



THIS JULY 4th, CELEBRATE YOUR FREEDOM FROM CRABGRASS!

Acclaim® to the rescue.

Why battle crabgrass all season long? Now you can apply one rescue treatment in late June or early July—and get rid of crabgrass for good. The treatment? Acclaim® IEC Herbicide—the first truly effective postemergence herbicide for crabgrass and other grassy weeds in cool season turfgrasses.



Acclaim for show-off turf.

Acclaim kills crabgrass much more effectively than

the old postemergence arsenates—and it's a lot easier on turf. Even better, Acclaim generally requires only one treatment versus two or three arsenate treatments. Also, Acclaim allows you the flexibility to reseed within 24 hours—so by the time the crabgrass is gone, all you see is lush, beautiful turf.



Read and follow label directions carefully. Acclaim and the name and logo HOECHST are registered trademarks of Hoechst AG. The name and logo ROUSSEL are registered trademarks of Roussel Uclaf S.A.

Hoechst 
Roussel 

ACCLAIM® Because your turf is always on display.

Circle No. 119 on Reader Inquiry Card

JUNE 1988/LANDSCAPE MANAGEMENT 81

PRODUCTS

Lawn mower starter for restoring power

Specially formulated for 2- and 4-cycle engines, Blaster Lawn Mower Starter & Tune-Up restores power and compression without using dangerous ethers. The new starter/tune-up removes carbon, gum and varnish deposits from the engine as soon as added.

Blaster instantly cleans the engine to allow it to run smoother. It frees



rings and valves, removes moisture and prevents vapor lock. The product is ideal for snowblowers, tractors, chain saws, snowmobiles, outboard engines and engine layovers.

Circle No. 190 on Reader Inquiry Card

Fungicide available in new liquid form

A new liquid form of Rubigan is available from Elanco. Rubigan AS controls dollar spot on tees, greens and fairways for up to 28 days, and is labeled for all patch diseases. A tank mix of Rubigan and Daconil



2787 also controls large brown patch.

Rubigan AS has local systemic action on both warm- and cool-season grasses and remains effective after drying on foliage in the event of rain or irrigation. Less than 2 oz. of Rubigan AS per 1000 sq.ft. will control dollar spot from 14 to 28 days.

Circle No. 191 on Reader Inquiry Card

Hydraulic systems drive triplex, 5-, 7-gang mowers

Ransomes' new triplex GT greens mower has a cutting width of 66 inches. It is offered with nine knife greens cutting units and a choice of optional units for tees mowing, verticutting and vibra-spiking.

The mower is entirely hydraulic, with hydrostatic drive and hydraulically-operated cutting units. Reverse drive provides backlapping units.

A single pedal raises or lowers the cutting height hydraulically with an electronic control. A digital readout gives cuts per meter.

The model 340TG is a five-gang mower and the 465TG is a seven-gang mower.

The trailers are self-contained and quick hitch models with a built-in hydraulic system to drive cutting reels and raise and lower cutting units.

Electric controls are in the cab. The mowers are equipped with either fixed or floating heads. The 340TG cuts an 11-foot-plus path, the 465TG a 15-foot-plus path.

Circle No. 192 on Reader Inquiry Card

Light fairway mower uses five reel gangs

A new lightweight fairway mower was introduced earlier this year by Jacobsen. The LF-100 is a durable, out-front five-gang reel mower that gives a greens-quality cut on fairways. It cuts a 100-inch swath at speeds up to 5 mph for higher productivity.

A new mower configuration puts the two outside reels in front of the operator, so the trimming edge is easily seen without looking back and away from the mowing path. It also provides a shorter uncut circle of grass on turns, and makes grass catcher removal and reel maintenance much easier.

The LF-100 has a 22 hp, three-cyl-



inder diesel engine.

Circle No. 193 on Reader Inquiry Card

Riding aerator features 'on-the-go' adjustment

A new Riding Aerator, the Ryan GA-30, features variable core spacing from 2½x1 inches to 2½x5 inches or anywhere in between, and the operator can vary the spacing with a hand lever while aerating.



