

Club Car's Full Line Of Electric & Gasoline Utility Vehicles



Carryall I

The Multi-Purpose Vehicle

Out Performs - The Carryall I is available in Gasoline or Electric power - the Gasoline 4 cycle/341cc Engine* is the largest in the industry. The Electric powered Carryall I has components especially manufactured for Club Car, and they provide 25% greater efficiency than the competitors.

Out Maneuvers - The Carryall I has the tightest clearance circle in the industry - 17'6". The True Rack & Pinion Steering* provides a "power steering feel".

Out Toughs - The Carryall I Electric and Gasoline each have exclusive Rust-Free Aluminum Pickup Bed & Frame* making them virtually maintenance free. A heavy duty front bumper and side rub rails give added body protection.

Carryall II

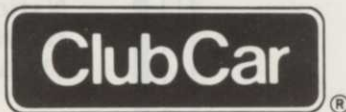
The Heavy Duty Leader

Out Hauls - With the Largest Pickup Bed* (50"x50"x11"/16½ cubic feet) and biggest gross payload (one-half ton) in the industry, the Carryall II becomes the most functional, practical and economical vehicle around.

Out Pulls - Club Car's 4 Cycle/341 cc Gasoline Engine*, the largest in the industry, gives the Carryall II the power to haul one-half ton loads all day long without refueling.

Out Lasts - The Carryall II exclusive Rust-Free Aluminum Pickup Bed & Frame* are virtually maintenance free, and the Double Wall Pickup Bed Construction* of light-weight aluminum allows for a longer more productive life span.

* Club Car Exclusive Features.



Club Car, Inc./P.O. Box 4658
Augusta, Georgia 30907-0658 U.S.A./404-863-3000

Circle No. 106 on Reader Inquiry Card

PRODUCTS

Utility vehicle is a 'work-a-haulic'

The new Mule 1000 from Kawasaki is said to be a "work-a-haulic with lots of pizzazz to boot."

The machine is a cross between an all-terrain vehicle and a pick-up truck with a total load capacity of 1000 pounds. It will travel at speeds up to 25 mph.



The machine has applications on golf courses, schools, colleges, airports, city parks, resorts, hotels, sports stadiums and more.

A dual-mode differential is optional. With one flip of a dashboard lever, the operator can lock the differential so both rear wheels turn to-

gether for maximum traction. Unlocked, the wheels provide a tighter turning radius and minimal soil disturbance.

Circle No. 190 on Reader Inquiry Card

Disease detection kit enhances fungicide ability

Getting the jump on brown patch this year will be easier with Agri-Diagnostics' Turf Disease Detection Kit for brown patch. Catching the disease before visible symptoms appear increases the effectiveness Banner fungicide preventive applications.

Ciba-Geigy, producer of Banner, endorses the use of the brown patch and other turf disease detection kits in conjunction with an effective spray program. According to Ciba-Geigy, best results for Banner in 1987 resulted when applications were made before disease symptoms developed.

Agri-Diagnostics also makes pythium blight and dollar spot detection kits.

Circle No. 191 on Reader Inquiry Card

Turf fertilizer contains four nitrogen sources

Total fertilizer from the Doggett Corp. is a concentrated water soluble, liquid-applied formula containing four forms of nitrogen: nitrate for rapid uptake; ammonium and urea for moderately fast uptake and a percentage of ureaform for controlled release.

The formula also contains che-



lated iron and calcium. The formulation has a low salt index and is chloride free. The 35-5-6 formulation is designed for low-volume application.

Circle No. 192 on Reader Inquiry Card



A GREAT TRAILER for TURF MANAGEMENT!



There is a Capacity to Fill Your Needs from 1-Ton to 5-Ton

Steel structured for maximum life and minimum maintenance. Wells Cargo trailers are an easy, economical, efficient way to haul nursery stock, fertilizer, seed, sprayers, implements, mowers... everything your job requires.

We have manufacturing sales & service facilities in IN, GA, TX, & UT and a national network of dealers to serve you.

