yd. hopper. Also incl. utility bed and 3 pt. hitch - excellent condition. \$4,500.00. Call F.R. Haskett (216) 364-7544. 12/88

**TURF TIPS For Lawn Care:** Video Tapes by the Cooperative Extension Service at Michigan State University and the Michigan Turfgrass Foundation. Excellent for training and educational programs. Can be used by lawn care companies, golf course superintendents and all grounds supervisors. **LAWN ESTABLISHMENT, GENERAL LAWN CARE, LAWN GRASSES, FERTILIZATION, WEED CONTROL, LAWN MAINTENANCE** and, soon, **CALIBRATION**. VHS or Beta. \$60.00 each or 7 for \$375.00. For information call (517) 355-0270 or write Michigan Turfgrass Foundation, Box 80071, Lansing, Michigan 48908. 4/89

**FOR SALE:** Vermeer TS-50 Treespade, 1980 spade mounted on 1980 GMC 5000. Both are in excellent condition. Truck is also set up to mount a 12' dump stake body for use during off season with quick change ability (3-4 hrs). Body is included in price \$20,000 or best offer. (802) 878-5720. 12/88

**SUNNY SOUTHERN CALIFORNIA:** Established Full Service Landscape Installation and Landscape Maintenance Company. Commercial and Industrial Contracts. 1 Million \$ of Work in Progress with very large backlog. Company will operate on its own with existing management. Excellent Customer Base. Non Seasonal. All inquiries will be treated discreetly. By Principal. Will consider terms. Write to LM Box 464. 12/88

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

**ZOYSIA MEYERS Z-52 SOD OR SPRIGS. EXCELLENT QUALITY DELIVERED ANYWHERE AT REASONABLE PRICES. ALSO ROW PLANTING AVAILABLE. DOUBLE SPRINGS GRASS FARM, SEARCY, AR. 1-800-458-4756.** 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

**STUMP CUTTER** - Compatible with two wheel Gravelly tractors. Stainless steel, heat treated, 6 carbide cutters 9/16" rounded tips, one bolt change. Kinetic Stump Cutter Inc., P.O. Box 115, Jupiter, FL 33468-0115 or call 1-800-422-9344. 12/88

**ATTENTION GOLF COURSE SUPERINTENDENTS: Great Meyer Zoysia for your Fairways and Tees. Guaranteed Bermuda free. Beauty Lawn Zoysia (Cincinnati) 1-513-424-2052.** 3/89

**SPYDERS**—New/Used/Rebuilt. New Kohler engines, short blocks and a complete line of engines and Spyder replacement parts. New Style Nichols-Fairfield Torque Hub Kits, heavy duty Wilton Caster, Hub Kits, Remote Air Cleaner Kits, heavy duty Carriage Side Plates. Call or Write: Mobile Lift Parts, Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. 815-455-7363. 2/89

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. TF

**ATTN: GOLF COURSE SUPERINTENDENTS**—Bentgrass Sod at putting green height, guaranteed weed and poa annua free. Stormy Acres, West Haven, VT 05743. 802-265-3046. TF

## Are you fully equipped to do the job?



## We are.

**When your livelihood depends on your equipment, you can depend on Maruyama.**

Whether pest control, landscape maintenance, nursery or greenhouse operating, produce growing or farming, you can count on Maruyama equipment for durability, quality and performance.

### A Complete Line of Equipment:

- **Sprayers** — Manually or gas engine operated; backpack, cart, or frame mounted.
- **Brushcutters** — 5 models to choose from — 18.4cc to 40.2cc — low vibration, lightweight.
- **Trimmers** — Dual reciprocating blades 15.9cc or 24.1cc Mitsubishi drives, clean cuts.
- **Water Pumps** — Three models, 32gpm to 132gpm for irrigation or moving murky water.

- **Mist Dusters** — Handles liquid spray, dust, or granules.
- **Granule Spreader** — 18 ft. range, dry chemical or seed, with tank agitator to bust up clumps.
- **Blowers** — Powerful air blast makes cleanup jobs easy.
- **Soil Injectors** — For precise injection of chemicals.
- **And much more.**

### Choose an International Leader.

Maruyama — producing the very best since 1895.  
 U.S. Office: Maruyama U.S. Inc.  
 15436 NE 95th St.  
 Redmond, WA 98052  
 (206) 885-0811  
 Head Office: Maruyama Mfg. Co. Inc.  
 4-15 Uchi-Kanda 3 Chome  
 Chiyoda-Ku, Tokyo 101, Japan



The very best.