The throttle, choke and ignition switch are also hand-operated while speed, brakes and lift control for the aerating head are controlled by foot pedals. The machine has hydrostatic drive, and transport speed is 6 mph, nearly double that of other aerators.


Circle No. 194 on Reader Inquiry Card

Transplanter allows varying rootball sizes

The Dakota Hand from Mid Dakota is a towable transplanter for bucket mount on three-point hitches. The main frame and spade system allows the operator to vary the size of the rootball up to a 28-inch diameter.

Also adaptable to the mainframe are a log-splitter, hydraulic dump wagon and sprayer which are all interchangeable.

Circle No. 195 on Reader Inquiry Card



Everyone talks about the weather. AQUA-GRO® lets you do something about it.

Summertime. It's either deluge or drought. A thunderstorm may dump several inches of rain in minutes...you may not see another drop for weeks. AQUA-GRO® soil wetting agents help you maintain peak turf quality—despite summer weather extremes. And it saves you time and money by making the most efficient use of available water.

Used as a part of a complete turf management program, AQUA-GRO® ensures water penetration which promotes deep turf rooting, prevents localized dry or wet spots and saves labor and money by reducing syringing and irrigation needs.

Ask your distributor for AQUA-GRO® Liquid or Spreadable, the wetting agent that's been letting professional turf managers do something about the weather for 34 years.



Now through September 15, we're offering a \$10 cash rebate on every 5 gallon pail of AQUA-GRO® 'L' and \$5 on every 46 pound drum of AQUA-GRO® 'S' you buy. Call your distributor for details.

Call for tech service, samples and information
1-800-257-7797, In NJ (609)665-1130

AQUA-GRO®
SOIL WETTING AGENTS

The Water Management People



Aquatrols Corporation of America, Inc.

1432 Union Ave, Pennsauken NJ 08110

©1988 Aquatrols Corp. of America, Inc.

Circle No. 103 on Reader Inquiry Card

JUNE 1988/LANDSCAPE MANAGEMENT 83

CLASSIFIEDS

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

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

BUSINESS OPPORTUNITIES

CAPE COD - MAINTENANCE, CONSTRUCTION AND SPRAY. IN BUSINESS OVER 25 YEARS. CALL 617-775-5252. 6/88

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

HELP WANTED

HELP WANTED - SPRINKLER DIVISION - Dynamic, successful landscape firm (2 million/INC. 500) seeks experienced, highly motivated, people-oriented supervisor for sprinkler division. Career opportunities with a talented management team. Sales/Design/Administration/Field supervisor skills required. Send resume to: **SUBURBAN LANDSCAPE ASSOCIATES, P.O. Box 2342, Davenport, Iowa 52809, c/o Monty Mitchell.** 6/88

We are looking for a Landscape Foreman with experience in leading and working with installation crews. Duties include job estimating, reading blueprints, staking jobs, and pruning. We are located in the heart of the Blue Grass State of Kentucky. Family owned business since 1841. Benefits include paid vacation after 1 year, health insurance plus profit sharing. Your salary is negotiable depending on experience. Contact Stephen Hillenmeyer, C/O Hillenmeyer Nursery, 2370 Sandersville Road, Lexington, KY 40511. 6/88

Grounds/Horticulture Specialist - Oberlin College invites applications for the position of a Grounds/Horticulture Specialist. This is a full-time, 12-month, position reporting to the Grounds Supervisor and will be responsible for maintaining a portion of the campus both as a functional landscape and as an educational collection of herbaceous perennials, groundcovers, shrubs and trees. During the winter snow removal and pruning will be performed by the individual in this position. Three to five years of experience in a public horticultural garden, estate or park preferred. Specialized training may substitute for work experience. Interested persons should submit cover letters and resume by June 17, 1988, to the Office of Personnel, Oberlin College, Oberlin, OH 44074. Affirmative Action/Equal Opportunity Employer. 6/88

