



Model PAL
Aerial Lift/Trailer (top)

Model 400
Log & Brush Chipper (center)

Model R-18
Stump & Root Grinder (bottom)



Full vision cutting. 22" wide.
Hydrostatic drive.



6" capacity. Hydraulic tilt dump.
8½ cubic yards.



6" capacity. 360° discharge.
Self feeding.



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Cuts 20" deep.



Working heights to 40 ft.
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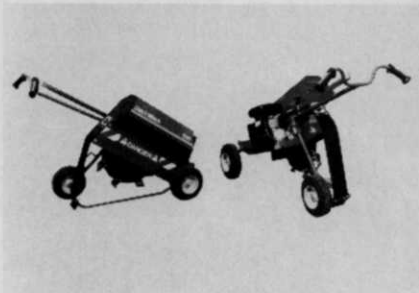
Everything for tree-related grounds maintenance.

For aerial lifts that reach up to 40 feet for tree and utility service work, to rugged stump grinders that eliminate roots down to 20" below ground, Promark provides landscapers, arborists and grounds maintenance professionals with a complete family of equipment. Making up the strong center of the line are Promark's brush chippers and log splitters, in a range of sturdy models that make finishing a job easy and profitable.

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FAX (818) 961-2307

PROMARK PRODUCTS INC.
330 9th Avenue, City of Industry, CA 91746

engine against shocks. An operator-presence control system requires that one hand remain in contact with a handlebar control during operation or the machine automatically shuts off.



Circle No. 196 on Reader Inquiry Card

Tool monitors compaction

The Penetrometer from Turf-Tec measures soil compaction in all turf areas and construction sites. The easy-to-use, quick release device is made of all-weather chrome.

It operates with the help of gravity and is calibrated from zero to 100 per-



cent compaction. The Penetrometer works on golf courses, athletic fields, playgrounds, new construction areas and other turf areas.

Circle No. 197 on Reader Inquiry Card

High speed mower cuts 3.5 acres an hour

The 724-Z commercial mower from Wheel Horse Products mows at 6.5 mph and covers 3.5 acres per hour, according to the company.

The speed is possible because of soft, low pressure tires. The tires act as a suspension system and also as gauge wheels for its 60-inch deck, which follows the contour of the turf.

Blades sharpened from tip to hub ensure a no-streak cut at that speed. The unit is equipped with a 24 hp twin cylinder Onan engine.



Circle No. 198 on Reader Inquiry Card

Vibrating blades help reduce soil compaction

The Vibra Master from Green Care International is a disc and blade aeration system. Five free rolling discs slice the turf for a clean cut. Five vertical, vibrating blades follow the discs, creating aeration drainage channels while loosening soil to depths of eight inches.

PTO driven eccentric cams provide the vibration action by oscillating the blades backward and forward in a small arc.

The sizes of the three blades range from five to nine inches long. The unit, which is pulled by a tractor, uses either two or three blades spaced at two feet or five blades spaced at one foot.

Circle No. 199 on Reader Inquiry Card

Sign system provides plant information

The Sig-Num Signage System from Metalphoto features a 3 1/2- by 5-inch anodized aluminum sign that holds a maximum of eight lines with 25 characters each.

The durable outdoor signs have a



life expectancy of 20 years each. A complete installation system is also available.

In conjunction with introducing the new product line, Metalphoto is offering a free sample. Send the company a design of your sign which meets the above specifications.

Circle No. 200 on Reader Inquiry Card

Hose bag kit attaches quickly to blowers

A new hose bag kit attaches quickly to Roto-Hoe's line of walk-behind blowers. The eight-foot long hose has a five-inch diameter and is made of heavy-duty clear plastic.

It is reinforced with PVC strips rather than steel wire for minimum wear. The five-foot long bag attaches without the use of tools.



Circle No. 201 on Reader Inquiry Card

Lawn fertilizer injector calibrates chemicals

A redesigned version of the Chemilizer lawn fertilizing device manufactured by Chemilizer Products, can connect to underground systems, aboveground sprinklers or any type of irrigation system.

The Chemilizer is a small round container with standard hose fittings. It can be moved to different locations. Installation requires no special tools.

Liquid fertilizer is poured into the Chemilizer and is distributed as needed through a calibrated injector. The Chemilizer is available in two- and four-gallon sizes. The system needs replenishing with liquid only occasionally since the average lawn needs about one gallon of liquid fertilizer per 3,000 sq. ft. each month, according to the company.

In underground systems, chemicals are injected downstream of the water pump to avoid corrosion. The Chemilizer can be bypassed as needed.

Circle No. 202 on Reader Inquiry Card

Sabre *Poa trivialis* isn't just a good shade grass.

