

Colorize Your Landscape



Deep, dark, lush, vibrant, greens, the finest texture... TMI has the turf grass varieties that will liven up your landscape. In fact, in a recent national turf trial, TMI had the #1 varieties for both dark color and fine texture.

Years of trials and research have developed turf varieties that require less fertilizer, produce less clippings, have endophytes for insect resistance, and because of extensive root systems, require less water.

On your next landscape project, specify the turf grass varieties that will give your lawn an improved appearance with less care...the top turf grass varieties from Turf Merchants.

Circle No. 155 on Reader Inquiry Card



TURF MERCHANTS

33390 Tangent Loop • Tangent, OR 97389 • (503) 926-8649
Fax: 503-926-4435 • Outside Oregon: 800-421-1735

Seed Companies

continued

Warren's Turf Nursery Inc
3773 Chadbourne Rd
PO Box 459
Suisun City CA 94585
707-422-5100
Kentucky Bluegrasses; Fescues

Willamette Seed Co
PO Box 791
Albany OR 97321
503-926-2728

Kentucky Bluegrasses: Merit, Julia, Classic; Perennial
Ryegrasses: Ranger, Seville, Caliente; Fescues:
Willamette, Shannandoaha; Bentgrasses: Pencross,
Pennlinks, Penneagle; Turfseed Mixes or Blends:
Southern Select overseed blend of Ranger, Seville &
Caliente

Zajac Performance Seeds
33 Sicomac Rd
North Haledon NJ 07508
201-423-1660

Kentucky Bluegrasses: Eclipse, Liberty; Perennial
Ryegrasses: Omega II, Saturn; Fescues: (Tall) Jaguar/
Jaguar II, Emperor; Vista Spreading Red

6. Miscellaneous Companies

Agri-Diagnostics Assocs
2611 Branch Pike
Cinnaminson NJ 08077
609-829-0110
Diagnostic services

Air-O-Lator Corp
8100 Paseo
Kansas City MO 64131
800-821-3177
Floating fountains

★Amsoil Inc
924 Tower Ave
Superior WI 54880
715-392-7101
Synthetic lubricants

C D Anderson
515 Ogden Ave
Downers Grove IL 60515
312-964-0399
Landscape training videos

Bush and Cook Leasing Inc
1600 W Main St
Wilmington OH 45177
513-382-5502(OH)
800-342-4784
Equipment leasing/financing

Colorado Aggregate
2255 Lava Lane
Alamosa CO 81101
719-589-4925(CO)
800-528-2765
Decorative rocks (landscape supplies)

Environmental Industries Inc
24121 Ventura Blvd
Calabasas CA 91302
818-992-5900
Landscape services

G E Mobile Communications
Mountain View Rd
Lynchburg VA 24502
800-GE1-2345
Mobile radios

Hammer's Plastic Recycling Corp
RR 3 Box 182
Iowa Falls IA 50126
515-648-5073
Manufacturer of recycled plastic products

★Miller Electric Mfg Co
1635 W Spencer St
PO Box 1079 (54912)
Appleton WI 54914
414-734-9821
Welding equipment for maintenance & repair

Morie Co
1201 N High St
Millville NJ 08332
609-327-4500
800-257-7034
Sands, clays and specialty mixes

Opti-Gro
Div Mantek
PO Box 2170
Irving TX 75061
800-241-3302
404-952-0228(GA)
Grounds care technology

Plastic Safety Systems
PO Box 20140
Cleveland OH 44120
216-231-8590
800-662-6338
Fax 216-231-2702
Plastic fencing & accessories, traffic control devices
including; barricades, drums flashing arrows, warning
lights and sandbags

Safety Storage
2380 S Bascom Ave
Campbell CA 95008
408-559-3901
800-344-6539
Fax 408-559-3218
Hazardous chemical storage buildings

ServiceMaster LawnCare
855 Ridge Lake Blvd
Memphis TN 38139
901-684-7560
Franchised lawn & tree care

★Telmark Inc
Box 4943
Syracuse NY 13221
Agri-lease

Trojan Battery Co
12380 Clark St
Santa Fe Springs CA 90670
213-946-8381
Manufacturer of batteries

★Uni-Group USA
4362 Northlake Blvd Ste 109
Palm Beach Gardens FL 33410
407-626-4666
800-USA-1UNI
Concrete paving stones

Velotta Uniform Sales Inc
12429 Cedar Rd
Cleveland OH 44106
216-791-5050
800-544-2737 hear tone 38
Work uniforms, caps, jackets, monogramming,
computerized logo embroidery

Turn Your Green Thumb Into Greenbacks.