IRRIGATION SALES - We are expanding our Irrigation Division, and are seeking a salesperson experienced in design and/or sales of golf course and commercial irrigation systems. Excellent benefits and growth potential. Please send resume to: S.V. Moffett Co., Thruway Park Dr., West Henrietta, NY 14586 Attention: Ken White. 8/88

PESTICIDE APPLICATOR: Quality-oriented Colorado landscape firm seeking motivated individual. Insect and disease knowledge of western turf and ornamentals essential. Interior pest control very helpful. Responsible for field work, sales, scheduling, purchasing, and P.R. Benefits and partial moving expenses offered. Send resumes to Perfection, 1495 Ford, Colorado Springs, CO 80915. 6/88

IRRIGATION DIVISION MANAGER: Relocate to beautiful Minnesota. Top Mpls. commercial landscape co. needs experienced irrigation professional familiar with all aspects of design and installation. Salary and benefits commensurate with ability and experience. Position immediately available. Send work/salary history to: Minnesota Valley Landscape, 9700 W. Bush Lk. Rd., Mpls., MN 55438. (612)944-1626. 6/88

Landscape Supervisor: Established Michigan Contractor looking for self-motivated individual with 5 years minimum experience to manage crews and oversee landscape installation. Send resume and salary requirements to: DeAngelis Landscape Incorporated, 22425 Van Horn Road, Woodhaven, Michigan 48183. 6/88

LESCO, INC.

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

SERVICE CENTER MANAGER

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

Positions are available in Long Island, Baltimore, Philadelphia, Washington, Rochester, N.Y., Cincinnati, Pittsburgh, Detroit, Cleveland, Columbus, Akron, Dayton, also in various Florida metropolitan markets.

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 Operation Manager - Florida's fastest growing landscape maintenance firm with operations in 3 cities is looking for an experienced, quality conscious maintenance professional. Applicants must have proven management ability, ability to communicate well with clients and employees and strong technical background. Opportunity for growth and responsibility advancement. Excellent salary and benefits. Call Mr. Khalsa at 305-831-8101. 6/88

TRAINEES & FOREMEN: Washington D.C. area design-build firm is looking for career minded individuals who want to learn top of the line residential landscaping-construction, planting & landscape maintenance. We need professionals who are willing to work and can produce. We work a 4-5 day week and offer good pay with benefits. Send resume with references to: Garden Gate Landscaping, 821 Norwood Road, Silver Springs, MD 20904. Attn: Jim Seipel. 6/88

Landscape estimator for commercial projects. Applicants must be familiar with scale drawings, able to complete take-offs, have good math abilities and have some design background. This position is 50% office work and 50% field work in locating and purchasing of landscape materials, and some sales calls. We are looking for an individual who will grow with this position and become a Sales person/Contract administrator. Thornapple is located in the western suburbs of Chicago, established since 1947, has an excellent reputation for high quality work. We are a growing firm proud of the high caliber employees which have made our growth possible. If you are qualified for this career opportunity please send resume, work and salary history to Peter Grathoff. Complete confidentiality assured. Thornapple Nurseries, Inc., P.O. Box 181, Geneva, IL 60134. 312-232-2076. 6/88

GROUNDS MANAGEMENT INSTRUCTOR/ASSISTANT PROFESSOR - The Ohio State University Agricultural Technical Institute is seeking applicants for a twelve-month, tenure-track faculty position in grounds management. Responsibilities include the development of a major in grounds management; industry coordination; student recruitment, advising and placement, and teaching related courses. Master's of Ph.D. degree with training and experience in related field is required. Send letter of application, resume and three letters of reference to: Dr. Gary A. Anderson, Division Chairman, The Ohio State University, Agricultural Technical Institute, 1328 Dover Road, Wooster, OH 44691. To assure consideration the application file must be complete by June 30. The Ohio State University is an Equal Opportunity and Affirmative Action Employer. Women and minorities are encouraged to apply. 6/88

