

CLASSIFIEDS

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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

WANTED 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

BETTER THAN A FRANCHISE: Guaranteed income, no franchise fees, established lawn maintenance packages, year round "work". Will train and finance aggressive individuals with down payment. **PALM BEACH FLORIDA,** (407)627-8141. 2/89

HELP WANTED

CITY OF URBANA LANDSCAPE SUPERVISOR

The City of Urbana, IL, (Pop. 38,000), home of the University of Illinois, and a TREE CITY USA for eleven consecutive years, seeks to fill an opening for Landscape Supervisor in its Public Works Department. This person is responsible for: designing, implementing and maintaining landscaped areas; supervising regular and seasonal workers; organize work sites; purchasing materials; maintaining inventories and equipment. Interested candidates should have knowledge and skills typically acquired through 2 years of college level work in horticulture or landscape architecture and 2 years experience in landscape construction and maintenance. Person must possess or obtain within 60 days of employment, a valid State of Illinois Class C drivers license and within 1 year of employment, an Illinois Pesticide Applicators license and IAA Arborist certification. To apply, please submit resume or application to the Personnel Office, City of Urbana, 400 S. Vine St., Urbana, IL 61801 by Tuesday, February 28, 1989. EOE.

LANDSCAPE MAINTENANCE FOREMAN: Located South of Boston fast-growing organization is seeking an experienced individual to assume full responsibility for our condominium property division. You must be a self-starter with proven supervisory experience, good communication skills, mechanical abilities and possess a sincere desire to maintain a high degree of professionalism. Our clients are willing to pay for the best- so are we! Your compensation package for this year-round position will be commensurate with your abilities. Please send resume, with salary history, in strict confidence to: South Shore Landscape Ser. Inc., 2033 Ocean Street, Marshfield, MA 02050. 2/89

Commercial landscaping firm needs highly motivated foreman to take over newly created irrigation division. Excellent opportunity for responsible individual to develop divisions potential in the high demand Baltimore-Washington area. Call Steve at (301)850-6907 for more information. 2/89

Lawn Care \$20M-\$50M

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

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

READY FOR A CHANGE? COME JOIN OUR TEAM! Needed: "well seasoned" personnel *Residential Design/Sales *Production Manager *Field Supervisor *Mechanic/Yard Man *Foreman. Resume to: Dennis Anderson & Wife, Inc., 28433 N. Fremont Center Road, Mundelein, Illinois 60060. 2/89

PRODUCT SALES MANAGER: Experience in marketing compost products or selling soil mix ingredients, mulch, fertilizer, etc. to the horticultural industry. Please mail resume to Fairfield Service Company, P.O. Box 354, Marion, OH 43302. Attention: J.S. Coulson. 2/89

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, New York 11743. 2/89

Management

Ever-Green Lawns, a division of ADT, Inc. is seeking both Branch and Sales Management personnel for several of our major markets.

Branch Management candidates must be degreed with a minimum of 1-2 years of success in managing a multi department lawn care branch with sales of over a \$1,000,000. Strong management and communication skills required along with a desire to offer a quality service.

Sales Manager at branch level with full responsibilities for telemarketing effort with a staff of 15-20 inside and outside sales people to solicit and provide lawn analysis for both residential and commercial properties.

If you are seeking a responsible and attainable growth situation supported by an excellent base salary and company benefit program, send resume including salary history to:

Corporate Recruiter
Ever-Green Lawns Corp.
1390 Charlestown Industrial Drive
St. Charles, MO 63303

MAINTENANCE DIVISION GENERAL MANAGER

Full Service Landscape Company with Design, Contracting, Maintenance and Nursery Divisions offers a career opportunity for a top notch manager.

Maintenance Division is currently grossing 2 million in annual sales with 50+ employees. Proven experience and results managing an organization of this size or larger a requirement.

Vibrant growing market area and strong company financial position make this a rare opportunity for growth if you are one of the Country's Best Landscape Maintenance Managers.