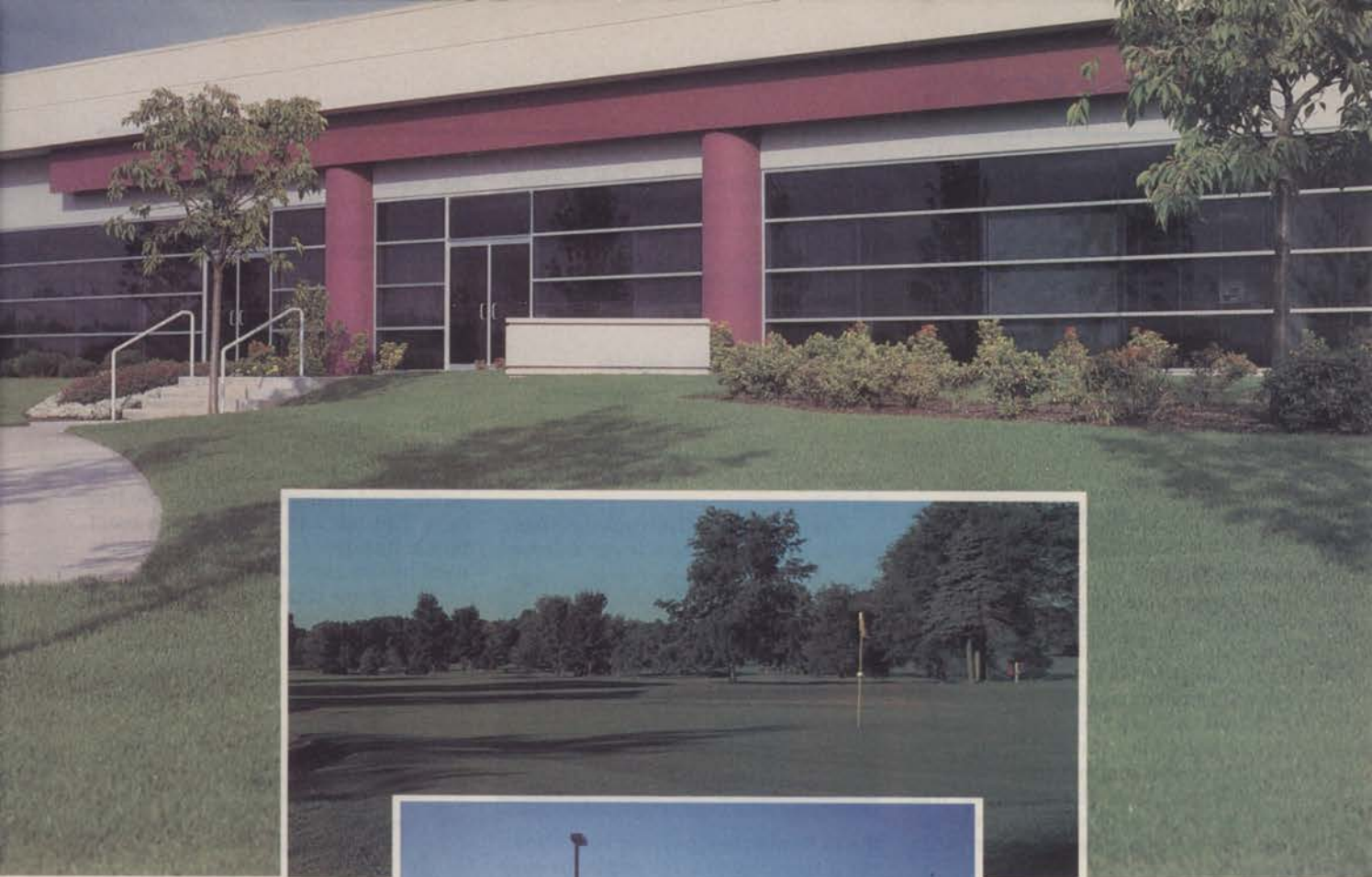
You can grow your own company with a ServiceMaster
LawnCare Franchise. And make a good living doing
what you love.

As the industry leader, we give you all the training and
support you need. So don't let the grass grow under
your feet. For more information, call toll-free at
1-800-228-2814.

Partners in the ServiceMaster Quality Service Network™

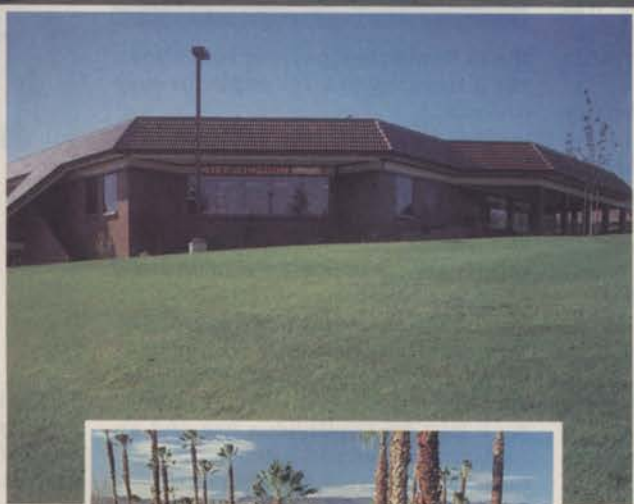
ServiceMASTER. TERMINIX. merry maids.
AMERICAN HOME SHIELD®

Circle No. 139
on Reader
Inquiry Card



WHY USE ANYTHING BUT THE BEST PERENNIAL RYEGRASS?

Across the country, Pennant's performance in turf trials speaks for itself. Pennant is a true champion. Pennant has rated best over other varieties of perennial ryegrass, including overseeding dormant Bermuda grass, extreme heat-drought stress, resistance to sod



web worm, winter injury, red thread and brown patch disease.

Pennant was also found to maintain its excellent turf color and quality late into the season. Pennant will impress you with its rich, moderately dark green color, its fine leaf blades and its improved mowing properties.

When your reputation counts on the turf you grow . . . the obvious choice is Pennant.

PENNANT
PERENNIAL RYEGRASS

"The Trophy Turf"

Circle No. 104 on Reader Inquiry Card



E.F. Burlingham & Sons.

P.O. Box 217 • Forest Grove, OR 97116
(503) 357-2141 • Telex: 36-0274
Cable: Burlingham
FAX: (503) 359-9223



PRODUCTS

Computer system adds point of sale feature

Thornton Computer has developed the "Smart" Point-of-Sale register to its Slice 5 system for retail garden centers.

The new register includes a cash drawer, credit card reader, bar-code reader, receipt printer and pole display.

Circle No. 191 on Reader Inquiry Card

Software is designed for architects, contractors

Landcadd Light is a blend of Landcadd's most popular pieces of computer software for site planning, landscape design, and irrigation design, complete with the ability to do takeoffs and schedules.

Landcadd Light is said to be designed especially for architects, civil engineers and contractors.

Landcadd says the software was written to integrate with any architectural or civil package based on Auto Cad.

It is compatible with all third-party Auto Cad applications, including the other Landcadd modules. Layering is automatic, and time-saving keyboard macros are included.

Light also provides the tools to create an irrigation plan.