It's the best.



Years ago fine fescue was considered the best performer in damp shade.

That changed with the appearance of *Poa annua*-free Sabre *Poa trivialis* and a 1979 shade tolerance trial at Ohio State University.

In that test Sabre was top-rated for shade tolerance when compared to 39 mixtures, blends and monostands of fine fescue, ryegrass, Kentucky bluegrass and tall fescue.

An excerpt from trial data said: "Sabre, which had the highest overall seasonal ratings, maintained the most consistent quality throughout the season."

Due to its special qualities Sabre should be sown only in damp shade. For this purpose it may be mixed with fine fescue, turf-type ryegrass or Kentucky bluegrass.

Normal cutting height is 1-1/2 inches, but on winter putting greens in the Southern U.S., it has proven its ability to thrive when cut at 3/16th.

One of the first domestic varieties to be registered with the U.S. Plant Variety Protection Office, Sabre is both disease-resistant and hardy.

 **INTERNATIONAL SEEDS, INC.**

P.O. Box 168 - 820 First Street • Halsey, Oregon 97348 • Telephone: 503-369-2251 • TELEX 910-240-5575

Circle No. 129 on Reader Inquiry Card

SEPTEMBER 1988/LANDSCAPE MANAGEMENT 103

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.

HELP WANTED

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. 11/88

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

IRRIGATION SUPERVISOR. ("INC 500 company") Experienced, aggressive, sales supervisor to manage lawn sprinkler system department including sales, installation and service. Challenging growth opportunity with good salary, benefits, and company vehicle. Send resume: Attn: Monty Mitchell, Suburban Landscape Associates, P.O. Box 2342, Davenport, IA 52809. 9/88

Tree care person — experienced in Horticulture or Arboriculture. Will train tree climbing and/or spray applicator. Salary & benefits commensurate with ability and experience. Send resume to: Tree Care, Inc., 216 East Main St., Huntington, NY 11743. 9/88

Arborist - Tree climber and spray applicators, experienced or will train forestry or horticultural student. Tremendous growth potential. Tree Care, Inc., 216 East Main Street, Huntington, New York, Area Code: 516-#424-9440 or #424-9441. 9/88

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. 9/88

NURSERY MANAGER - Take charge person, strong knowledge of plant material and plant production. Tremendous growth potential. Eastern Long Island. Send resume to: Box 226, Centerport, New York 11721. 10/88

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. 9/88

SALES REPRESENTATIVES - Landscape maintenance firm that has been established for 30 years in southeast Florida has several openings for over achievers. We are looking for people who can challenge our top sales person who sold over \$1,000,000 in 1987. Applicants should have a background in horticulture, turfgrass management or pest control. 30-50k first year's earnings. Applications for training supervisors, service routes and pest control technicians are also being taken. Call or write Mr. DeMaria at 310 Northwest 16th Terrace, Pompano Beach, FL 33064, 305-971-0110. 10/88

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. 9/88

SENIOR LANDSCAPE ARCHITECT

The University of California, San Diego is currently in the midst of an aggressive \$500 million building program and is seeking an experienced Landscape Architect.

The position reports to the Assistant Vice Chancellor of Physical Plant Services and is responsible for administering the Grounds/Landscape Division. Will represent the department to the community and interact with architects, engineers and contractors. Will act as consultant in the design and plan review of all new and existing campus landscape development and be the advisor and technical specialist for new construction acceptance. Manage all aspects of Grounds Maintenance.

Requires landscape architectural license and the ability to attain State of California registration as Landscape Architect within a year. Must have progressive demonstrated experience and skills and knowledge in all aspects of landscape architecture and ornamental and technical horticulture with the skill to manage and administer a major program including budget planning, staffing and operations. Excellent supervisory, administrative, interpersonal and communication skills. Prefer related experience within a College/University Physical Plant.

Hiring salary: \$37,300-\$46,600 annually plus excellent benefit package. For full consideration, submit resume and cover letter, referencing Job # 19984-M by September 30, 1988, to: UCSD, Personnel, 501 Matthews Complex, Q-016, La Jolla, CA 92093. AA/EOE.

UCSD
University of California,
San Diego

PROFESSIONALS

Due to our aggressive expansion program in the Southwest & West Coast regions we are hiring experienced landscape maintenance & construction personnel. We are looking for career minded individuals to fill openings for:

Administrators
Supervisors
Salespersons
Foremen
Irrigators

Positions Available in:

Los Angeles
Santa Ana
Palm Springs
Dallas/Ft. Worth

We offer excellent salary & benefits. Send resume to **LM Box 459**.