LECTURER, Ornamental Horticulture Department. School of Agriculture is seeking a full-time lecturer for the 1988-89 academic year. Duties and responsibilities may include teaching park planning and management, landscape design, plant materials, and other undergraduate courses in ornamental horticulture. A Master's Degree required; Ph.D. preferred, in ornamental horticulture or closely-related field with emphasis in landscape design, landscape management plus professional experience. Salary is commensurate with qualifications and experience. Interested, qualified individuals should submit official Cal Poly application and resume to Ronald D. Regan, Head, Ornamental Horticulture Department California Polytechnic State University, San Luis Obispo, CA 93407. Deadline for receipt of application is June 24, 1988. Affirmative Action/Equal Opportunity/Title IX Employer. 6/88

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

EXCELERATE '88

Set A New Landscape Speed Record

Ask any seasoned turf maintenance professional, and they'll tell you that productivity is measured in maneuverability.



*The Excel Hustler's unmatched performance comes from its unique **hydraulic steering** that lets you trim close, even cut square corners without wasted motion. And there are no clutch or brake pedals to fool with. You have total command of the mower's forward, reverse and turning movements with just one hand!*

Start setting your own landscape speed records. Visit your local Hustler dealer today, or call Excel toll-free for the name of the dealer nearest you.

Excel Industries, Inc.
P.O. Box 7000
Hesston, KS 67062-2097

1-800-835-3260
(In Kansas 1-316-327-4911)

 **HUSTLER**
Turf & Grounds Equipment



HELP WANTED

Lawn sprinkler company needs experienced and dependable foreman. Year-round work. \$25,000 minimum salary with excellent benefits. Send resume to Trost Irrigation, Inc. 2551 W. Auburn, Auburn Hills, MI 48057 (313) 853-5151. 6/88

HELP WANTED — Fine Grade Box Operator — Expanding landscape firm in Northern Virginia area seeks knowledgeable individuals for permanent position. Salary commensurate with experience; many benefits plus bonus opportunities. Send resume with complete background experience to: S. Burton & Co., Inc., P.O. Box 147, Hartwood, Virginia 22471. 6/88

Landscape Sales/Design/Project Manager - If you have outstanding talent in your field and are looking for a career opportunity, we would like to talk to you. Florida's most progressive landscape contractor with sales in excess of \$5 million annually is looking for a top shelf landscape professional to help us grow. Proven track record and hands on experience in commercial landscape contracting and sales is a must. Excellent salary, benefits and incentives. Call Mr. Khalsa at 305-831-8101. 6/88

HELP WANTED

Excellent career opportunity in beautiful area with a great quality of life. If you want top earnings, benefits, excitement, a challenge, responsibility, control, customer contact, quick advancement, work in fabulous award-winning jobs, etc., this job is for you. Temporary housing available. We are the oldest and 2nd largest interior landscaper in the U.S. You will be able to utilize all your abilities, extra bonuses and peaks. Apply in confidence: Call 5pm - 9am to Len Parker (201) 757-0437 or 7am - 5pm Rich or Doug, 1-800-526-3672; in N.J. call (201) 322-5552.

PARKER PLANTSCAPE
1325 TERRILL RD.
SCOTCH PLAINS, N.J. 07076

JOIN THE AMERICAN TEAM - And go for the gold...Aggressive landscape company looking for aggressive career minded winners of landscape/irrigation sales; estimating; purchasing; supervision nursery production and sales. Salary and benefits commensurate with experience. Equal opportunity employer. Send resume to Mickey Strauss, American Landscape Companies, 7949 Deering Ave., Canoga Park, CA 91304 (818)999-2041. 6/88

Orkin Lawn Care Division is looking for managers to manage in Florida. Orkin now has ten branches in Florida with plans to expand. Excellent opportunity to develop into multi-branch responsibilities. If you are an experienced green industry manager who seems stagnated in their present job or a person who is tired of the cold weather and seasonality of the business, we may have just what you are looking for. Excellent opportunities and advancement potential also for Service Managers, Sales Managers and Turf Specialists. Send your inquiries and resumes to Paul Ferrara at 957 1/2 N. Pennsylvania Ave., Suite 202, Winter Park, Florida 32789 or call (305) 740-6872. 6/88