Send resume and Salary History to:

1174 Florida Central Pkwy
Longwood, Florida 32750

LANDSCAPE DESIGNER - SALESPERSON this established landscape design/build firm is presently seeking applicants for this challenging position. BS in Horticulture or related field required. Excellent growth potential for career oriented persons. Send resume to: David J. Murphy Landscape Inc., 670 Boston Post Road, Marlboro, MA 01752. 508-485-2030. 3/89

LAWN EXPERT: Individual with education and experience to manage lawn service for progressive Central Jersey tree expert company. Growth opportunity. Send resume to P.O. Box 230, South Plainfield, NJ 07080. 2/89

NEED LANDSCAPE WORKERS? We can solve any labor problem you have. We have documented workers as well as foremen, leadmen, irrigators and architects available at a price you can afford. Call today! **AMIGOS** Dallas, Texas **214-634-0500.** 4/89

GROUNDS SUPERVISOR 83 acre municipal cemetery must have 2-3 years experience, excellent communication skills, background in turf and ornamentals, licensed pesticide applicator, surveying and mapping experience. Under direct supervision of superintendent. Must have high school education or equivalent. Sales experience helpful. Only organized, disciplined and responsible need apply. Base salary \$19,000. Excellent benefits. Send resume to: Ottumwa Cemetery, 1302 N. Court, Ottumwa, IA 52501. 2/89

PARKS MAINTENANCE SUPERVISOR Proposed salary range: \$28,101 - \$39,874. Responsible for supervising a high profile landscape maintenance program at Sky Harbor Airport. Req. 2 yrs. second line supv. level exp. in parks/grounds maintenance, knowledge in all phases of grounds maintenance, scheduling, equipment utilization, work methods & standards, budgeting & ability to supv. 20+ skilled/unskilled employees. To request application, call (602)262-6277 or write: City of Phoenix, Personnel Department, 135 N. 2nd Ave., Phx., AZ 85003. AA/EEO/H Employer. 2/89

Career opportunity in Dallas/Fort Worth area for experienced Landscape Maintenance Sales person. Seeking professional with 2-4 years experience in Landscape Maintenance Sales field. Salary and benefits commensurate with experience. Please forward resume to: The Yerkey Co., 821 E. Southlake Blvd., Southlake, TX 75092. 2/89

HELP WANTED

CLEVELAND OHIO EMPLOYMENT OPPORTUNITIES We offer excellent salary and benefit package and opportunities for advancement in our design/build firm. Our expansion plans include establishing a branch office. We are accepting applications for people with skills in landscape architecture, design-sales, supervision of landscape installation, maintenance, tree crews and nursery. Please send your resume or give us a call. Yardmaster, Inc., 1447 North Ridge Road, Painesville, Ohio 44077. (216)357-8400. 4/89

CITY ARBORIST: City of Lincoln, Nebraska, (Pop. 182,000). Parks and Recreation Dept. seeks City Arborist to perform professional Forestry work in directing programs in the care and maintenance of trees. Responsible for the Forestry section long and short term goals, budget, city ordinances, inventory and supervising staff. Graduation from an accredited four or five year college or university with major course work in Horticulture, Forestry, Arboriculture or related field and five years extensive Forestry work in a supervisory capacity desired. Experience in an urban forestry situation and/or landscape architecture preferred. Valid drivers license. Possession of a Federal Certified Pesticide Applicator License and a First Class Arborist License or ability to obtain within first six months of employment. Annual salary: \$24,460-\$33,633. All applicants must complete a Supplemental Questionnaire in addition to application. Call or send resume postmarked by Tuesday, February 28, 1989 to: City/County Employment Office, 555 S. 10th Street, Room B113, Lincoln, NE 68508. (402-471-7597) EOE/JAA. 2/89