CAREER OPPORTUNITY - Established growth oriented midwest firm seeks organized dynamic individual to manage landscape contracting division. Must have related degree and solid experience to qualify. Current division responsibilities include sales in excess of \$3,000,000 in staff of 80. Excellent salary, commission plan and full benefit package. Send resume in confidentiality to **LM Box 455**. 9/88

LANDSCAPE PROFESSIONALS!

If you qualify as one of the best in the industry, **SCAPES, INC.** has openings in its Atlanta and Washington D.C. offices. We are seeking to hire highly trained professionals in all phases of the company—irrigation, maintenance and installation. Higher than industry standard wages. Contact **Scapes, Inc.** for interview at:

404-956-7500

LANDSCAPE SUPERVISOR. ("INC 500 company") Talented, experienced, supervisor to manage landscape department including scheduling and training personnel development. Challenging growth opportunity with good salary, benefits and company vehicle. Send resume: Attn: Monty Mitchell, Suburban Landscape Associates, P.O. Box 2342, Davenport, IA 52809. 9/88

CAREER OPPORTUNITIES

Expanding Sunbelt region firm has several growth-oriented positions available for experienced and knowledgeable individuals. Openings for: landscape sales representatives, landscape maintenance and construction supervisors, foremen, foremen trainees, pesticide applicators and arborists. Horticultural education and/or experience required. We offer professional wages and benefits for career-minded people. Send resume with education, work and salary history to

LM Box 457



Some of life's best lessons are learned in the school of 'soft knocks'

The young man on the left will fall several times before he hits his first home run. The young man on the right wants him to have the advantage of falling on real turf.

We think it's curious that the same lawmakers who insist that individuals and corporations make environment and products safer for children neglect to legislate safer standards for school playgrounds.

It's no doubt easier to make us spend our own cash to improve conditions than to appropriate public funds for safe playing areas.

Things are changing ... slowly ... but NSTC has been instrumental in distributing information and

talking to some appropriate people, but it all takes time and money.

While we're waiting for the big picture to change, we can all improve our little corner ... like planting an improved turf plot of our own, then using it! When officials see how much more fun we're having, they'll no doubt want in on the action.

For free brochure and membership application, call or write to Fred V. Grau, Chairman

NSTC

NATIONAL SPORTS TURF COUNCIL

USDA • ARS • BARC
Bldg. 001, Room 333
Beltsville, MD 20705
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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, Ferriani, and 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 Freeberg
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

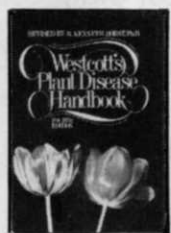
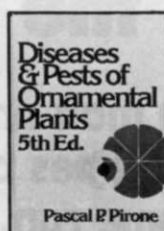
by James Beard
Comprehensive basic text and reference source used in many leading university turf programs. Includes findings of current research compiled from more than 12,000 sources. **\$39.00**

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

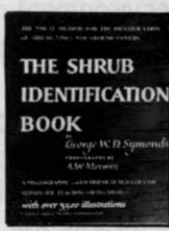
by Richard W. Harris
Provides comprehensive coverage of complete planting, site analysis, preparation and special planting methods, fully detailed coverage of fertilization, irrigation and pruning guidelines on preventative maintenance, repair and chemical control, how-tos of diagnosing plant problems, 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**



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| 114 | 128 | 142 | 156 | 170 | 184 | 198 | 212 | 226 | 240 | 254 | 268 | 282 | 296 | 310 | 324 | 338 |

LANDSCAPE MANAGEMENT

SEPTEMBER 1988
This card void after
Nov. 15, 1988

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(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 Other supplier (please specify)
0210 Dealers, Distributors _____

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: _____



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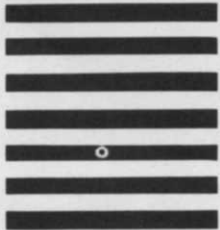
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**GET
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750 - TREE IDENTIFICATION

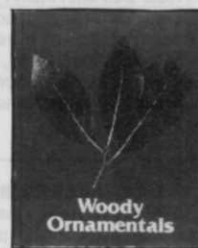
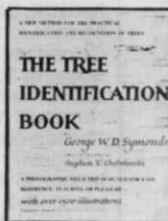
by *George Symonds*
Pictorial reference to identifying trees by checking leaves, buds, branches, fruit and bark. Like its sister publication, SHRUB IDENTIFICATION, popular and botanical names are listed with index tabs for easy reference. **\$14.95**

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

by *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**

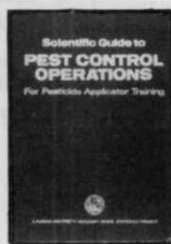


565 - WEEDS

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 mosquitos, 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**

