

Hahn

Powerful. Quiet. Precise.

Twin Cylinder Powered MULTI-PRO 418



The Hahn Multi-Pro 418 has all the features needed to enhance and maintain quality turf.

This heavy duty vehicle sprays, fertilizes, top dresses, seeds, and hauls. The high flotation tires and four wheel design protect turf and reduce compaction, making it gentle enough to be used on delicate greens.

With a low center of gravity and wide stance,

the Multi-Pro 418 hugs hillsides even under the heaviest loads. An abundance of power is provided by an 18HP Twin Cylinder Kohler engine with whisper quiet exhaust.

From a Precision Liquid Application System to an Accurate Pendulum Action Dry Applicator to a Rugged Cargo Transport Vehicle, this Multi-Pro 418 is built specifically for your turf

maintenance demands. Versatility, Dependability, and Performance. The Multi-Pro 418 from Hahn, the Leaders In Application Equipment.

Hahn

TURF PRODUCTS DIVISION

1625 N. Garvin Street, Evansville, Indiana 47711-4596

Call Toll Free (800) 457-HAHN

In Indiana (812) 428-2020 Telex: 27-8429

FAX (812) 428-2049

Circle No. 131 on Reader Inquiry Card

PRO-CONTROL
Calibrates and maintains an even rate on every acre to be sprayed regardless of vehicle speed or terrain.

FOAM MARKER
Helps eliminate overlap and skips of spray material. Directional valve controls flow of foam to either boom.

SPREADER
The pendulum action spreader with its conical steel hopper ensures accurate flow of all materials... fertilizer, seed, lime...even damp sand.

UTILITY
When transporting materials, the cargo bed with optional hydraulic dump will provide another valuable attachment.



HELP WANTED

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. 3/89



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:

Arizona	Colorado
Phoenix	Colorado Springs
California	Denver
East Bay	Florida
Inland Empire	Jacksonville
Los Angeles	Miami
Palm Springs	Orlando
Sacramento	Tampa/
Santa Ana	St. Petersburg
San Diego	Nevada
San Jose	Las Vegas
Ventura	Texas
	Houston

Send resume to:

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

an equal opportunity employer by choice

LANDSCAPE DESIGN/SALES: If you're a designer, read this notice in addition to the ad above. **Landscape Techniques, Inc.** is offering a unique opportunity for a talented individual with at least an under grad degree, who is confident to apply his/her skills, and understands that a 'Catch-22' of strong sales and an excellent reputation is critical to our success. Send resume to: Landscape Techniques, Inc., PO Box 616, Nutley, N.J. 07110 or call (201)667-8050. You, too, won't be disappointed. 3/89

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

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. 3/89

AREA MANAGER: Large East Coast commercial landscape and maintenance contractor needs well qualified Area Manager. Landscape-related degree preferred with 5 yrs. experience a must. Supervisory experience required. This is your opportunity to join an innovative and growing team. Send resume or call Ruppert Landscape Co., Inc., 17701 New Hampshire Ave., Ashton, MD 20861, Attn: Mr. Otero (301)774-0400. 3/89

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. 4/89



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

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

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 & Rodler, Inc., 216 East Main Street, Huntington, New York 11743. 4/89

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

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

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

CAREER OPPORTUNITIES

KT ENTERPRISES INC., a Commercial Landscape Management Firm servicing the Washington, D.C. Metropolitan market, is accepting applications for employment. All positions offer excellent salary, health benefits, a retirement plan and most important, an opportunity to work in a quality organization that will continue to offer growth and professional satisfaction. Please send a resume to, and/or call our Personnel Director, Caroline Fennimore if you are interested in any of the following positions:

- Supervisory-Applications, Maintenance, Pruning, Floral
- Sales-New Sales, Service Representatives
- Landscape Senior Estimator-Familiar with large commercial landscape projects.