DIRECTOR OF VEHICLE MAINTENANCE AND SAFETY - Public Works operation. Responsible for the overall direction and leadership of department which is responsible for repair and maintenance of a wide variety of equipment from hand-held equipment to a fleet of heavy trucks and buses; supervision of 4 mechanics; management of physical plant which includes a two-bay vehicle repair shop; employee offices and lounges; rental offices and tenant relations; a large yard with covered and uncovered storage areas. Job required successful experience with personal computer programs, budget development, management, inventory control, purchasing, staff training, implementing OSHA and MOSHA regulations, and scheduling of maintenance. Candidates should have strong administrative skills and 10 years experience in auto shop including four or more years in a supervisory capacity. Excellent benefits. Salary commensurate with experience. Send resume to Community Services Director, Columbia Association, 9861 Broken Land Parkway, Suite 300, Columbia, MD 21046. EOE/M/F 2/89

KT ENTERPRISES INC., a commercial landscape management firm servicing the Washington D.C. Metropolitan market, is now accepting applications for employment in the landscape maintenance department for the 1989 season and beyond. All positions offer excellent salary, health benefits, retirement and most important, an incomparable opportunity to work in a quality organization that will continue to offer gross and professional satisfaction. Please send a resume to and/or call our Personnel Director Caroline Senimore if you are interested in any of the following positions. Department Manager Plant & Turf applications. Supervisory-applications, Maintenance, Prunings, Floral, Sales, New Sales, Service Representatives, Landscape Senior Estimator - familiar with large commercial landscape projects. KT Enterprises Inc., "The Landscape Management Professionals," 7950-1 Woodruff Court, Springfield, VA 22151. (703)764-1870. 4/89

LANDSCAPE MAINTENANCE OPERATIONS MANAGERS: Rapidly growing Washington, DC based landscape contractor is expanding into the Philadelphia/Wilmington area. We are looking for an aggressive, highly motivated, quality conscious individual to oversee this new branch operation. Applicant should possess a thorough, well tested knowledge of all aspects of commercial landscape maintenance. Applicant will be responsible for complete control of all branch day to day operations to include: scheduling, personnel recruitment, quality control, marketing and equipment acquisition. This is a unique opportunity for the right individual, for a very worthwhile and profitable future with an established, quality conscious company. All qualified, interested individuals should send complete resume's, accompanied by references, and salary requirements to: Green Thumb Enterprises, Inc., 3825 Pickett Road, Fairfax, VA 22031. Attn: M. Gerard Chauvin. 2/89

ARE YOU A NATURAL?

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

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

VP SALES

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

SALES REPRESENTATIVE

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

Send resume with salary requirements to:



Stephanie Parker
360 Adams Street
Bedford Hills, NY 10507

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 1-800-678-TURF. 2/89

MANAGER OF MAINTENANCE OPERATIONS. Specializing in large scale corporate and commercial projects in the Chicago Metro Area. Position involves all client communications, pricing, invoicing, jobsite inspections, hiring and training personnel, purchasing and scheduling of equipment, materials and subcontractors. A solid background in turf and ornamental management is required. Send resume and salary requirements to: Otto Damgaard Sons, Inc., P.O. Box 182, Des Plaines, IL 60016. 2/89

SUPERVISORS: (project foremen) to join a nationally acclaimed firm looking to expand into its second generation. The 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 & Rodier, Inc., 216 East Main Street, Huntington, New York 11743. 2/89

Production/Sales/Management: Expanding Sod company seeks individuals with sod production experience and/or turfgrass sales background. Requires an individual that is willing to grow with the company and that is quality conscious. Company located on the East Coast with various sales and production locations. Good salary and benefits. Send Resume to: United Turf, Rt. 1 - Box 170, Powells Point, NC 27966. 2/89

HORTICULTURIST: Indianwood Golf And Country Club is now accepting applications for a HORTICULTURIST. Responsibilities include: Flowers on golf course grounds, clubhouse, a three acre estate, and greenhouse duties. Must have 2 years of education in Horticulture, and a minimum of 2 years experience. Salary is negotiable. Please send resume to: Mark Jackson, Indianwood Golf and Country Club, 1081 Indianwood Rd., P.O. Box 5, Lake Orion, MI 48035. 3/89