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HELP WANTED

TREE DEPARTMENT MANAGER: Large landscape contracting company in southeastern Pennsylvania with a well established tree division needs an experienced, mature individual to handle sales and management of department. Great opportunity in a busy area. Send resume to LM Box 458. 9/88

TREE CLIMBERS/BUCKET TRUCK OPERATORS. Landscape maintenance company needs reliable, experienced persons for immediate employment. Salary negotiable based on training and experience. Send resume with references to Boyd Enterprises, 16632 Oakmont Avenue, Gaithersburg, MD 20877. 10/88

FIELD PRODUCTION MANAGER - Excellent employment opportunity available for major farming operation in southern New Jersey. Salary pay up to \$25,000/year plus benefits. Send resume to: Jade Run Sod Farm, P.O. Box 586, Mt. Holly, NJ 08060, or call (609)265-0404. 9/88

Excellent career opportunities for aggressive experienced professionals in our growing, award winning Company: **Production Manager, Landscape & Maintenance Supervisors, Chemical Applicator, Irrigation Superintendent.** Please send resume & salary requirements or call for more info. **RUPPERT LANDSCAPE COMPANY, INC.,** 17701 New Hampshire Avenue, Ashton, MD 20861, 301-924-5415. Attn: Kenneth Hochkeppel. 9/88

Large landscape - grounds maintenance company looking for qualified Foreman. Knowledgeable in plant identification and pruning. Must have good management and communications skills. Excellent pay for the right person. Send resume in confidence to: R.B. Stout, Inc., 1285 N. Cleve-Mass Rd., Akron, OH 44313. 9/88

LANDSCAPE DESIGNER: Greener Landscapes is seeking an experienced landscape designer to join our rapidly growing organization. You must be able to oversee projects from beginning to end including design, job cost estimation and overseeing installation. The ability to design, present and sell your designs will be essential to your success. Qualified candidates send resume with salary requirements to Greener Landscapes, P.O. Box 341, Bedford Hills, NY 10507, or call 914-666-0714. 9/88

MANAGEMENT — Established Midwest company with solid growth is once again needing top-notch working managers to fill the following positions:

MARKETING/SALES MANAGER — Must be progressive minded, large budget for 3-6 branches of planning and implementation training sales managers, 3 years minimum, verifiable experience in LM field.

SALES MANAGEMENT — Branch level with full responsibility for telemarketing, mailing, etc. \$300,000-\$500,000 sales annually. Full-time position.

BRANCH MANAGERS — Two years experience preferred, must have both spray application and landscape maintenance background. Extremely busy and fun position.

We are a full service multi-department company with a growth curve created by careful placement of qualified individuals. Competitive salary & benefits with solid growth potential. Resumes to: Landscape Opportunities, P.O. Box 471333, Tulsa, OK 74147-1333.

LANDSCAPE MAINTENANCE FOREMAN

THORNAPPLE LANDSCAPE MAINTENANCE, INC. a fast-growing firm serving commercial accounts throughout the Chicago Metropolitan area, has a career opening for an individual in the landscape maintenance field. Applicants are required to have two to five years "hands-on" experience, knowledge of machinery use and maintenance and technical expertise and knowledge of pests and diseases. A degree in Ornamental Horticulture is desired. **THORNAPPLE** is a well regarded, quality oriented firm which will give the right person a challenging career opportunity. All inquiries will be completely confidential. Send resume, work history and salary requirements to

THORNAPPLE LANDSCAPE MAINTENANCE, INC.
Attn: Mr. Steve Pease
P.O. Box 626
Geneva, IL 60134

FIELD OPERATIONS SUPERVISOR for expanding Boston area full service tree and landscape company. Responsibilities to include operations management of 4-6 crews along with limited field work. You should have a strong and diverse technical background including trees, turf and spraying, plus previous management/supervisory experience, and a willingness to locate in the suburban Boston area. Full package of benefits. Starting salary 30K +. Please ask for Mike. 617-359-4855. 9/88

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. 10/88

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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. 9/88

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. 9/88

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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.

Director of Training and Safety

Responsible for training and supervising all field personnel to ensure that established quality control standards are maintained. This will include all phases of tree work.

Position requires at least five years of experience in all aspects of tree and shrub care. Candidates must have excellent interpersonal skills and the ability to develop and administer a formal training program.

These positions offer outstanding compensation.

Send resume with salary requirements to:

SAVAYREE®

Stephanie Parker
360 Adams Street
Bedford Hills, NY 10507

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. Hwy #45, Vernon Hills, IL 60061. 9/88