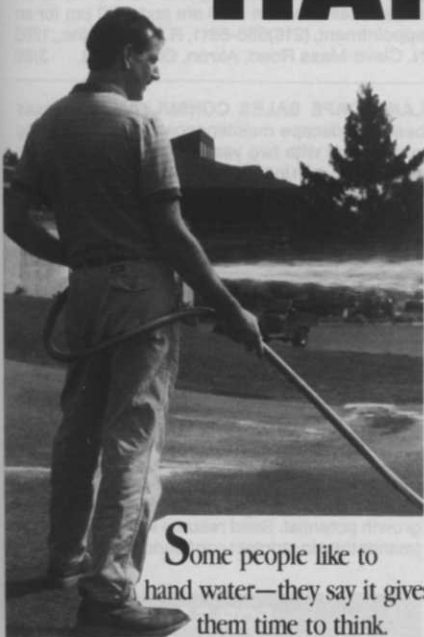
KT Enterprises Inc.

"The Landscape Management Professionals"

7950-1 Woodruff Court, Springfield, VA 22141
(703) 764-1870

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. 3/89

DOES YOUR TURF PLAY HARD TO WET?



Some people like to hand water—they say it gives them time to think.

For most it's a necessary evil that takes valuable time away from more important things. Using AQUAGRO® soil wetting agents regularly will reduce hand watering, which will either cut into your daydreaming time, or free you and your crew to do other things...it depends on your perspective. *And that's not all AQUAGRO does for you.*

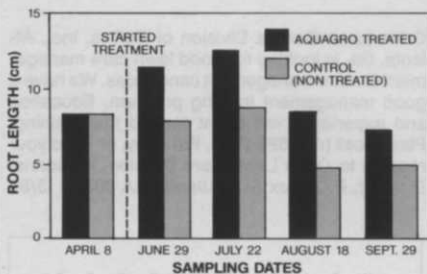
The Difference is Quality Turf

AQUAGRO helps you maintain peak turf quality all season long, while cutting irrigation time and costs. It's a fact that AQUAGRO makes the most efficient use of available water by allowing it to penetrate deep and uniformly into the rootzone, before it has a chance to run off or evaporate. AQUAGRO alleviates localized dry spots and quickly drains puddles. It moves water through both thatch and compacted soils. And it keeps berms and slopes from drying unevenly.

Getting More Water to the Root of the Problem

AQUAGRO doesn't work miracles, but used as part of a complete turf management program, AQUAGRO can solve water related problems and promote deep root growth. This means good playing surfaces that stand up better against traffic and stressful summers.

In trials on bentgrass greens treated with AQUAGRO, the recommended program helped maintain significantly deeper roots and better looking turf than the control, all summer long.



In addition to making more moisture available to roots, AQUAGRO improves the distribution and efficacy of water soluble fertilizers and pesticides. It helps move them through heavy thatch.

University research shows AQUAGRO can reduce the severity of fungus diseases by eliminating surface moisture conditions that promote fungal growth.

The photo shown here is part of a research field trial where AQUAGRO reduced water related problems caused by soil layering conditions. AQUAGRO allowed deep root penetration by promoting water movement through the layers.

THE CREEK STUDY AUGUST 18, 1987

GREEN 3

AQUAGRO

CONTROL

Demand the Proven Leader

For more than 30 years AQUAGRO has been the standard to which all other wetting agents have been compared. AQUAGRO is a 100 percent active ingredient blend of non-ionic surfactants. It works in all soil types...for up to four months. Available in Liquid or Spreadable formulations. And AQUAGRO is organic and non-toxic to plants and animals.

If you've got better things to do than spend your time hand watering and daydreaming, and need to get the most from available water, give your AQUAGRO distributor a call. If you don't know who they are, give us a call.

1-800-257-7797, in N.J. (609) 665-1130

AQUATROLS

The Water Management People

1432 Union Avenue, Pennsauken, NJ 08110 FAX: (609) 665-0875

HELP WANTED

GOLF COURSE SUPERINTENDENTS AND ASSISTANTS: Innisbrook, Florida's premier golf resort is currently accepting resumes for superintendents, managers and supervisors. We have 63 holes of Florida's finest golf. Excellent benefit program including bonus and clubhouse membership go with these positions. We offer opportunities for advancement to quality oriented individuals with a desire for career advancement. Join our team of professionals. Minimum requirements: degree in golf course management, agronomy or related field, plus 2-3 years experience. Send resume to: R.A. Schust, Personnel Dept., Innisbrook Resort, P.O. Box 1088, Tarpon Springs, FL 34688-1088. EOE. 4/89