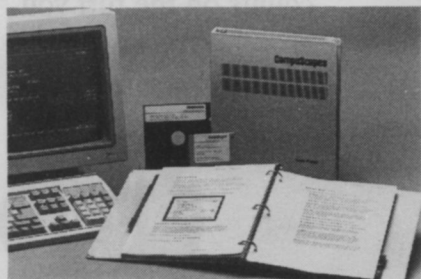
Circle No. 192 on Reader Inquiry Card

Job costing, estimating among many functions

CompuScapes has announced the release of its Landscape Contractor Software, version 2.0.

The new version includes Job Services, which allows for creation of schedules for maintenance, chemical application, or any other service your customer requires.

Job Services includes automatic job scheduling, standard service pro-



grams, job route sheets for crews, automatic invoicing on a "Per Service" or "Fixed Contract Basis," and total integration with the rest of the system.

CompuScapes will run on a single-user IBM compatible system, multi-user networks or multi-user Unix/Xenix systems.

Circle No. 193 on Reader Inquiry Card

Utility vehicles given innovative improvements

Columbia ParCar's Columbia Utilitruck and Columbia Shuttle have been improved for better field performance.

The Columbia Utilitruck now has a dump body. A single lever releases



the 13.8 cubic feet payload box, allowing it to swing to a 75° angle for easy unloading.

Standard features include four traction turf tires, a 14-gallon payload box, a durable payload box bedliner, and an exclusive safety directional key switch. The key switch feature eliminates having to operate directional levers.

The trunk storage feature of the Columbia Shuttle vehicle can be used for tools or luggage. The Shuttle vehicles have a standard lift-out battery pack tray for continuous use and an on-board automatic electric charger.

Circle No. 194 on Reader Inquiry Card

Time and expense tracking a feature

Timeslips, III, is a time and expense tracking, professional billing system that features a desk accessory timer module. Designed for lawyers, consultants, accountants and other service professionals, Timeslips III retails for \$299.95. It tracks a total of 2,000 clients, 250 professionals and 250 activities.

When incorporated with the TSTimer, Timeslips can record time and expense charges and track all daily activities while using other applications.

TSReport produces invoices, reports, and graphs from the time and expense records created.

Standard productivity reports include client billing worksheets, bill-

ing history report, user-defined report, matter/project report, detail and summary report.

Circle No. 195 on Reader Inquiry Card

New suspension highlights golf car's many features

Yamaha's 1990 G8 Fleet Classic has been designed with the UltraPath three-link rear suspension system.

The system reduces the shock from bumps and changes in golf course terrain. The left and right wheels react much like the independent systems used by the auto industry.

The three links in the UltraPath system cradle the rear portion of the



frame, allowing the back axle to "float" semi-independently, thus reducing the amount of shock absorbed by the frame and the passengers.

Included are an independent A-frame front suspension system with variable coil springs and shocks on each wheel.

Circle No. 196 on Reader Inquiry Card

Utility vehicle line versatile and practical

The Club Car line of utility vehicles can be taken almost anywhere, and performs well in a variety of turf maintenance applications.

The Carry All II is a heavy-duty gas model powered by a four cycle/341 cc engine. It comes with a durable double-walled aluminum pickup bed.

The Carry All I is ideal for small space operations as its self-adjusting rack-and-pinion steering allows for the tightest clearance circle of any four-wheel vehicle in the industry, according to Club Car, of 17'6". It is available in a gas or electric model.

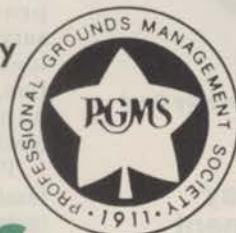
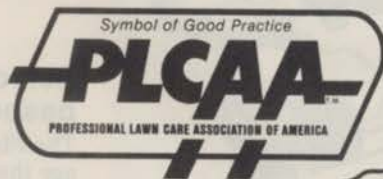
The Tour All is the newest Club Car vehicle. It is a personnel carrier

COUNTDOWN TO GREEN INDUSTRY EXPO/90

THREE...TWO...ONE!

THREE GREAT ASSOCIATIONS...

You asked for it, and now its here - Nov. 12-15, 1990! One Show for the lawn/landscape industry starring the "big three" of the industry -- the **Professional Lawn Care Association of America**, the **Associated Landscape Contractors of America**, and the **Professional Grounds Management Society**, have combined their separate annual exhibitions into one grand showcase of products. **Green Industry Expo/90** does away with the old 'Which Show offers the most for my business?' decision. Now there is **one** Show, bigger and better than ever, and your best opportunity to see all that's new.



TWO GREAT CONFERENCES...

Green Industry Expo/90 offers TWO separate conferences and educational programs to choose from. Register and attend the program that targets the specific needs of your business:

Professional Lawn Care Association of America

The 11th Annual PLCAA Education Conference will have a wide variety of topics including: Business Problems-Solving, Customer Satisfaction, Employee Retention, Health & Technology, Ground Water Issues, Management Techniques, Effective Pest Control Programs, Landscape Services, and Business to Business Roundtables.

Keynote Speaker Michael LeBoeuf talks on 'Winning Customers and Keeping Them for Life.' Mail the coupon below today for details and registration information.

Landscape and Grounds Management Conference

This year's ALCA/PGMS Landscape and Grounds Management Conference features the latest information on a multitude of topics including: Training for the '90s, Customer Service, Plant Material That Warrants Attention, Maintenance and Cost of Utilizing Wild Flowers, Sports Turf and Strategies to Increase Your Bottom Line. The Keynote speaker, Allan Cimberg, will give a presentation, 'How to Sell in Tough Times to Difficult People.' Mail the coupon below for more details and registration information.

ONE GREAT SHOW!

Largest Lawn/Landscape Show Ever
- Over 200 Exhibitors! • Giant Outdoor Equipment Demonstration • Early Bird Reception • Spouse Program • New Product Showcase

Tell me more about Green Industry Expo/90!