SALES: Landscape Sales person with 1-2 years experience. Individual must be aggressive, motivated and able to work with crew foreman as well as prospective clients. Design ability a must. Contact: Vander Veen Landscape Co., P.O. Box 164, Mason, MI 48854 (517) 676-1093. TF

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

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. 7/88

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. 7/88

POSITIONS AVAILABLE for motivated individuals at all levels in growing landscape company. Full-time or part-time, seasonal or year round. Long Island Green, Inc., South Hampton, NY 516-283-8075. 6/88

TREE CARE SALESPERSON - B.S. degree preferred in Urban Forestry, Horticulture or related field. We offer Medical Plan, Profit Sharing, Savings Plan and Paid Vacation. Send resume with pay history to Ira Wickes - Arborists, 11 McNamara Road, Spring Valley, NY 10977, 914-354-3400, attention John. 6/88

MANAGER OF SUPPORT SERVICES - Mid-level Management position, responsible for equipment maintenance, personnel coordination, administrative assistance, and coordination of services within municipal park system. Salary: \$24,500 - \$28,500. Inquire: Dennis Noak, 705 East State Blvd., Fort Wayne, IN 46805. 6/88

EXPERIENCED LANDSCAPE FOREMAN: Design & Construction Company seeking person with 3-5 years experience. Individual must be able to take total responsibility of projects, from start to finish. Plant knowledge, construction techniques, blue print reading a must. Contact: Vander Veen Landscape Co., P.O. Box 164, Mason, MI 48854 (517) 676-1093. TF

MAINTENANCE SUPERVISOR - Responsible for maintenance of grounds, athletic fields, and buildings within municipal system. Supervises 15-30 employees. Salary: \$22,200 - \$24,300. Inquire: John Presensky, 705 East State Blvd., Ft. Wayne, IN 46805. 6/88

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. 6/88

LANDSCAPE MAINTENANCE SUPERVISORS AND FOREMEN - Heyser Landscaping, Inc., a prominent landscape contractor in the Philadelphia, Wilmington, Allentown area is seeking experienced personnel in all phases of landscape maintenance, pest management and installation. Contact Heyser Landscaping, Inc., 400 North Park Avenue, Norristown, Pennsylvania 19403, 215-539-6090. 6/88



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

SALES MANAGER - A very aggressive person currently active as sales manager is needed to develop sales for an established and progressive (design/build landscape firm located in the Chicago western suburbs) firm. This person will work closely with a principal of the firm and eventually take over the top management position of vice president in charge of sales. Good salary. Compensation package tied to performance. Equity/ownership possible for the right person. We are interested in only experienced highly motivated professional individuals. Send resume to LM Box 447. TF

Circle
the
Reader
Service
numbers
of those
items of
interest
to you.

For fastest response, use the peel-off label from the front cover.

NAME _____

TITLE _____

FIRM _____ **PLACE COVER LABEL HERE**

ADDRESS _____ **PRINT PHONE NUMBER BELOW**

CITY _____

STATE _____ ZIP _____

TELEPHONE () _____

101	115	129	143	157	171	185	199	213	227	241	255	269	283	297	311	325
102	116	130	144	158	172	186	200	214	228	242	256	270	284	298	312	326
103	117	131	145	159	173	187	201	215	229	243	257	271	285	299	313	327
104	118	132	146	160	174	188	202	216	230	244	258	272	286	300	314	328
105	119	133	147	161	175	189	203	217	231	245	259	273	287	301	315	329
106	120	134	148	162	176	190	204	218	232	246	260	274	288	302	316	330
107	121	135	149	163	177	191	205	219	233	247	261	275	289	303	317	331
108	122	136	150	164	178	192	206	220	234	248	262	276	290	304	318	332
109	123	137	151	165	179	193	207	221	235	249	263	277	291	305	319	333
110	124	138	152	166	180	194	208	222	236	250	264	278	292	306	320	334
111	125	139	153	167	181	195	209	223	237	251	265	279	293	307	321	335
112	126	140	154	168	182	196	210	224	238	252	266	280	294	308	322	336
113	127	141	155	169	183	197	211	225	239	253	267	281	295	309	323	337
114	128	142	156	170	184	198	212	226	240	254	268	282	296	310	324	338