ARBORIST - FIELD REPRESENTATIVE - 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. 3/89

PROJECT SUPERVISORS - Established company has opening for motivated, responsible supervisors to direct grounds care/golf course maintenance projects. Must have 3-4 years supervisory and working experience in areas indicated. Salary negotiable, depending on qualifications and experience. Send resume to: Boyd Enterprises, 16632 Oakmont Avenue, Gaithersburg, MD 20877. 3/89

NORTHWEST LANDSCAPE INDUSTRIES - NLI has the following positions open in the Portland, Oregon and/or Seattle, Washington Metropolitan area: Maintenance Area Supervisor; Construction/Irrigation Job Supervisor; Maintenance Area Manager; Construction Estimator/Administrator/Buyer. These are career positions with one of the Northwests largest and highest quality commercial landscape firms. Excellent salary and benefit package. Please send resume including salary requirements to: James E. Wathey, V.P., 16075 S.W. Upper Boones Ferry Road, Tigard, Oregon 97224. 2/89

Orkin Lawn Care, a Division of Rollins, Inc., Atlanta, Ga. is looking for good lawn care management & sales management candidates. We have a good management training program. Education and experience will count toward that training. Please call (404)888-2771, Sam Lang, or send your resume to Orkin Lawn Care Division, Personnel Director, P.O. Box 647, Atlanta, GA 30301. 2/89

GROUNDS MAINTENANCE/LANDSCAPE/LAWN CARE - Expanding grounds management and lawn care firm in Cincinnati seeks qualified and experienced personnel to fill openings in grounds maintenance, landscape construction, lawn care, and general pesticide application. Quality conscious individuals knowledgeable in ornamentals, turfgrass, landscape installation, grounds maintenance, irrigation, or pest management should respond. Outstanding compensation and benefits available. Letter or resume to **PROLAWN PROSCAPE**, 11488 Deerfield Road, Cincinnati, Ohio, 45242; Attn: Dave Osborn. (513)489-2433, days; 677-9108, evenings. 2/89

HELP WANTED



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

CAREER OPPORTUNITIES AVAILABLE. White Oak Landscape Co. Atlanta, Georgia is presently seeking qualified candidates to join our team in serving the landscape needs of one of the largest and fastest growing cities of the SE. We are a full service landscape contractor specializing in both commercial and residential bid build, design build, landscape maintenance, irrigation, and landscape illumination. In return for services, we offer a competitive salary and a strong benefit program. For consideration contact: Jim Lanier, 3220 Moon Station Road, Kennesaw, GA 30144. 404-427-0524.

2/89

LANDSCAPE PROFESSIONALS!

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

LANDSCAPE INSTALLATION/CONSTRUCTION MANAGER: Chicago area landscape maintenance company needs working ("hands on") manager to head up landscape installation division. This is a year-round position with benefit package and career path. Send resume and salary requirements to Panoramic, 54 N. Eisenhower Lane, Lombard, IL 60148. (312)620-5130. 3/89

LANDSCAPE MAINTENANCE SUPERVISORS

Rapidly expanding landscape management firm seeking experienced, quality individuals to be field/working supervisors. Tremendous opportunity to grow. Full benefits. Contact: Tandem Landscape Company, 33W480 Fabyan Parkway, West Chicago, Illinois 60185, Attn: Glenn Kedzie.

TF

ADVANCE YOUR CAREER & IMPROVE YOUR LIFESTYLE

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

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

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

Send resume confidentially to:

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

ADVANCE YOUR CAREER Large and rapidly growing midwest landscape contracting and maintenance firm seeks quality, energetic **MAINTENANCE SUPERINTENDENT**. Must be able to schedule, train and motivate crews; skills would include degree (or years of experience), chemical applicator's license (or the ability to obtain license), turf and horticulture knowledge, communication skills, blueprint reading, job measurement, directing maintenance crews, and maintenance estimating. Wages and benefits commensurate with ability and experience. Send Resume to: **TORRE & BRUGLIO LANDSCAPING INC.**, 20401 Hall Road, Mt. Clemens, MI 48044. 3/89