For FREE literature call TOLL FREE 1-800-348-7553 or write

Wells Cargo, Inc.
P.O. Box 728-595
Elkhart, IN 46515

Circle No. 145 on Reader Inquiry Card



If you're an interior landscape expert, you should be promoting your competence with the help of this seal.

Scores of interior landscape industry leaders are now qualified to use this seal. If you're an interior landscape professional write for information on how you can qualify to become a Certified Interior Horticulturist.

National Council for Interior Horticultural Certification,
115 Abbot Street, Andover, MA 01810
(617) 475-4433.



Landscape Exposition

**October 22-24, 1988 / Nashville Convention Center
Nashville, Tennessee**

I'm interested in exhibiting at the Third Annual Landscape Exposition.

Please send me more information. Please have a salesman contact me.

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Address

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**Landscape Exposition
50 Washington Street
Norwalk, CT 06854**

Landscape Exposition

THE THIRD ANNUAL



October 22-24, 1988

Nashville Convention Center / Nashville, Tennessee

The Green Industry's Most Far-Reaching Event

Your customers will be there

Exhibit in Landscape Expo and you'll reach commercial and residential lawn care specialists; university and park grounds superintendents; golf course managers; sports field managers; landscape contractors and many more. You'll meet decision-makers from around the country who are interested in buying new power equipment; chemicals; seed; fertilizers; irrigation systems; vehicles; accessories and services. Dollar for dollar, you won't find a better advertising value!

Timely seminars

Acknowledged experts will offer answers and solutions to the technical, managerial and regulatory problems facing every segment of the landscape industry.

Industry strength

Landscape Exposition is sponsored by Landscape Management and Lawn Care Industry, the leading publications in the green industry. They will spearhead the promotional campaign, assuring maximum penetration into this market.

Fall timing

You'll meet your customers when they've just concluded a successful season and have funds available to buy for next year.

An unbeatable location

Nashville occupies a unique position in the heartland of America — within driving distance of dozens of major cities, and a short plane hop from many more. And because Tennessee is a right to work state, you'll save on labor costs. Attendees will be drawn to Nashville's many attractions, and the full spectrum of accommodations — from luxury hotels to KOA Campgrounds — make it the perfect spot for a family vacation.

Weekend dates

Attendees can get away from their businesses and bring the family for a relaxing getaway. Discount coupons from local shops, restaurants and attractions will add to the fun.

Exciting incentives

Prizes, giveaways and in-hall entertainment will create an upbeat, exciting atmosphere during all three days of the show.

Plan to be there — reserve space today!

Your customers will be at the Landscape Exposition in Nashville — you should be there too! For a complete exhibitor prospectus and floorplan call Becky Lerew, Show Manager or Mary Sue Christoffers, Sales Manager at (203) 853-0400 or write to Landscape Expo, 50 Washington Street, Norwalk CT 06854.

Produced by

**EDGE
EXPOSITIONS**

Sponsored by Landscape Management and Lawn Care Industry Magazines

Circle No. 125 on Reader Inquiry Card

MAY 1988/LANDSCAPE MANAGEMENT 75

Sweeper line detailed on full color brochure

Parker Sweeper is offering a full color brochure detailing its Trailing Sweeper product line. The line includes the Hitch-N-Sweep, Arlington, Trailette, Suburbanite and Estate Master.

Trailing sweepers feature heavy-duty cast iron wheels, deep treaded tires, sintered iron pinion gears for added equipment life, tubular steel frame construction and heavy duty rear swivel casters for maximum basket support.

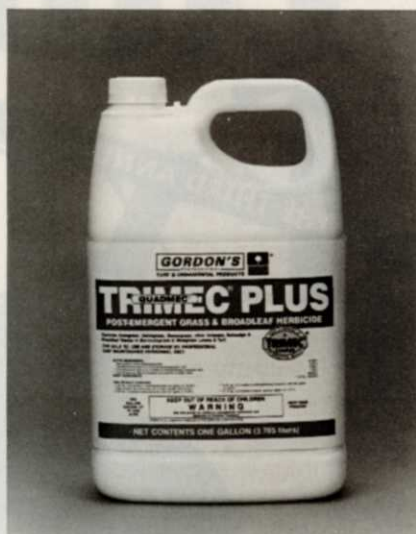
Three of the models feature the E-Z Dump basket. The basket is of tear- and mildew-resistant reinforced vinyl with a heavy gauge polypropylene bottom for long wear.