LANDSCAPE FOREMAN: Since you are reading this ad, either you're curious or serious. Keep reading * * * We're serious. **Landscape Techniques, Inc.,** serving northern N.J., needs an experienced foreman * * * a clear thinker * * * an energetic leader. We're established, but we need a few more pros to reach our goal to be the best. Show your skills in residential/commercial installation, operation of heavy equipment, horticulture, and managing people. We pay well; offer excellent benefits. Send resume to: PO Box 616, Nutley, N.J. 07110 or call (201)667-8050. N.J.'s economy is strong, and L.T.I. is one of the fastest growing design/build firms in the state. 3/89

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

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 PROS-CAPE**, 11488 Deerfield Road, Cincinnati, Ohio, 45242; Attn: Dave Osborn. (513)489-2433, days; 677-9108, evenings. 3/89

LANDSCAPE SALES CONSULTANTS: Texas' largest commercial landscape maintenance firm is currently seeking sales consultants for our Houston branch. Two years proven outside sales experience or an industry related degree preferred. Landscape management experience helpful. Compensation package includes, base plus commission, car allowance, incentive bonus programs and company benefits. For consideration reply to LM Box 465. 3/89

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 managerial 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

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

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, Pat Grey, or send your resume to Orkin Lawn Care Division, Personnel Director, P.O. Box 647, Atlanta, GA 30301. 3/89

HELP WANTED

LANDSCAPE SALES MANAGER

*For landscape division
of Westchester's premier tree care company.
Unlimited potential. Excellent salary and
share of profits. Minimum five years
residential/commercial experience required.*

GREENER LANDSCAPES

Address correspondence to:
Steven Glaser
Greener Landscapes
300 Adams Street
Bedford Hills, New York 10507

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. 4/89

Ohio'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. 3/89

LANDSCAPE SALES CONSULTANTS - Texas based landscape maintenance company seeking consultants with two years proven outside sales experience with industry related degree. Compensation, base + commission, car allowance, bonus programs and benefits. Reply to P.O. Box 446, Lake Dallas, TX 75065. 3/89

ARBORISTS: Fast moving and well respected arboricultural firm in Southern California is looking for a bright, energetic, dedicated and responsible person. Self-starter to head new sales, personnel management, field operations, contract bidding and negotiations, and full supervision for all manpower and equipment. Applicants must have horticultural background, college degree, direct practical experience, and computer knowledge preferred. Salary commensurate with background. Good company benefits with strong growth potential. Send resume with salary history (mandatory) in strictest confidence to LM Box 469. 3/89

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

TREE TRANSPLANTERS: BIG JOHN; New, Used & Reconditioned Units Available. (800)643-8039, in Wis. (414)679-0318. TF

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. 4/89

FOR SALE - VERMEER M-30 4 wheel drive articulating front end loader with 32 inch tree spade. Excellent condition. Asking \$12,000. Call 216-725-5976. 3/89

NEW and USED EQUIPMENT--Asplundh, Hi Ranger and Lift-all forestry bucket trucks, Chipmores wood chippers. Mirk, Inc., (216)669-3567, (216)669-3562, 7629 Chippewa Road, Orrville, Ohio 44667. 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

LANDSCAPE EQUIPMENT: 1984 Ford 1710 4-wheel drive tractor, loader, box scraper, disc, digger, tiller, rake, drags. Sell separate or package deal. 507-537-1045, evenings. Minnesota. 3/89

FOR SALE. Lawn-a-mat Economy Tractors 14 - 16 H.P., West Mac Core Aerators, used tanks and pumps. 513-242-7300. 3/89

"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!"