LANDSCAPE EMPLOYMENT OPPORTUNITIES-Commercial maintenance, sod and seeding contractor seeks professional individuals to fill the following positions: **Maintenance and Installation Foreman, Equipment Operators, Pesticide Applicators.** Please send resume & salary requirements, or call for more info. RJ Sunday Landscaping, Inc., 4311 Church Rd., Mitchellville, MD 20715, 301-262-2563. Equal Opportunity Employer. 2/89

OPERATIONS DIRECTOR- Quality-conscious company seeks reliable, responsible manager to plan, execute, supervise and assure quality control of its grounds operations. Minimum qualifications: bachelor's degree in horticulture or related field; four/five years' experience supervising grounds maintenance; and a thorough knowledge of golf course maintenance, ornamental horticulture, plant diseases, insect pests, pesticides, herbicides, and other turf chemicals. Salary negotiable. EOD date 3/89. Send resume/references to Boyd Enterprises, 16632 Oakmont Avenue, Gaithersburg, MD 20877. 3/89

IPM Technician, Bedford Hills, NY. Excellent opportunity for knowledgeable, experienced professionals. Must be familiar with trees, shrubs, insects, and diseases of the northeast U.S. Ability to diagnose problems and treat with appropriate chemicals on-site required. Additional training will be provided. Join a fast-growing company with excellent pay and benefits. Send resume to: **Personnel Department, SAV-A-TREE, 360 Adams Street, Bedford Hills, NY 10507. 914-666-8202.** 2/89

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. 2/89

Career Opportunity. Established Southwest Florida firm seeks qualified individual to take over pest control portion of business. Must be quality and result oriented. Salary limited only by your abilities. Send resume to Lawn Care Extraordinaire, 395 Havana Road N., Venice, FL 34292, or call 813-488-0688. 2/89

Grounds Maintenance Supervisor/Foreman needed. Established landscape company seeking quality-oriented individuals who are not afraid of aggressive teamwork. Two years field experience minimum. Competitive salary, benefits and bonus. Send resume to GreenScape, Inc., 5548 Summer Avenue, Memphis, TN 38134. 3/89

Oho's premier grounds maintenance firm is looking for top quality personnel to grow with us-if you have: a commitment to quality work, good work record, 2 years supervisory experience, past grounds maintenance experience a plus, references. Call between 8:00 am and 4:00 pm for an appointment, (216)666-8811, R.B. Stout, Inc., 1285 N. Cleve-Mass Road, Akron, Ohio 44313. 2/89



The Central Park Conservancy is a private non-profit organization dedicated to the restoration and preservation of New York's premier park, Central Park. We are seeking someone to fill the challenging position of **Turf Care Coordinator** for the Central Park Conservancy. Responsibilities will include management of high intensity use areas such as the Sheep Meadow, Bowling Greens, 26 Ballfields; over 500 acres of turf in all. A working knowledge of irrigation systems, installation and maintenance of lawns, familiarity with wide variety of power equipment. Daily management of field personnel, accurate record keeping required. Supervisory experience a must. If you are a responsible, hard working quality oriented individual who meets these requirements, send resume with salary history to: Neil Calvanese, Director of Horticulture, Central Park Conservancy, 830 Fifth Avenue, New York, N.Y. 10021. EOE

LAWN CARE MANAGER: I am looking for a working manager for expansion of my company in the fast growing Washington, D.C. area. Granular seed and areation format. Full benefits. \$25-\$30K. Must be aggressive and willing to excel. (301)963-8996. Ask for Mike. 2/89

New landscaping co. seeks landscaping mgr. with experience in estimates, tie wall and field supervision. Send resume to Pines, 674 N. Meridian, Valparaiso, IN 46383, Attn: Ron Turner. 2/89

"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!"