LANDSCAPE MANAGEMENT

JUNE 1988

This card void after
August 15, 1988

MY PRIMARY BUSINESS AT THIS LOCATION IS:
(PLEASE CHECK ONE ONLY IN EITHER
A, B OR C)

**A. LANDSCAPING/GROUND CARE AT ONE OF THE
FOLLOWING TYPES OF FACILITIES:**

- 0005 Golf courses
 0010 Sport complexes
 0015 Parks
 0020 Rights-of-way maintenance for highways, railroads & utilities
 0025 Schools, colleges & universities
 0030 Industrial & office parks/plants
 0045 Condominiums/apartments/housing developments/
hotels/resorts
 0050 Cemeteries/memorial gardens
 0060 Military installations & prisons
 0065 Airports
 0070 Multiple government/municipal facilities
 Other type of facility (please specify) _____

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- 0105 Landscape contractors (installation & maintenance)
 0110 Lawn care service companies
 0125 Landscape architects
 0135 Extension agents/consultants for horticulture
 Other contractor or service
(please specify) _____

C. SUPPLIERS:

- 0205 Sod growers
 0210 Dealers, Distributors
 Other supplier (please specify) _____

Approximately how many acres of vegetation do you
maintain or manage? _____

What is your title? (please specify) _____

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: YES NO

Your Signature: _____ Date: _____



BUSINESS REPLY MAIL

FIRST CLASS PERMIT NO. 665 DULUTH, MINNESOTA

POSTAGE WILL BE PAID BY ADDRESSEE

READER SERVICE DEPARTMENT

**LANDSCAPE
MANAGEMENT**

POST OFFICE BOX 6049
DULUTH, MINNESOTA 55806-9749

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



**GET
MORE
FACTS**

"Now is not the time to go it alone."

"If you're like so many other lawn care companies, you have more than crabgrass to contend with. Sure, your sales are up—but so are your problems. Cash flow worries. The need for more employee training. The threat of growing regulation. The exploding costs of insurance and health benefits. These are only a few of the realities of running a lawn care business in the '80s.

That's where the Professional Lawn Care Association of America can help. PLCAA is the ProSource for over 1,000 businesses, large and small. PLCAA provides the benefits and resources you need regardless of the size of your company. Find out for yourself what so many other lawn care businesses have discovered, that PLCAA membership doesn't cost—it pays!"

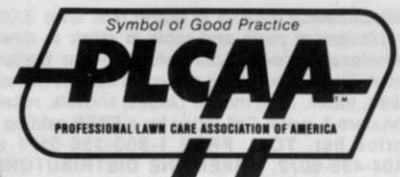
JAMES R. BROOKS

Executive Vice President,
Professional Lawn Care
Association of America

Check the PLCAA benefits...

- Technical Resource Manual**—Our 110-page resource guide for running a cost-effective, professional lawn care service.
- PLCAA Safety Manual**—A step-by-step guide for training applicators and technicians.
- Management Monograph Publications**—Booklets that cover critical business subjects like getting a loan, developing a marketing plan, hiring and firing practices, and more.
- Group insurance and health care**—PLCAA offers health and life insurance plans for companies with as few as two employees—and at attractive group rates.
- Collection services**—A results-producing collection service to help members with slow-paying accounts.
- Audio-visual training programs**—Comprehensive, inexpensive video and slide programs for in-house training of your employees. Current subjects include insect and weed identification, turf diseases, and pesticide handling, with additional topics under development.
- Regional seminars**—Each year PLCAA brings the latest in management and technical training, plus equipment demonstrations, direct to a location near you.
- Annual Conference and Show**—Exhibits, educational sessions, workshops, and an outdoor equipment demonstration are just a few features of PLCAA's popular annual gathering of lawn care professionals.
- Exclusive publications**—Stay current with *Turf Talks*, PLCAA's bi-monthly newsletter. Members also keep in touch with tax, labor, financial and regulatory information through our periodicals, the *Legal Update* and *Environmental Update* bulletins.