Circle No. 193 on Reader Inquiry Card

Post-emergent stops grassy, broadleaf weeds

Trimec-Plus from PBI-Gordon has post-emergence action on both grassy and broadleaf weeds. The Trimec/MSMA combination controls nut-

sedge, crabgrass, goosegrass, dallisgrass and other grassy weeds along with broadleaf weeds in turf.



The free-flowing formulation is labeled for use on Kentucky bluegrass and Bermudagrass lawns, and has tested safe on tall fescue and zoysiagrass, according to the company. It should not be used on St. Augustine, centipede or carpetgrass.

Circle No. 194 on Reader Inquiry Card

Edger-Trimmer zooms up to 90 feet/min.

The Little Wonder Edger-Trimmer speeds along at up to 90 feet a minute with high performance cutting, according to its manufacturer.

With an easy adjustment, the blade



swings horizontal, converting the edger to a trimmer. Maximum durability is assured with a cast iron cutter head, rugged steel frame and a 10-inch hardened tool steel blade.

Circle No. 195 on Reader Inquiry Card



Don't Let The Rain Wash Away Your Profits.

Use the Proven Erosion Fighter!

Hydro Mulch® 2000 fiber is THE hydraulic mulch and tackifier combination that can help keep the green on your job. . . and in your pocket.

Here's why:

- Hydro Mulch® 2000 fibers have been independently lab tested and field proven to substantially reduce seed bed erosion caused by rainfall.
- Hydro Mulch® 2000 fibers mean outstanding all-around performance. Mulch and tackifier are specially "premixed" for error free loading and consistent ground coverage. There are no variable, hidden costs and unpredictable applications found with separate tackifiers.

Don't watch your profits and customers wash away. Use the proven erosion fighter! Hydro Mulch® 2000.

CONWED
FIBERS

Hydro Mulch® fiber is a registered trademark of Conwed Fibers, a division of Leucadia, Inc.

1985 Tate Blvd. S.E.
Suite 350
Hickory, NC 28601

For more information, write or call (704) 327-6670

Circle No. 107 on Reader Inquiry Card

Waterless hand cleaner removes stains, residues

Hand-Y-Kleen from Spectrum Technologies is a waterless hand cleaner designed to remove pesticide stains and residues. It also cleans grease, grime and oil stains.

Hand-Y-Kleen removes most pesticide stains while leaving hands smooth and clean. Since it requires no water and is packaged in 22-oz. tubes, the cleaner is convenient for applicator use in the field when away from water sources.

Hand-Y-Kleen is designed for pesticide applicators, growers and landscapers.



Circle No. 196 on Reader Inquiry Card

Forklift loads itself with landscape material

The Piggyback Material Handler from Teledyne Princeton lifts and loads sod and other landscape material and then loads itself onto a truck or trailer for transport home.



The Piggyback weighs 3,500 lbs. and can lift and load up to 5,500 lbs. It

turns quickly, carrying the weight between its drive wheels for stability on grades.

Options include two-stage mast, barrel clamp, scoop, concrete forks, hydraulic hole-digger and side-shifter.