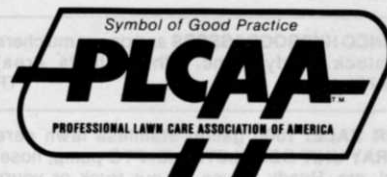
JAMES R. BROOKS

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

GENERAL MANAGER NEEDED FOR ESTABLISHED LANDSCAPE CONSTRUCTION FIRM IN SAN JOSE/PLEASANTON AREA. MINIMUM 10 YEARS EXPERIENCE IN SALES, ESTIMATING AND OPERATIONS. SEND COMPLETE RESUME TO:

PACIFIC STATES LANDSCAPING, INC.
P.O. BOX 1569
EL TORO, CA. 92630

FOR SALE

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

HYDRO-MULCHERS AND STRAW BLOWERS New and used. **JAMES LINCOLN CORPORATION**, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)527-2304. TF

FOR SALE. Lawn-a-mat Economy Tractors 14 - 16 H.P., West Mac Core Aerators, used tanks and pumps. 513-242-7300. 2/89

SPRAY TRUCK: 1977 Chevy C60. 1150 tank, Meyers 20 GPM pump, mechanical agitation, 1 reel and hose. Motor and pump 2 years old. Looks and drives like new. Production ready. \$6,500. 816-229-5051. 2/89

SPRAY TRUCK: 1979 International S1700. Lawn or tree spraying. 800 gallon tank. Meyers 25 GPM Wisconsin engine. 1 reel and hose. \$6,500. 816-229-5051. 2/89

SPRAY UNIT- Bed mounted 3 compartment 250 gallon- 125-100-25 fiberglass, like new, 125,000 sq. ft. capacity, pump included, asking \$1,450. Call Paul or Angelo, (609)567-3029. 2/89

NORTHWEST TRAILERS -- CUSTOM LANDSCAPING TRAILERS. Protect your investment from exposure and theft. Northwest Trailers, Palatine, IL 800-522-6208 or 312-577-6208. 5/89

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

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

FOR SALE: 1000 gallon stainless lawn care **SPRAY UNIT COMPLETE** with PTO pump, hose, reel, etc. Ready to use on our truck or yours (313)621-4677. 2/89

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

Tree Spades - Burken Demos: AM70 on 88 International, AM70 on 80 Mack, AM50 on 86 Nissan, Low mileage. Used Vermeer TS66 on six-wheel drive Ford. Call 800-647-9824. 2/89

BRUSH CHIPPERS - STUMP GRINDERS - small, medium, large - new - used-rebuilt, disc and rotor models. Also parts, knives and accessories. Cal-Line Equipment Co. 415-443-6432. 4/89

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

FOR SALE: Vermeer TS-32 3-PT. Hitch Tree Spade. Low time. Excellent condition. \$7,000. (912)488-2388. 3/89

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

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. Wolbert & Master, Inc., P.O. Box 292, White Marsh, MD 21162, 301-335-9300. TF

BUSINESS FOR SALE 10 year old Landscape Garden Center and Grounds Care Co., located in rapidly expanding North Carolina city. High visibility operation has well established clientele & contracts. Garden center located in major shopping center. Total sales in 1988 exceeding \$700,000. Owner will stay on for 1 year to provide smooth transition. Owner will consider some financing. \$300,000. Call 919-323-8811. 2/89

Spyder Forklift, Gas \$9,500.00. Good Condition. Meyers Turf Farms, Stilwell, Kansas 66085. (913)681-2668. 2/89

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

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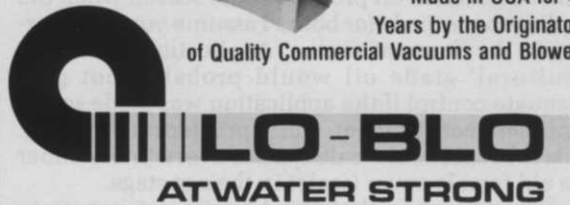
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by Balakrishna Rao, Ph.D.