Circle No. 132 on Reader Inquiry Card

# AD INDEX

## NO. ADVERTISER

## PAGE NO.

101	Becker Underwood, Inc.	18
129	Big John Tree Transplanters	47
102	Bunton Co.	CV3
103	Ryan/Lawnair IV	44
278	Deere and Co., John	7
104	Fermenta Plant Protection	39
105	Goossen Industries	20
106	Gravelly International, Inc.	1
107	Hoechst Roussel Agri-Vet Co.	19
220	Howard Price Turf Equipment	35
108	ICI Americas	25
109	JRM Chemical Co.	56
110	Jacobsen Div. of Textron	31
130	KLM Bio Systems	31
111	Kubota Tractor Corp.	23
112	Lebanon Chemical Corp.	15
113	Lesco, Inc.	29
114	Lofts Seed, Inc.	CV3
132	Maruyama US Inc.	59
131	Maryland Turfgrass Foundation	59
115	Mobay Corp./Tempo 2	57
116	Mobay Corp./Dyrene	45
117	Rainbird Sales, Inc.	33
118	Reinco	40
119	Rhone Poulenc Ag Co.	16-17
120	Rousseau, Inc.	41
121	Sandoz Crop Protection	2-3
122	Sierra Crop Protection Co.	13
123	Standard Golf Co.	34
124	Tecumseh Products Co.	14
277	Tee 2 Green Corp.	CV2
279	Thomas Equipment, LTD.	21
126	Toro Co.	26-27
127	Turf Seed, Inc.	5
128	Turf Vac Corp.	49

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

# TURFGRASS '89

## Conference and Trade Show

January 9-11

## FESTIVAL HALL Baltimore Convention Center Inner Harbor

Baltimore, Maryland

Contact: Cheryl Gaultney  
12 Pressie Lane  
Churchville, MD  
21028  
301-335-3700

Circle No. 131 on Reader Inquiry Card

**BROUWER Sod Harvester**, with or without accessories. To \$10,000 in Western U.S. Listings for resale solicited. Pipe Brokers, 23333 WCR 46, LaSalle, CO 80645. 303-353-7473 anytime. 1/89

**SPRAY TRUCK** - 1982 International S1700 9 litre diesel with 800 gal. Finn lawn spray system. Incl. PTO-mechanical agitation- 2 elec. reels w/400' Michien hose ea. -excellent condition. Priced to sell \$10,500.00. Call F.R. Haskett (216) 364-7544. 12/88

**SPRAY TRUCK** - 1979 International S1600 345 V8 with 800 gal. Finn lawn spray system. Incl. PTO -mechanical agitation-2 elec. reels w/400' Michien hose ea. -excellent condition. Priced to sell \$8,000.00. Call F.R. Haskett (216) 364-7544. 12/88

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

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

Reconditioned Hydro Ax Brushcutter 1976 model 520 serial #331. Engine, hydraulics, transmission reworked, new style cutterhead. \$37,500.00. 1973 model 520 serial #169 in good working condition. New style cutterhead. \$27,500.00. W.A. Kendall and Company, 404-963-6017. 12/88

**FOR SALE:** #1100 Mulch Master Machine, goose neck style. First State Bank, Wylie, 201 N. Ballard Wylie, TX 75098. 214-442-3570. 12/88

## MISCELLANEOUS

### LANDSCAPE TRAINING VIDEOS

Intermediate mower maintenance field and shop repair; efficient/profitable mowing techniques; professional shrub trimming, plant installation, etc. **ENGLISH AND SPANISH.** Write for free brochure.

C.D. Anderson Landscape Videos  
515 Ogden Avenue  
Downers Grove, IL 60515

**FREE 1989 CATALOG** of Sprayers and parts from Perma Green Supreme includes custom made fiberglass tanks, Poly tanks, twin hose injection gun systems, hose reels, pumps, fittings and more. Hundreds of items for lawn and tree. Call toll free 1-800-346-2001 or 219-769-1630. 3/89

**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. 12/88

## 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. Pete Mainka Enterprises, 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

## WANTED

**BROWER SOD HARVESTER** (less than 1000 hours) excellent condition. \$17,000. Contact: Mike Leonard 407-793-2428. 12/88

**WANTED.** Jacobson Blitzer Mowers. 7 or 9 gang. Any condition. Priced accordingly. 313-653-5695. Ask for Scott. 12/88

**WANTED:** Large Lindig and Royer Shredders. Lewis Equipment. 320 Third Street S.W., Winter Haven, FL 33880. (813) 294-5893. 11/89

## EDUCATIONAL OPPORTUNITIES

**MOVE UP IN THE GREEN INDUSTRY.** 2 year AAS Degree program in Golf Course Superintending, Irrigation Management, Landscape Contracting and Park Supervision. 1 year Technicians Certificate Program also available. Fully accredited, VA approved, excellent learning facilities, equipment, and faculty. Graduate job placement assistance available. For information contact: Golf Course Operations/Landscape Technology Department, Western Texas College Snyder, TX 79549. 9/89

# PROBLEM MANAGEMENT

by Balakrishna Rao, Ph.D.