Circle No. 197 on Reader Inquiry Card

Two-wheel lawn tractor improved for 1988

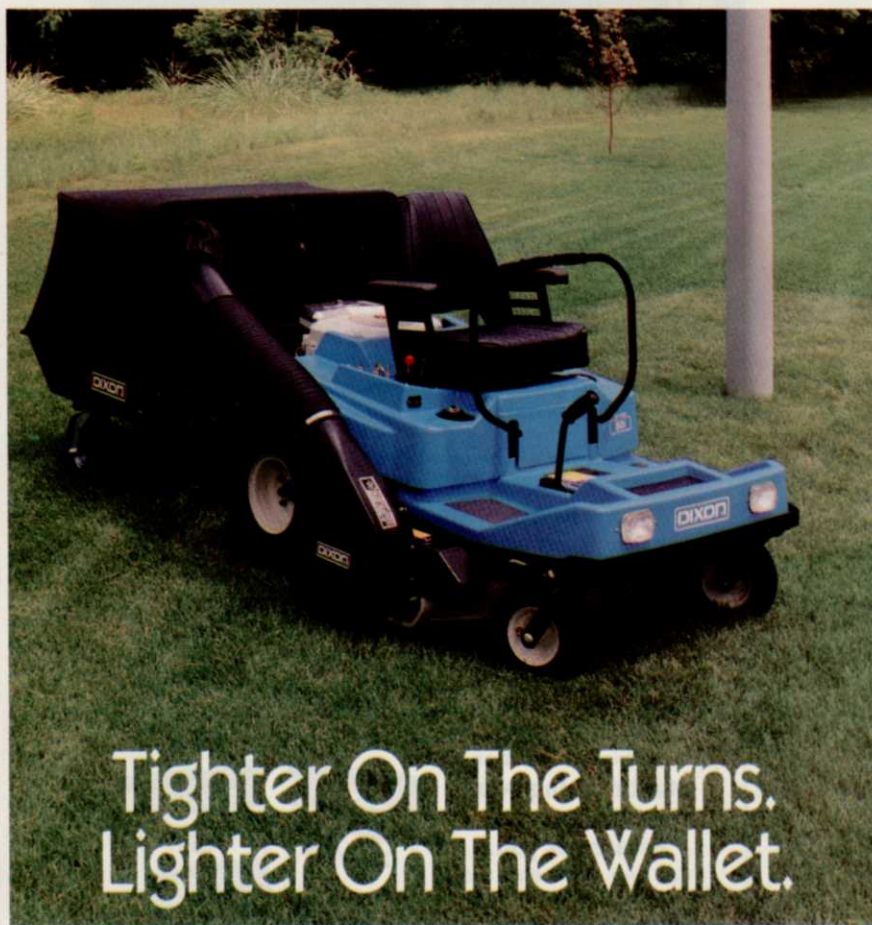
Gravely has improved its two-wheel lawn and garden tractor for 1988. Im-

provements include placing the control levers atop the handlebars, a PTO clutch brake and the addition of a positive shift two-speed range control.

The tractor also features a new positive shift PTO control, instrument panel grommets, and the option of an eight, 10, 12 or 16 hp Kohler engine. The warranty has been increased from one year to two years.

The electric start eight hp model features a slanted hood. All models have the option of an adjustable handlebar.

Circle No. 198 on Reader Inquiry Card



Tighter On The Turns. Lighter On The Wallet.

When we developed the Dixon ZTR® 501 commercial riding mower, we were trying to make it more maneuverable and responsive, not less expensive.

But it happened. The efficient, finely engineered Zero Turning Radius design of the 50", 18-hp 501 also produced a price well below most competitive models.

So you're not just buying a long-lasting machine that's uniquely responsive to its operator's wishes, from the people who pioneered ZTR maneuverability for the home. You may also be buying a couple of extra string trimmers with the money you save.

See your Yellow Pages or call 1-800-635-7500.

DIXON

Zero Turning Radius Mowers
Box 1569 Coffeyville, KS 67337-0945

A Coleman COMPANY

Circle No. 112 on Reader Inquiry Card

MAY 1988/LANDSCAPE MANAGEMENT 77



DURSBAN* sends pests packing.

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

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

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

Keep pests on the move.

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

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

Start making your turf prime real estate for you.

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



Lebanon

TOTAL TURF CARE

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

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

together when purchasing a business. A buyer, however, often will discount assets when purchasing a company for excessive usage or poor-to-no preventive maintenance practices. In addition, buyers often will discount assets in which they take no interest in owning. In this case, they are merely accommodating the seller by providing one source to dispose of the company.

In addition, a potential service company buyer who will not need your facility or assets will often propose a purchase price for the business

In using a weighing system, some purchasers look at individual account profitability or—in other instances—average revenue per account.

that is considerably below the market.