Controlling pine needle scale

Problem: Can pine needle scale be controlled using dormant oil? (Michigan)

Solution: Pine needle scale is an armored scale. This group of scale insects is difficult to manage. General recommendations for scale management usually include a dormant oil spray followed by one or two sprays when crawlers are present.

Some extension publications recommend Ethion combined with horticultural oil for armored scale control. Douglas Caldwell, Ph.D., our staff entomologist and manager of research and development at Davey, says, "Dormant oil could be interpreted as either a dormant oil product or the season when the application is made (or both). I assume you are referring to the dormant season. Applications of a 'horticultural' grade oil would probably not give adequate control if the application was made sometime between October and April (dormant time). This is because this scale species overwinters under the old female cover (scale) in the egg stage.

"The theory is that the oil will not penetrate enough to come in contact with all of the eggs, as the eggs are sometimes stacked on top of one another. A few armored scale species (euonymus scale and white peach scale) overwinter as females. Results (control) with oil are better since there is only one individual under the scale cover.

"The most opportune time to use oil (at 2 gal. per 100 gal.), based on work done in several states (New York, Pennsylvania, Colorado), is shortly after the second generation crawler period, which would place the application time in early to mid-August in your area."

The oil will kill settled crawlers and second instars.

"For some reason, control with oils during the first generation crawler period (middle to late May) is not as effective. However, you could try using Dursban, Sevin, Orthene or Diazinon during the first generation crawler period. A third application (2% oil) could be made in middle to late August to control mature females before eggs are deposited.

Effective Oftanol applications

Problem: Oftanol has usually been my "right-hand material" for season-long grub control, but for the past two seasons it has not been all that effective. Application was accurately and carefully done. What other factors could have contributed to reducing the effectiveness of this pesticide? (Maryland)

Solution: The poor performance of Oftanol for grub control that you are explaining has also been reported by other professionals in the industry. Though Oftanol is still considered to be one of the better products with longer residual effect for grub control, in recent years it failed to perform as expected in a number of cases.

Consider the following factors if Oftanol isn't meeting your expectations:

1. Improper timing, either too early or too late. Ideally insecticide applications should be made to control larvae in the fall. Mature grubs in the spring are more difficult to control.

2. Pre- and post-watering. The most commonly used materials (including Oftanol) are organophosphate insecticides which have a relatively short residual effect in soil and have a tendency to bind to thatch. Therefore, watering is recommended to improve their effectiveness. Unless surface-applied material are thoroughly watered in, grubs can continue to cause damage.

3. Dry soil conditions, improper movement and inactivity of materials.

4. Possible bacterial degradation of Oftanol in some specific soil types.

Reports suggest that some soil types may contain certain Oftanol decomposing bacteria that can affect its results. This will result in enhanced degradation of Oftanol and possibly other organophosphates or carbamates such as Sevin.

Some of these factors individually or cumulatively may have contributed to the lack of results with your grub problem.

Identify the causal factors and try to correct them before using the products again. Read and follow label specifications for best results.

Hard-to-control weeds

Problem: In Hawaii, we have a problem getting rid of prostate spurge and woodsorrel. I have tried many ways with varying results, most not good. What would you recommend? (Hawaii)

Solution: Prostate spurge and woodsorrel weeds are considered to be difficult-to-control weeds. Generally, Trimec (containing 2,4-D, MCPP and dicamba) herbicide is not very effective against these weeds. Mixtures of 2,4-D with 2,4-DP or triclopyr can give better results. Either amine or ester formulations of these products should be able to provide good results.

Target the spray applications when the weeds are actively growing. If you are planning to use an ester formulation, be careful around non-target desirable broadleaf plants. Ester formulations are volatile and can cause injury to nearby plants under certain conditions. Read and follow label specifications for better results. **LM**



Balakrishna Rao is Manager of Technical Resources for the Davey Tree Co., Kent, Ohio.

Questions should be mailed to Problem Management, LANDSCAPE MANAGEMENT, 7500 Old Oak Boulevard, Cleveland, OH 44130. Please allow 2-3 months for an answer to appear in the magazine.