I'M INTERESTED IN ATTENDING THE SHOW I'M INTERESTED IN EXHIBITING

SEND MORE DETAILS ON:

- PLCAA EDUCATIONAL CONFERENCE
 ALCA/PGMS LANDSCAPE AND GROUNDS MANAGEMENT CONFERENCE

NAME _____ COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____

Clip and mail to: GREEN INDUSTRY EXPO/90
1000 JOHNSON FERRY RD., NE, SUITE C135, MARIETTA, GA 30068-2112
Phone: 404-977-5222 for information

NOVEMBER 12-15, 1990,
NASHVILLE, TENNESSEE

GREEN INDUSTRY EXPO/90

IN CONJUNCTION WITH PLCAA EDUCATIONAL CONFERENCE AND ALCA/PGMS LANDSCAPE & GROUNDS MANAGEMENT CONFERENCE

available in gas or electric. The Tour All features a true balance suspension system with self-adjusting rack and pinion steering to deliver a true power steering feel and a 17'6" clearance circle.



Circle No. 197 on Reader Inquiry Card

Snow removal easy with plow attachment

A hydraulic angle dozer blade is great for snow plowing and other small-medium dozing jobs, says J.I. Case. The Uni-Loader attachment has a 21-inch high blade that cuts a 6-foot swath.

When operated at an angle, the plowing track is 5½-feet.



When used with the Case Coupler system, the blade is easily attached to Model 1835C, 1840C and 1845C Uni-Loaders.

Circle No. 198 on Reader Inquiry Card

Easy plant selection with new software program

PlantArc, Inc., of New York has introduced LandScapes, a program that allows landscape architects and designers, garden centers and nurseries to quickly and easily select plants for their home or business.

LandScapes has a data base which describes the characteristics and growing conditions of over 1600 commercially-available trees, shrubs, perennials, vines and groundcover.

Users can access the database by searching for selected plants by name, by design criteria, or by plants which match specific growing conditions.

"Our software is the most comprehensive landscape design product on the market because it was written and programmed by professionals in the fields of landscape architecture and botany," says James Greaves, chief executive officer of PlantArc.

Circle No. 199 on Reader Inquiry Card

Select and identify plants based on their description

The PlantDat is a new software package that allows the plant or landscape professional, researcher, nurseryman, or educator to select and identify plants on the basis of description, growing requirements, maintenance needs, and propagation methods.

PlantDat offers the landscape professional increased productivity with instant access to detailed information on over 900 plants, including xerophytes (drought tolerant), halophytes (salt tolerant), Mediterranean and semi-desert, and dry mid-latitude plants.

PlantDat is designed for use on an IBM personal computer, with 530 KB available RAM.

Circle No. 200 on Reader Inquiry Card

On-site recycling possible with vacuum

ReVac shreds, chips and loads landscape debris. Newly-designed intake hopper makes feeding lawn and



garden debris faster and easier. Prunings, saplings and small branches are processed at 5-feet per second while

the rear chute will chop limbs up to three inches in diameter.

With an intake hose option, ReVac reduces leaves at a ratio of 8:1. Waste is recycled into mulch, ornamental wood chips or compost.

The secret to ReVac is free swinging hammers passing through circular grates where material is fed. It is pulled in with the vacuuming force created by six steel fan blades.

Circle No. 201 on Reader Inquiry Card

Utility vehicle sturdy, handles big payload

The Mighty Mark is a hydrostatic, all-wheel drive utility vehicle from Salsco.

The Mighty Mark is powered by a 20 hp, twin-cylinder Kohler engine.

The rugged vehicle features heavy duty boxed beam frame and double-walled tailgate/ramp.

The Mighty Mark carries 2,000 lbs.



in a 29-cubic-foot cargo bed.

Circle No. 202 on Reader Inquiry Card

Cultivator aerates, dethatches and edges

The mantis cultivator from Little Wonder features 9-inch wide spring steel tines that can weed shallow depths at 1 to 3 inches, or till up to 10-inches deep.

The one-piece gear housing has a grease fitting and the 2-cycle engine has electronic ignition for easy starting.

The cultivator is perfect for tight spaces, yet powerful and rugged enough for big gardens.

Optional attachments allow you to edge walkways, aerate and de-thatch



lawns, or trim shrubs.

Circle No. 203 on Reader Inquiry Card



LEAD VOCALS

for the Entire Industry

Outstanding Solo Performances

Fla. Turf
 PLCAA
 OHIO
 New Jersey
 NCTE
 Parks & Rec.
 Texas
 S. Carolina
 Virginia
 Rochester
 Maryland
 Purdue
 Nebraska

LANDSCAPE MANAGEMENT is written for golf course and landscape professionals, while LAWN CARE INDUSTRY satisfies the information needs of chemical lawn care professionals. Together, they provide total show and industry news coverage.

You could call their editorial and marketing teams "roadies," because they spend 50% of their time traveling to shows, tracking stories and getting candid perspectives from suppliers. Listed here is just a portion of the shows they'll be attending this year. Frankly, it's the only way to stay on top of late-breaking news and keep both books fresh and on the cutting edge of their market segments. This dedication makes them the authoritative voices on industry problems and opportunities readers need to be aware of...and explains why their competitors look like warm-up acts.

Play to a Sellout Crowd

When your product message appears in either LANDSCAPE MANAGEMENT or LAWN CARE INDUSTRY, your ad plays exclusively to loyal fans and earns rave reviews that will improve your bottom line. Call your LANDSCAPE MANAGEMENT or LAWN CARE INDUSTRY representative today to reserve space in the superstars of the industry.

Iowa
 Irrigation Show
 Colorado
 Southwest Desert
 East. PA
 West. PA
 Michigan
 STMA
 GCSAA
 OPEI
 GMA/NAC
 KOLN-MESSE

EDGEHILL
 COMMUNICATIONS

7500 Old Oak Boulevard, Cleveland, OH 44130 (216) 243-8100

CLASSIFIEDS

RATES: \$1.20 per word (minimum charge, \$35). Bold face words or words in all capital letters charged at \$1.45 per word. Boxed or display ads: \$100 per column inch-1x (one inch minimum); \$95-3x; \$90-6x; \$85-9x; \$80-12x. (Frequencies based on a calendar year). Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$15 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9505. Fax Number 218-723-9615.