And that's only part of the advantages PLCAA members enjoy. If you want to know more, just drop the coupon below in the mail, or give us a call at toll-free 1-800-458-3466.



I'm interested...tell me more!

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE (____) _____

FILL OUT AND MAIL TO:

James R. Brooks
Professional Lawn Care Association of America
1225 Johnson Ferry Rd., NE, Suite B 220,
Marietta, GA 30068

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 Brohill Company, P.O. Box 475-CB, Dakota City, NE 68731-0475. Phone: 1-800-228-1003. 6/88

Experienced Irrigation Superintendent - Golf Course Design and Construction Company seeking individual with experience at irrigation system design/installation crew management and equipment operation to work on various projects throughout Florida. Top salary and benefit package. Reply in confidence to Jim Vojnovski, McCumber Golf, P.O. Box 490, Middleburg, FL 32068. 6/88

PERSONNEL: Hydro Lawn, a Mid-Atlantic full service lawn care company is accepting applications for Sales/Customer Service management positions. Applicants must be aggressive, responsible, neat and experienced in sales/customer service. Compensation from \$25-35,000 plus full benefit package. Send resume to: Hydro Lawn, Inc., 7905 Airpark Road, Gaithersburg, Maryland 20879. TF

REPS WANTED

SALES REP - A Midwest centrifugal pump company is looking for ambitious, highly motivated sales people for all regions of the U.S. If you have knowledge of the agriculture, turf, water systems and/or commercial markets, we want to speak to you. Good pay, benefits and company environment you can grow within is awaiting you. Send resume to LM box 452. 6/88

FOR SALE

PIPE LOCATOR - Inexpensive! Locates, traces PVC, metal, cement pipes, sewers, septic tanks, electric, phone, gas lines. Block & Company, Box 18058, Cleveland, OH 44118. 216-371-0979. TF

WHOLESALE PARTS & SUPPLIES: Over 3,000 replacement parts and tools in stock at direct wholesale prices. Spark-plugs, edger blades, monofilament cutting line, throttle cables, wheels, tires, tubes, lawn mower blades, shovels, rakes, pruners & more! Call today for a **FREE** catalog & price list. **TOLL FREE** 1-800-356-0171 or 404-438-6072. **GREENLINE DISTRIBUTORS**, P.O. Box 2253, Smyrna, GA 30081. 6/88

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

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. 6/88

BROUWER-7 Gang PTO mower and new parts. Low use, good condition. \$5,500. **FOLEY**—388 reel sharpener, like new, \$1,500. (405) 771-5122. P.O. Box 424, Spencer, OK 73084. 6/88

Long mfg. big gun travel irrigation system with new 3 3/4" I.D. hose, with 2,000 ft. of 6" aluminum pipe. Will irrigate up to 20 acres per day. Also, (2) 1,500 GPM, 100 PSI pumps, with V8 motor on self-contained full trailers. Seven Cities Sod, Inc., 319-391-1663. 8/88

FREE CATALOG: Guaranteed replacement parts for 32, 36, 48, and 52" walk-behind mowers. **DISCOUNT PRICES** on blades, belts, wheels, engines, bearings, catchers, mowers and numerous accessories. **QUALITY PARTS** that fit Bobcat, Bunton, Exmark, Kees and others. **CALL TOLL FREE** for a catalog 800-343-4333. In Michigan call direct or collect 313-949-8031 **LAWN CARE PARTS UNLIMITED** Quality you can trust, selection and service that you need! 6/88

CUSTOM LANDSCAPING TRAILERS. Protect your investment from exposure and theft. Choice of colors, delivery available. **NORTHWEST TRAILERS**, Palatine, IL 800-522-6208 or 312-577-6208. 7/88

LANDSCAPE MAINTENANCE CO.