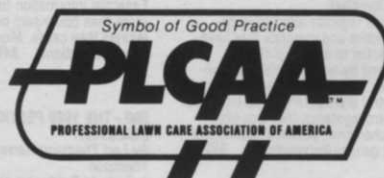
JAMES R. BROOKS

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

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

235 - LAWN CARE: A HANDBOOK FOR PROFESSIONALS
by H. Decker, J. Decker
Written by turfgrass professionals, this handy guide will be invaluable for playing field managers, golf course managers, or any lawn care practitioner. Covers all aspects of turfgrass management. \$36.00

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

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

220 - CONTROLLING TURFGRASS PESTS
by Shurtleff, Fermanian, 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. \$36.00

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. \$27.25

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. \$42.00

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. \$32.95

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

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. \$42.00

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

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. \$37.95

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

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. \$135.00

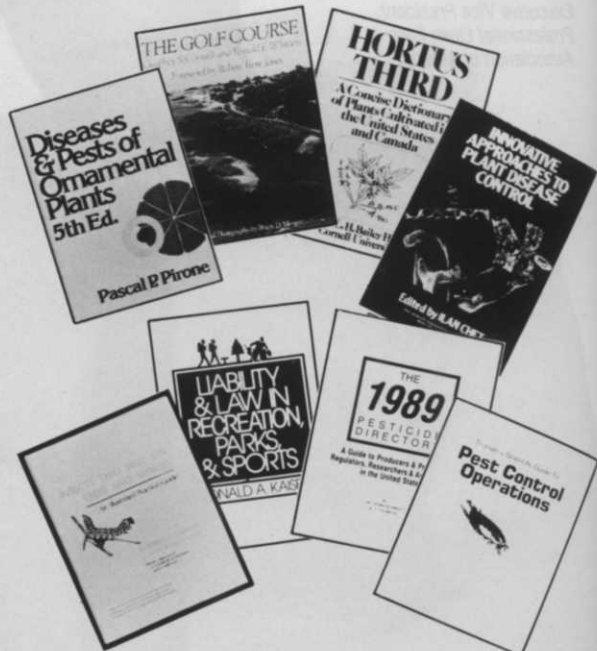
810 - LIABILITY AND LAW IN RECREATION, PARKS AND SPORTS
by Ronald A. Kaiser, J.D.
A fact-filled reference that all recreation professionals should have to steer clear of lawsuits resulting from athletic and recreation participant injuries. Uses layman's terms and an analysis of crucial court cases to provide you with a host of recommendations and risk management guidelines. \$33.00

125 - SCIENTIFIC GUIDE TO PEST CONTROL OPERATIONS
by G.W. Bennett, J.M. Owens, R.M. Corrigan
Fourth Edition. New chapters on fumigation, urban wildlife, special facilities, plus updated, improved chapters on pesticides, cockroaches, birds, termites, equipment, sanitation, stored product pests and more. Don't be without this updated edition. \$49.95 Domestic All Others \$60.00

415 - INNOVATIVE APPROACHES TO PLANT DISEASE CONTROL
by Ilan Chet
Brings together alternative approaches and methods that have potential to control diseases caused by fungi, bacteria and viruses. Major concepts of disease control discussed include biological control systems, their possible mechanisms, potential application and genetic improvement. \$52.50

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. \$49.95

500 - THE 1989 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. \$75.00



Cost Data for Landscape Construction 1989
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

Landscape Design
A Practical Approach
by Leroy Hannebaum

LANDSCAPE MANAGEMENT
Planning and Management of Trees, Shrubs, and Lawns
by James R. Feucht and Jack D. Butler

345 - COST DATA FOR LANDSCAPE CONSTRUCTION 1989
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. \$41.00

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

BOOKSTORE

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. **\$38.00**

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. **\$43.00**



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

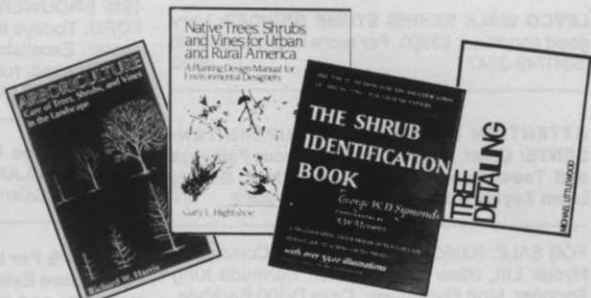
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