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.

EDUCATIONAL OPPORTUNITIES

MOVE UP IN THE GREEN INDUSTRY. 2 year AAS Degree program in Golf Course Superintending, Irrigation Management, Landscape Contracting and Park Supervision. Fully accredited, VA approved, expanded learning facilities, new equipment. Graduate job placement assistance available. For information contact: Golf Course Operations/Landscape Technology Department, Western Texas College, Snyder, TX 79549. 9/90

BUSINESS OPPORTUNITIES



Environmental Care Inc CAREER OPPORTUNITY

Technical / Training person wanted to do field research and training with large maintenance contracting firm. Knowledge of landscape maintenance practices in western states desirable. Ability to work with others and problem solve is essential.

Please send confidential resume to:
Manager of Technical Services
Environmental Care, Inc.
825 Mabury Road
San Jose, CA 95133.

Realistically make \$500-700 a day with a Lawn Aerator & a truck. Robin Pedrotti explains step-by-step how he turned his weekend summer job into a full business using the latest technology in aeration. Effective advertising and soil conditioner sales. You can make \$40-90 an hour plus. \$6,500 investment. Manual price \$89.99. Special inside industry offer \$39.99, ends Sept. 7, plus \$4.50 P&H. Make checks payable: Robin Pedrotti, 3403 Dorchester Dr., San Diego, CA 92123. VISA/MC. 619-571-2884. 9/90

CURBMATE. The growth industry of the 90's is concrete landscape edging installed by the Curbmate machine. Excellent profits, low overhead, low start-up. \$5,495. Call 801-273-3938. 9/90

LEARN Professional Landscaping and Gardening at home. Accredited program provides thorough training in all phases of commercial and residential landscaping. Certificate awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. A-415, 2251 Barry Ave., Los Angeles, CA 90064. 9/90

WANT TO BUY OR SELL A GOLF COURSE? Exclusively golf course transactions and appraisals. Ask for our catalog. McKay Golf and Country Club Properties, 15485 N. East Street, Lansing, Michigan 48906. Phone (517)484-7726. TF

SELLING- BUYING- EXPANDING A GREEN INDUSTRY BUSINESS? Any size, any type, anywhere in the United States. Confidentiality maintained. Valuations, sales, mergers, acquisitions, analysis of operations. **NILSSON ASSOCIATES-GREEN INDUSTRY CONSULTANTS.** (203-621-6199). TF

CURB KING: Curbing machine that lays continuous concrete landscape borders. \$2695.00. Low investment, high returns. For information call 303-434-5337 or write PO Box 40567, Grand Junction, CO 81504. 11/90

HELP WANTED

MAINTENANCE SALES/SERVICE REPRESENTATIVE. Progressive, 35 year old San Francisco Bay area firm seeking long-term employees. Horticulture background, related degree preferred, sales experience helpful. Send resume to: Personnel Dept., **CAGWIN & DORWARD**, 1257 Quarry Lane, Suite 145, Pleasanton, CA 94566. 415-462-8881. 9/90

WANTED - MANUFACTURERS REPRESENTATIVES AND DISTRIBUTORS - to represent a line of high quality hydroseeding tackifiers. For more information, contact PRSM, Inc. at (215)430-3960. 11/90

LANDSCAPE DIVISION MANAGER: well established, rapidly growing company seeks individual to take over for retiring manager. Individual must be able to run both a maintenance and a planting division simultaneously. Requires exceptional organizational/management skills as well as complete command of plant materials and maintenance techniques. For consideration contact David Gorter, 855 Skokie Highway, Lake Bluff, IL 60044. 708-615-0800. 10/90

Two positions are currently available with **United Turf, Inc:** 1) Superintendent needed for sod operation located in Louisburg, North Carolina, thirty miles outside of Raleigh. Must have previous sod production experience and turf related degree. Warm and cool season grasses currently under production. Excellent salary and benefits available. Send resume to the attention of the Director of Operations. 2) Assistant superintendent needed for sod operation located in Powells Point, North Carolina, at the gateway to the Outer Banks. Turf related employment history a plus. Degree in agronomy or turf related field required. Warm and cool season grasses currently under production. Excellent salary and benefits available. Send resume to the attention of the Director of Operations at **United Turf Inc.,** Route 1, Box 170, Powells Point, NC 27966. 9/90

HELP WANTED: Manager for lawn and tree care division of large, full service landscape company. Must have related horticultural education and experience. Strong diagnostic abilities of tree and turf problems essential. Honest and enthusiastic personality required. Excellent future opportunity with company. Highly competitive salary plus benefits. Company established 45 years in the picturesque "Hamptons" of Long Island. Contact: **Whitmore-Worsley, Inc.,** P.O. Box 10, Amagansett, NY 11930. 516-267-3756. Equal Opportunity Employer. 10/90

"AMERICANS ON THE MOVE" - Aggressive landscape company has immediate opening for a take-charge Chief Estimator. Experience required in estimating and bid preparation of large commercial, industrial and public works landscape, irrigation and site development projects. Permanent position with benefits. Salary commensurate with experience. Send resume to Mickey Strauss, American Landscape Companies, 7949 Deering Avenue, Canoga Park, CA 91304. TF

HORTICULTURIST for the City of Savannah, Georgia. Salary: \$25,208 ann. + city benefits. Bachelors Degree from an accredited college in Horticulture + one yr. work experience in park maintenance supervision. Transcripts, valid GA driv. lic., background investigation, medical exam including supervised drug screen & possession of or ability to obtain pesticide operators license are required. Recruitment is open until position is filled. Apply to City of Savannah Personnel Office, 10 East Bay Street, Savannah, GA 31401. An EQUAL OPPORTUNITY EMPLOYER. 9/90

DIRECTOR OF LANDSCAPING Maui, Hawaii

Luxury resort developed on 18 acres amid dramatic landscaping and 1,800 feet of ocean frontage offers the ultimate challenge in Landscaping management. Located on the island of Maui, Hawaii, this facility features natural and manmade attractions such as a one half acre pool, waterfalls and lagoon as well as extensive gardens and wildlife.