\$35K. \$5,300+ gross per month and equipment included. 3 day workweek. All commercial. 6 yrs. established. Moving out of state. 213-692-1480.

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

Dowdeswell model 650 (The Gem) walk behind commercial tillers are available—20", 24", 30"—gas or diesel. Save 10% now, 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. 6/88

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

Aerohatch seeding machine, electric start, 16 h.p. with Briggs & Stratton engine that is self-propelled. Only used one season out of the year. 704-821-7649. 6/88

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

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

Finn hydro-seeder, 1,500 gallon mounted on '72 Chev C50. Good mechanical condition. Ready to work. \$5,000. For information call 313-847-0954. 6/88

BRAND NEW TOPSOIL SCREENERS. EXCELLENT FOR CONTRACTORS, LANDSCAPERS OR GOLF COURSES. NO MOVING PARTS, SIMPLE TO USE. SIZES AVAILABLE 8' X 8', \$3,995. AND 12' X 8', \$4,995. NORTH AMERICAN CONTRACTORS 216-799-9725. 10/88

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

FOR SALE—IRRIGATION SYSTEM: Ag-rain Traveling Water Winch, 600' of 4" Hose, 600' of 6" Aluminum Pipe. Price—\$3,500.00 Call (818) 633-0211. 6/88

1983 FMC D0601000 factory unit. 1000 gallon stainless steel tank. 60 GPM John Bean pump, 65 HP 4 cylinder Wisconsin engine. Used only 6 months. Replacement costs new \$22,000, steal it for \$7,995! Ask for Paul 9 a.m. - 9 p.m. 516-471-3200 7/88

FREE CATALOG



Lawn/landscaping chemical warning signs. Complete horticultural chemical protective gear; work clothes and more. Write: **GEMPLER'S**, P.O. Box 270-7006, Mt. Horeb, WI 53572 or call 1-800-382-8473.

LANDSCAPE INSTALLATION/MAINTENANCE COMPANY for sale. Located in booming area north of San Francisco. Year-round moderate climate, twelve years in same location with established clientele. Will train. Call Jeannie Lewis 707-762-2787. 6/88

For Sale - beautiful 9 hole golf course, excellent condition. 13 years old, approximately 2,000 pine & evergreen trees lining fairways. All necessary equipment to maintain & plenty of shop buildings. Nice Pro-Shop. Located in S.E. Oklahoma, Contact Hassen Dow - 405-326-7459. 6/88





A Better Cart To Make Work Easier

<p>For Free Brochure</p> <p>Molded One Piece Tub • 6 Bu Capacity Simple Assembly • Light Weight (40 lbs) Will Carry Liquids • No Rust or Rot Stable & Easy Handling • Stores Easily Rugged Steel Axle • Easy Dumping Excellent Balance • Hundreds of Uses</p>	<p>TRIMIT Sales Co.</p> <p>1283 Rugby Rd. Schenectady, NY 12308 (518) 587-2224</p> <p>\$1495</p>
--	--

FOR SALE: Toro Parkmaster, micro adj., 7 gang, 5 blade, rebuilt cutting units, rebuilt engine, absolutely top cond., 100% ready for spring. \$9,900. Also, 1968 International rough terrain forklift, side-shift. \$5,900. Also, 7 Jacobsen fairway mowers, no frames (rough) \$700. (313)653-5695. 6/88

JACOBSEN HF5 MOWING UNITS: 1986 (462 hrs.). Has 10 Blade Reels w/Catchers, Grooved Front Rollers & Large Steering tires. Call 312-986-2074. 6/88