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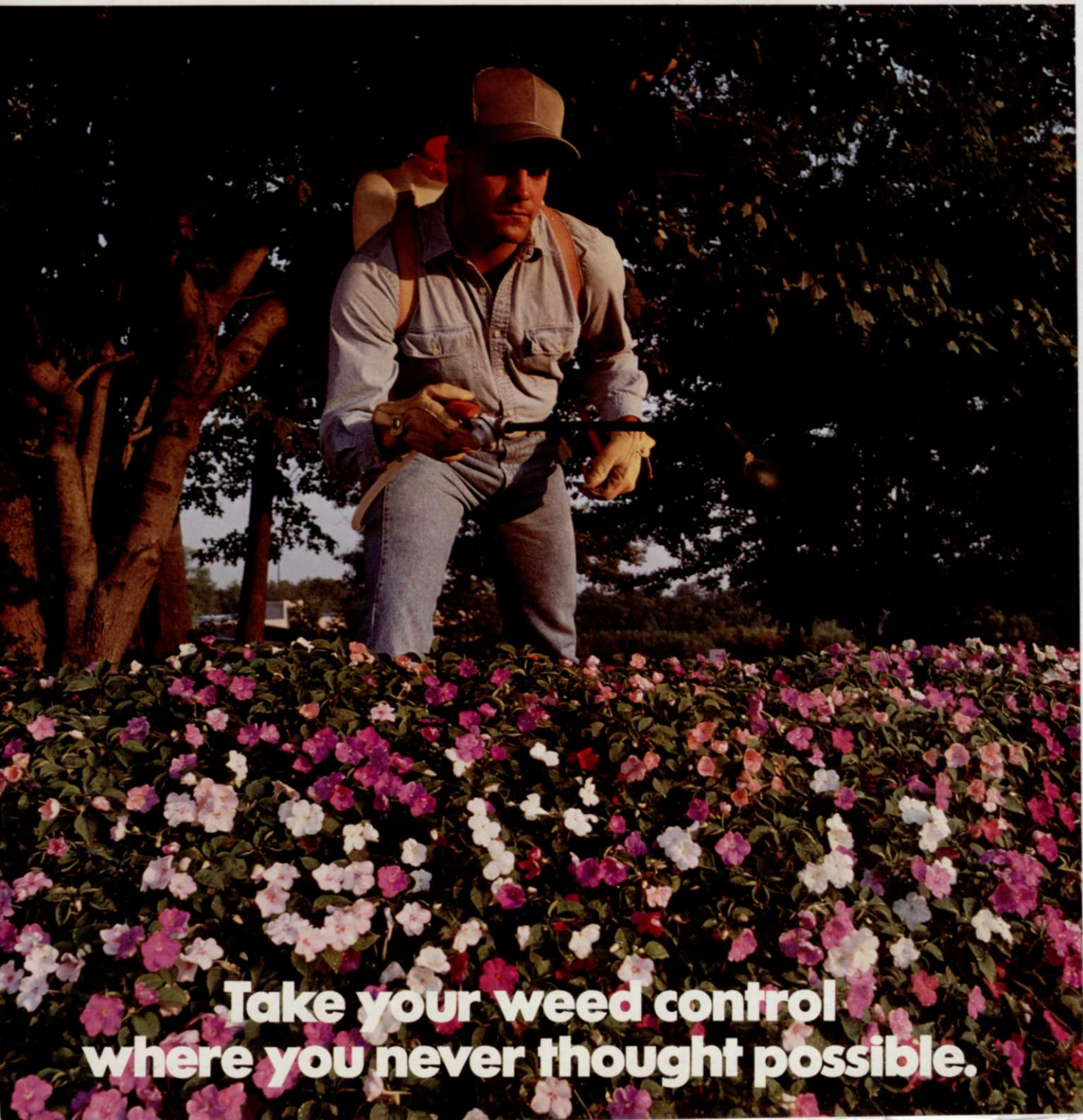
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