Preferred candidate will have a two year horticulture degree, comprehensive knowledge of Pacific rim plant materials and water features management. A minimum of five years supervisory experience is required.

Please send cover letter, salary history, and resume to:

G.J. LeBlanc, Human Resources,
HYATT HOTELS
200 West Madison
Chicago, IL 60606
equal opportunity employer m/f

CREW LEADER FORESTRY/HORTICULTURE: The City of Rockville has an opportunity for an experienced crew leader to supervise forestry employees, perform maintenance of all municipal trees and major grounds. Candidates should have education and/or experience equivalent to an associate's degree in urban forestry/horticulture and three years of related experience with one year as a crew leader and ability to obtain a valid Class B driver's license. Pesticide applicator license and experience on a tree crew or in horticulture preferred. The City of Rockville offers an excellent benefits package including three weeks paid vacation, health/dental coverage, tuition assistance, life insurance, plus much, much more. The salary range for this position is \$23,562-\$30,072. To apply, please call 301-424-8000, extension 271 for an application. **CITY OF ROCKVILLE,** Personnel Division, Maryland Avenue at Vinson Street, Rockville, Maryland 20850. An Equal Opportunity Employer. 9/90

BOZZUTO LANDSCAPING COMPANY- An expanding firm in the Washington D.C., Virginia and Maryland markets is currently looking for qualified, career oriented professionals. Opportunities are available in the following departments: **COMMERCIAL GROUNDS MAINTENANCE**: Supervisors, Crewleaders and Crewpersons. **LANDSCAPE INSTALLATION**: Supervisors, Foremen and Crewpersons. **HYDROSEEDING AND EROSION CONTROL**: Foremen and Crewpersons. Benefits include vacation and sick leave, a super health care package, disability and retirement. Send resumes to: Thomas W. Davis, 15127 Marlboro Pike, Upper Marlboro, Maryland 20772, or call 301-627-6500. 11/90

LANDSCAPE MAINTENANCE SALES PERSON

GREEN THUMB ENTERPRISES, INC. a nationally ranked commercial landscape contractor servicing the Washington, DC; Philadelphia, PA; and Richmond, VA markets is now accepting applications for sales personnel for the Washington, DC area office. Applicants must have a minimum of 3 years management and sales experience in commercial landscape maintenance, preferably in the Washington, DC market. Excellent salary potential with comprehensive benefit package available to the right individual. Please send resume, complete with salary requirements and references to:
Green Thumb Enterprises, Inc.
2305 Old Ox Road, Suite #A
Sterling, Virginia 22170
Attention: M. Gerard Chauvin

KT ENTERPRISES, INC., a commercial landscape management firm servicing the Washington, DC Metropolitan market, is now accepting applications for all departments for the 1990 season and beyond. All positions offer excellent salary, health benefits, retirement and, most importantly, an incomparable opportunity to work in a quality organization that will continue to offer professional satisfaction. All applicants should be experienced. Please send resume to Martha Sharlot, KT Enterprises, Inc., 4001 Westfax Drive, Fairfax, VA 22021. **LANDSCAPE MAINTENANCE**: Floral Installation Specialists, Turf an Ornamental Specialists, Pruning Specialists, Maintenance Supervisors. **LANDSCAPE INSTALLATION**: Landscape Supervisors, Landscape Installation Foremen, Hardscape Specialists, Equipment Operators. **IRRIGATION INSTALLATION**: Installation Supervisors, Installation Foremen, Golf Course Irrigation Specialists. **SALES**: ALL DEPARTMENTS: Sales Representatives Designers, Estimators. 9/90

LANDSCAPE MAINTENANCE PRODUCTION MANAGER: Rapidly growing Central Florida Landscape firm seeking an experienced production manager with strong people and organizational skills. Experience with large commercial accounts and a sincere desire to build a business based on customer service a must. Strong Salary and Benefits. Must relocate to Orlando. Send resume to: Mr. Khalsa, 1174 Florida Central Pkwy., Longwood, Florida 32750. 9/90

Progressive, well-established landscape contracting firm in Michigan seeking aggressive, self-motivated individual to fill Assistant Superintendent position within our company. Person should possess a degree in Agriculture/Natural Resources (or related field) and have a strong background in Horticulture. Please send resume and salary requirements to: DeAngelis Landscape Incorporated, 22425 Van Horn Road, Woodhaven, Michigan 48183. 9/90

LANDSCAPE DESIGNER/SALESPERSON: Long-established design/build landscape firm has opening for landscape designer/salesperson. Three to five years design/build experience required. Send detailed resume to **HUNZIKERS INC.**, P.O. Box 397, Niles, MI 49120. 9/90

Landscape Supervisor: Established Michigan Contractor looking for self-motivated individual with 5 years minimum experience to manage crews and oversee landscape installation. Send resume and salary requirements to: DeAngelis Landscape Incorporated, 22425 Van Horn Road, Woodhaven, Michigan 48183. EOE. 12/90