Individual assets such as inventory and accounts receivable are generally purchased at their current replacement or collection value. If you can sell the inventory above the price offered or feel that you can collect more of the accounts receivable than is being offered by the buyer in the deal, do not sell the assets.

Summary

The valuation of many service companies in the green industry requires more than just an accounting review of the numbers. An in-depth knowledge of the industry, the potential in the market place, the image and reputation of the company, the skill and quality of the employees, the valuation of the assets being offered for sale, all come together in determining the complete valuation of the company.

Determining the value for your company is a multifaceted project that should be done by a professional. The fee for these services usually ranges between \$1,000 and \$5,000 and will include a range of value for the company. This valuation is often referred to in the merger and acquisition industry as the floor or ceiling price for a company and should serve as a guide in the selling or buying of a company or in the setting of a value to transfer the ownership of a company for estate planning purposes. **LM**

Circle No. 149 on Reader Inquiry Card

We Create Beauty...



...Naturally

OTTERBINE® Aerators blend beauty and efficiency. These efficient, compact, self-contained units can help you control unsightly algae growth and its odors.

In addition to their aesthetic appeal, OTTERBINE Aerators serve as an on-going water management tool — improving your overall water quality while dramatically reducing or eliminating the need to apply chemicals.

Available in a wide variety of models and spray patterns, the aerators can be used singly or combined to create magnificent aquatic displays. By adding night lighting (OTTERBINE'S FOUNTAIN-GLO Lighting System) you create unparalleled nocturnal effects.

ALL OTTERBINE Aerators are safety tested and approved by the Electrical Testing Laboratory and are simple to install, economical to operate and maintain.



For more information call or write to:

Barebo, Inc.

P.O. Box 217, R.D. 2, Emmaus, Pennsylvania 18049 • 215/965-6018

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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

LAWN CARE COMPANY FOR SALE. Philadelphia area, 300 accounts, can expand easily. 1985 Great Northern Spray truck in excellent condition. 215-464-1616, evenings. 6/88

PALM BEACH & WEST PALM BEACH FLORIDA - Landscape Maintenance Company full service. Est. 1980. Be your own boss. Will train some financing. Call Today (305)627-8141. 5/88

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

Equipment Sales, New Jersey machinery manufacturer seeking aggressive individual with mechanical and horticultural aptitude for sales position. Primary responsibility will be inside sales, however, travel will be required. Company offers excellent benefits and profit sharing. Send resume to LM Box 450. 5/88

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. 5/88

GROUNDS MANAGER - Well established, quality conscious, real estate development and management firm requires full time Grounds Operation Manager for all seasons management of large corporate office parks located primarily in the lower Connecticut/Westchester/Putnam, New York area. Applicant must have minimum five years experience in care and management of trees, shrubs, turf and pavement. Knowledge of and ability to administrate contracts. A working knowledge of site work and irrigation systems. Individual must have good communication skills and ability to deal with labor as well as executive staff. **Growth position.** Salary open. Send resume and salary requirements to: Grounds Management, Box 269, 324 Main Street, Norwalk, Connecticut 06851. 5/88

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

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

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. 5/88

IRRIGATION. General managers, foremen, installers. We seek ambitious people who want to move up the ladder. Our training schedule allows you to advance quickly. We have opportunities in five midwest locations. Send us your resume and objectives. The Lawn Pros Sprinkler Co., 3508B Roger B. Chaffee Blvd., Grand Rapids, MI 49508. 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 sales force.

SALES MANAGER

Experienced manager needed to direct and motivate our sales force. As a member of our management team your responsibilities will 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.

FIELD SALES REPS.

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.

All positions offer outstanding compensation including salary plus commission and a complete benefits package.

If you are looking for the opportunity to put your natural abilities to work, send your resume with salary requirements to:

Personnel Department
Sav-A-Tree of Westchester, Inc.
P.O. Box 527
Armonk, NY 10504-0527



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

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. 5/88

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

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

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. 5/88

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. 5/88

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

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. 5/88

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. 5/88