## Managing anthracnose disease

**Problem:** We are seeing quite a bit of disease in the lawns. Based on foliar symptoms, we believe it is anthracnose disease. It has been noticed on Kentucky bluegrass, fine fescue and ryegrass. Affected blades tend to die back and appear straw-colored with black fungal growth. Would you describe how to identify the anthracnose disease and its management state?

**Solution:** Due to severe drought, heat and moisture stress, turfgrass diseases, including dollar spot, patch diseases, brown patch, pythium blight and anthracnose, have been reported from many geographical areas this year.

From your description of the symptoms, the problem could be related to either anthracnose or ascochyta blight disease.

To further diagnose these two diseases, use a hand lens and look for black fruiting bodies along the dying grass blades. The anthracnose fungus should appear fuzzy with a number of black hair-like structures around the fruiting bodies. Ascochyta fungus doesn't have these hair-like structures and the fruiting bodies will appear smooth on the affected blades.

To manage anthracnose disease, improve plant vitality through proper fertilization and watering. Application of fungicides such as Bayleton, Daconil or benlate should help manage the disease.

## Fighting mole crickets in Florida

**Problem:** Next spring we will be providing lawn care services in Florida. We know very little about mole crickets and their management there. We would appreciate your comments concerning their identification and control. (Florida)

**Solution:** There are two common mole crickets in the South: changa mole cricket (*Scapteriscus vicinus*) and southern mole cricket (*S. acletus*). Mole crickets are pests of most turfgrass in the Southeastern United States.

They seem to prefer Bermudagrass, bahiagrass, or centipedegrass. Their adults are 1 to 1½ inches long, gray to light-brown and have short, spade-like front legs adapted for tunneling. All stages feed on grass plants, primarily roots, and tunnel through the soil uprooting plants, which causes the turf to dry out and die. Damage is severe in newly planted turf.

In most areas, except southern Florida, there is a single generation. They overwinter as adults or when about two-thirds grown. Generally, they tunnel deep into the ground. In the winter during warm periods however, they can make some surface tunneling.

The southern mole cricket becomes active in spring and completes maturation, then flies and mates. Changa mole crickets complete their maturation starting in the fall (after September) and become active the following spring, fly and mate. They deposit eggs in chambers hollowed in the upper 12 inches of soil. Southern mole crickets lay eggs from March to September. Changa mole crickets lay eggs from March to July. Eggs hatch in two weeks and

nymphs begin to appear about May.

Tunneling may decrease in spring as the old mole crickets die. Nymphs feed aggressively and cause extensive damage that becomes obvious by late July or early August.

Application of insecticides such as diazinon, Turcam, or Oftanol, followed by watering immediately to wash the insecticide to the target, is suggested to manage these pests. Both spring and late fall treatments are recommended. Reports also indicate that rolling loose turf in the spring will help keep roots in contact with the soil and hasten recovery.

Another management method is to use of baits containing concentrations of chemicals that are spread uniformly to bring the pest to surface. In this case, irrigate the area several hours before bait application to increase mole cricket activity. Do not water the area after spreading the baits. For best results, always read and follow label specifications.

## The causes of yellowing needles

**Problem:** What causes yellowing of needles on spruce trees? It seems to be localized on the east exposure of two trees that are standing alone. (Minnesota)

**Solution:** Several different abiotic and biotic factors may be contributing to the yellowing of spruce needles. Although on-site and/or laboratory analysis is necessary to positively determine causal agents, you can consider the following contributing factors:

**Drought.** This year we have been seeing drought injury on a number of plants.

**Poor establishment.** After transplanting, it generally takes three to five years for most plants to establish.

**Soil disturbance, root injury, or trunk girdling.**

**Soil contamination with herbicides.**

**Micronutrient deficiency.** Determine the micronutrient needed through foliar analysis.

**Excess fertilization.** Particularly concentrated in random places around the root zone.

**Fungal disease like cytospora canker and/or rhizosphaera needlecast disease.** For cytospora canker look for bluish-white resin pitching on branches and trunk with purplish-brown needles. Disease progresses from lower branches upward. For rhizosphaera look for minute round fruiting bodies in a line along the purplish discolored needles. This disease also progresses from lower branches upward.

**Air pollution.** Although reportedly tolerant of ozone, most spruces are sensitive to other major pollutants.

LM



Balakrishna Rao is Manager of 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.