FOR SALE

FOR SALE: TREE/LAWN SPRAYING TRUCKS. (2) 1990 GMC 5,000's (ISUZU WR 5's). 4 months old, 5 speed, diesel, 14 ft. flatbed, power steering, 2 year unlimited mileage manufacturers warranty. IPM set-up, 4 tanks (2-300 gal./1-200 gal./1-100 gal.). Dual hose reels-large Hannay reel 300 ft. 3/4" hose, John Bean 785 spray gun, small Hannay reel 300 ft. 1/2" hose/JD-9 spray gun, dual spray systems, 30HP Wisconsin engine, hydro pump Model D1504-39.6 gpm, Briggs & Stratton engine, hydro pump Model D50-12.7 gpm. Cost new \$41,000 each, sell \$31,000 each. **ALSO** (2) 1990 DODGE 350's, 7 year 70,000 mile warranty, 4 speed, V-8 engine, power steering, 12 ft. flatbed, 3 tanks (2-300 gal./1-100 gal.). Dual hose reels-large Hannay reel 300 ft. 3/4" hose/Bean 785 gun, small Hannay reel 300 ft. 1/2" hose/JD-9 spray gun, dual spray systems, 30HP Wisconsin engine/hydro pump-D1504-39.6 gpm, Briggs & Stratton engine/hydro pump-D50-12.7 gpm. Cost new \$32,000 each, sell \$21,500 each. Contact owner for details. 201-633-8398 days/516-331-4713 eves. Photos available for all trucks. 9/90

PORTABLE STUMP CUTTER - 14 or 16 H.P. Mag Kohler, 4 speed transaxle - 34 1/2" wide. Kinetic Stump Cutter, Inc. 1-800-422-9344. 9/90

1986 GMC Stake Body Truck, V-8, 4-spd. PS, PB, Casset, 11 ft. Body, 1,000 Lb. Hyd. Lift Gate, New Spare 24K, V.G.C. \$10,900. 708-257-8608. 9/90

Classen 5 HP Lawn Aerator, Used 2 Seasons, Like New w/extra Tines. 708-257-8608. 9/90

Tufflex 300 gal. Fiberglass Pick-up Truck Tank w/5 HP Eng., Hydro. Pump, Elec. Hose Reel & Gun. G.C. \$2,800. 708-257-8608. 9/90

NEW AND USED BROUWER EQUIPMENT: Mowers - VACS - Fork Lifts - Harvesters - and full line of replacement parts. Contact Glenn or Ed Markham at 1-800-458-3644. TF

BENT GRASS available for immediate pick-up or delivery. For information call Jade Run Turf and Sod Farm: 800-332-1220. 10/90

ZOYSIA MEYERS Z-52 SOD OR SPRIGS. EXCELLENT QUALITY DELIVERED ANYWHERE AT REASONABLE PRICES. ALSO ROW PLANTING AVAILABLE. DOUBLE SPRINGS GRASS FARM, SEARCY, AR. 1-800-458-4756. TF

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

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 Kits, Remote Air Cleaner Kits, heavy duty Carriage Side Plates. We repair and rebuild hydraulic pumps and motors for your Spyder. Same day service. Call or Write: Mobile Lift Parts, Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. 815-455-7363; 1-800-397-7509. 10/90

KELWAY® professional SOIL ACIDITY and SOLUBLE SALTS TESTERS, available from distributors nationwide. **HB-2** and **SST** brochures from **KEL INSTRUMENTS CO., INC.**, Dept. 1, P.O. Box 2174, Vineyard Haven, MA 02568. (508)693-7798. 11/90

5 CTL Turf-runner 1900D Mowers with 6' decks. Kubota diesel engines. These are commercial machines. (405)853-2253, (405)853-2551. 9/90

PIPE LOCATOR INEXPENSIVE! Locates, traces underground drain, water pipe lines of clay, PVC, ABS, steel, cement. Finds sprinklers, valves, clogs. Bloch Company, Box 18058, Cleveland, Ohio 44118. (216)371-0979. TF

FOR SALE - 1984 Toro 7 gang reelmasters 10 blade reels, sharpened. \$5,300. Also Toro 7 gang spartans, sharp. \$5,000. Jake fairways 7 gang rebuilt, sharpened 10 blade. \$5,000 firm. Photos available. (313)653-5695. 9/90

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, 1-800-234-7645. TF

STUMP CUTTER: Lindig KC30 with 65 HP Wis. Eng. and 30" Cutter Wheel. Entire machine like new, only 17 hours use. Greatly reduced price. Call Don, (406)453-4344 collect. 9/90

Husler zero turning radius mowers: 2-Model 251 18 hp 50" deck, Model 272 23 hp 72" deck, Model 305D diesel 20 hp 72" deck, Model 262 18 hp 60" deck, Model 400 Rangewing 24 hp 1-72" deck, 2-40" decks, Model 400 D 24 hp 72" deck. *Mowers only in operation 2 seasons and have been completely renovated for a new season. Owner highly motivated to sell. Call Mr. Khalsa. 407-831-8101. 9/90

High quality professional horticulture training videos. 100% satisfaction guaranteed! Call or write for a free color catalog. San Luis Video Publishing, P.O. Box 4604, San Luis Obispo, CA 93403 Tel: (805)545-5426. Fax: (805)545-5423. 10/90

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

PAUL FLORENCE Turfgrass: Quality seed for the Turf Professional. Elite Bluegrasses, Fine-Leaf Ryegrasses, and Turf-Type Tall Fescues. Custom mixing our specialty. Silva-Fiber mulch and supplies for hydro-seeders. Quality Elite Bluegrass Sod. Call us! (513)642-7487. 13600 Watkins Rd., Marysville, OH 43040. TF

ADVERTISER INDEX

NO. ADVERTISER	PAGE NO.	NO. ADVERTISER	PAGE NO.	NO. ADVERTISER	PAGE NO.
102 American Cyanamid (Regional)	97	123 Jacobsen Div. of Textron	13	145 Proprietary Seeds, Inc.	87
101 Amsoil, Inc.	70	124 KLM Bio-Systems, Inc.	44	146 Ransomes, Inc.	45
103 Bartlett Tree Expert	54	125 Kem Enterprises, Inc.	48	149 Reinco, Inc.	30
106 Blue Mountain Industries	39	126 Kubota Tractor Corp.	41	150 Reinco, Inc.	31
105 Bowie Industries, Inc.	42	165 Lebanon Chemical Corp.	74	275 Rhone Poulenc Ag Co.	69
104 Burlingham and Sons., E.F.	93	127 Lesco, Inc.	65	147 Ringer Corp.	57
107 Cushman	33	129 Lofts Seeds, Inc.	CV 4	141 Roots, Inc.	64
297 Cushman	19	279 Lombardini USA, Inc.	21	151 Scotts Proturf, O.M.	10-11
108 Deere and Co., John	2-3	130 Mazda Motors of America, Inc.	27	139 Service Master, Inc.	92
109 Deutz Corp	17	134 Miller Electric Manufacturing, Inc.	46	152 Standard Tar Products Co.	37
110 Dixon Industries, Inc.	43	136 Mitsubishi Motor Sales of America, Inc.	53	154 Tee 2 Green Corp.	CV2
111 DowElanco/Surflan (Regional)	67	135 Mobay Corp./Bayleton Dyrene	14-15	157 Telemark, Inc.	47
112 DowElanco/Surflan	55	138 Mobay Corp./Nemacur (Regional)	72-73	158 Titan Turf Equipment	26
113 DowElanco/Rubigan (Regional)	77	137 Mobay Corp./Oftanol	6-7	156 Toro Co.	28-29
114 Excel Industries, Inc.	22-23	224 Monsanto Co./Roundup	59	155 Turfco Manufacturing, Inc.	49
115 Finn Corp.	40	225 Monsanto Co./Roundup	61	155 Turf Merchants	91
116 Goossen Industries	34	226 Monsanto Co./Roundup	63	143 Turf Seed, Inc.	5
117 Grace Sierra	71	140 Nor Am Chemical Co.	CV3	159 Uni-Group U.S.A.	50
118 Grasshopper Co.	25	148 Northrup King Co.	89	160 Valent USA Corp.	68
119 Growth Products LTD	66	142 Olathe Manufacturing, Inc.	32	161 Walker Manufacturing Co.	52
120 Howard Johnson Enterprises	75	128 Oregon Tall Fescue Commission	90	162 Wells Cargo, Inc.	36
121 ICI Americas, Inc.	79			163 Yazoo Manufacturing Co.	51
122 Jacobsen Div. of Textron	13				

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.

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

Super Lawn growing mat is imbedded with high quality grass seeds. Rolls 5' X 50' = 250 sq. ft., \$45.50. Weight 30 pounds. Wild flower growing mat imbedded with 20 varieties of wild flower seeds. Rolls 2 1/2' X 10' = 25 sq. ft., \$9.95. Weight 3 pounds. Call 1-800-321-6888. 9/90

Bulk bark mulch and woodchips, hardwood, pine, and cypress, lumber, timbers, stone products. Many other landscape and nursery supplies. Express delivery, UPS, next day shipment. LANDSCAPE SUPPLY HOTLINE! Garick Corporation and Landscapers Wholesale Inc., OHIO-1-800-631-1395, U.S.A.-1-800-322-7770. 10/90

SOD blends of four bluegrasses or bluegrass and perennial ryegrass blends shipped via our trucks within 300 miles of Pittsburgh. Penncross bent sod shipped within 1,000 miles of Pittsburgh. Vicnor Farms, Connoquenessing, Pennsylvania 16027. 412-789-7811. 9/90

SERVICES

ATHLETIC FIELDS renovated and resodded, stripped, tilled, fertilized, soil amendments added, graded and sodded. \$20,000 plus or minus 20% within 150 miles of Pittsburgh. Vicnor Farms, Connoquenessing, Pennsylvania 16027. 412-789-7811. 9/90

REPS WANTED

Sales Representative: Great opportunity for energetic, self-motivated individual for full time sales. Interesting and challenging work in So. California for a distributor of specialty agricultural chemicals. PCA license and/or degree in biological science required. Turf/landscaping experience preferred. Excellent company benefits. EOE. Non Smoking. Send resume: P.O. Box 1117, Cerritos, CA 90702. 9/90

USED EQUIPMENT

TRACTORS: One Case, Model 685 (600 hrs.) and one Ford, Model 6610 (760 hrs.), each with Mott 74" left and right and 88" rear mowers. Used one season. \$50,000 both; \$26,000 each. Equipment located in Columbia. SC. Call 301/345-4654. 9/90

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

BUCKET TRUCKS, Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc Type, New Woodchuck Drum Type. Best prices anywhere. Used Chippers - Asplundh, Woodchuck, etc. 2 to 8 usually in stock. Sprayers, Dumps, Stakes, Log Loaders, Crew Cab Chip Box Dumps, Railroad Trucks, 50 in stock. Sold as is or reconditioned. Opdyke's, Hatfield (Philadelphia Area) 215-721-4444. TF

Roker 40" Tree Spade - \$3800. Hydrobrute 30" Tree Spade - \$2500. All in good working condition, ready to go to the field. CLOVERDALE NURSERY, Boise, ID (208)375-5262. 9/90

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 414-691-4306. TF

1988 LESCO 500 GAS FAIRWAY MOWER, 9 BLADE UNIT. USED ONLY 1 SEASON, 280 HOURS. CALL 413-568-1636 ASK FOR MIKE OR KEITH. 9/90

MISCELLANEOUS

FREE PARTS CATALOG-- If you own a 36"-48"-52" walk behind mower and you feel you're paying too much for parts, call Preco Distributors toll-free and request our parts catalog. **BELTS, BLADES, GRASS CATCHERS, WHEELS AND LOTS MORE!** Replacement parts that fit: **BOBCAT, BUNTON, KEES, EXMARK & OTHERS.** 1 day shipping coast to coast available. All parts carry a 90-day warranty. Don't wait, call 24 hours a day. **TOLL-FREE 1-800-428-8004, in Mass. 413-596-5505. PRECO DISTRIBUTORS, 97 Center St., Ludlow, MA 01056.** TF

POSITION WANTED

LANDSCAPE MANAGER OR CONSULTANT: Position wanted. 36 year old professional with combined experience and education, totalling 18 years. Organized, intuitive, excellent supervisor. Will relocate. Contact Robert at 404-845-9041. 9/90