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Growing company seeking to expand its product lines in agricultural, horticultural and turf maintenance industries. Seeking to acquire chemical or non-chemical companies. Please contact Rich Furlin at 1-800-256-4456. 3/92

EXCITING OPPORTUNITY! Organic lawn care company with dynamic track record seeking to expand nationally. Looking for investors - partners - lenders. High rate of return and/or shared equity option. For further information call (716)442-2151, in Rochester, NY. 3/92

ENVIRONMENTAL COMPANY - Established quality organic lawn care company with a national image. Three years old - a "SLEEPING GIANT." Interested in sale, investment or merger. Suite 135, 620 Park Ave., Rochester, NY 14607. 3/92

EDUCATIONAL OPPORTUNITIES

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HELP WANTED

BRANCH MANAGER: For large southeast regional landscape maintenance contractor. Must have 3 years experience running a \$1,000,000 + branch. Must possess good operational and customer service abilities. Excellent salary and benefits. Send resume to LM Box 488. 3/92

LANDSCAPE MAINTENANCE SUPERVISOR: For multi-million dollar Florida landscape company. To handle field supervision for up to 5 crews. Knowledge of southern horticulture preferred. Salary + benefits. Send resume to: Mr. S. Khalsa, 1174 Florida Central Parkway, Longwood, FL 32750. 3/92

POSITION OPEN

**Executive Director, The Lawn Institute
JOB DESCRIPTION**

To oversee and manage the educational and technical assistance activities of The Lawn Institute. More detailed information will be provided upon receipt of our resume. Send resumes to: Dr. Eliot C. Roberts, Executive Director, The Lawn Institute, P.O. Box 108, Pleasant Hill, Tennessee 38578. Resume must be received no later than March 31, 1992.

LANDSCAPE MAINTENANCE BRANCH MANAGER: State wide commercial lawn maintenance company seeks self-motivated person with exceptional communication and management skills for the East Coast of Florida. Duties involve outside sales and interaction with clientele, lawn maintenance background and college degree a plus. Salary + benefits. Send resume to LM Box 492. 3/92

Agricultural Mechanic - wanted to work in Central Park, N.Y.C., NY. Candidate must be familiar with 2 cycle engines of all types; tractors and lawn mowers of all sizes. Formal education or experience preferred. Must have valid driver's license. Good benefits offered. Interested candidates should send resume and covering letter to: Kathleen Dooley, Director of Human Resources, Central Park Conservancy, 830 5th Avenue, New York, NY 10021. E.O.E. 4/92

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be creative, self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133. 4/92

OPERATIONS MANAGER/SUPERVISOR: Small growing maintenance company in Central Florida looking for an experienced hands-on manager, with future move into management. Excellent growth opportunity for right person. Salary, benefits plus bonuses. Come grow with us. Send resume to P.O. Box 878, Oviedo, FL 32765. 3/92

LANDSCAPE MANAGER. Large established firm with reputation for exceptional quality, seeking personable and enthusiastic individual to manage multiple crews in full service maintenance of high profile commercial properties; must have organizational and people skills as well as working knowledge of all phases of maintenance; 4 to 5 years experience & college degree preferred. Environmental Landscape Services, 5190 Crestview Drive, Memphis, TN 38134; (901)382-9000. 3/92

LANDSCAPE MAINTENANCE & DESIGN/BUILD FOREMAN:

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SALES/MARKETING: Scapes, Inc. is looking for a professional individual to fill the Sales and Marketing position in our Washington, DC office. Must be hard working, dedicated, and have extensive background in commercial landscape sales. Excellent compensation for a highly motivated person. Resumes will be accepted by Fax or Mail only. (Confidential) **SCAPES, INC.**, Fax: (404)956-0140, Address: 1355 Terrell Mill Rd., Bldg. 1482, Suite 150, Marietta, GA 30067. 3/92

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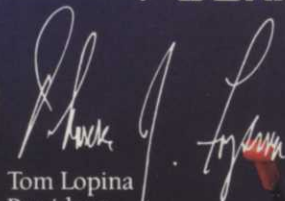
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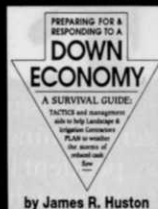
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FeRRROMEAC® Liquid Iron's rapid greening effect is illustrated in this 50,000 sq. ft. zoysiagrass lawn at Liberty Park, a development of Torchmark Development Corporation, located along I-459 in Birmingham, AL. It was photographed 48 hours after the right side was sprayed with FeRRROMEAC

Liquid Iron. To conduct the demonstration, Landscape Services Inc. divided the lawn with a plumbline on June 5, 1991, and walked the treatment on the turf, using a ChemLawn gun. LSI supervisors are shown admiring the difference before spraying the rest of the turf.

They Got the Green Without the Growth

Read how one of the largest landscape maintenance and installation contractors in the South achieves brilliant, long-lasting green without excessive growth or expense by relying more on FeRRROMEAC® Liquid Iron and less on nitrogen.



Everett Mealman,
Chairman and
Chief Executive Officer
PBI/Gordon Corporation

"It's our belief that there are two basic factors that have a bearing on our success as landscape maintenance and installation contractors," says Carl Love, maintenance supervisor, chemical division of Landscape Services Inc. (LSI), headquartered in Birmingham, Alabama. "They are: the health and appearance of the turf and ornamentals we manage; and customer satisfaction."

Obviously, LSI is doing well on both

counts, as witness the fact that they are one of the largest companies of this kind in the South.

Their program for zoysia and Bermuda consists of a special fertilizer formulation that is designed to rely more on Ferromec than on nitrogen to supply the color. Five fertilizer applications per year are made . . . one every 40 days during the growing season, with a custom-tailored fall application that varies from year to year. Ferromec is the major component in this program to assure maximum green-up.

"This schedule gives us what we like to call *show turf*," says Love, "and yet the cost is more than competitive. Best of all, it doesn't result in excessive topgrowth that occurs when you rely completely on nitrogen for color."

So much for healthy, beautiful turf and reasonable costs.



Carl Love

But how about the way they treat their customers?

"Customers want to know that you appreciate their business. They need to know that they can depend on you for special requests as well as day to day maintenance. Ferromec, with its fast, brilliant green-ups, is a real jewel in our customer relations program. Our customers see immediate results from a visit and know that, no matter what the occasion, their landscape will pass the test."

How's that for *treating* your customer right!

Love goes on to say that LSI has tested many liquid irons, but says that none of them measure up to Ferromec.

"Ferromec is ideal," Love contends. "It always works! It works *fast!* The color lasts *longer!* It's economical . . . and perhaps most important of all in this environmental age . . . it gives us the *green without the growth.*"

Why FeRRROMEAC is superior to other liquid irons

Ferromec is formulated by a patented process which creates a chelated solution of urea and iron sulfate. The nitrogen in Ferromec, being in urea form, carries the iron into the plant quickly and efficiently. Although stable in solution, the urea and iron quickly break down after being absorbed by the plant.

Thus Ferromec produces a radiant green *fast!* . . . usually within 24 hours, depending on conditions.

Yet the amount of nitrogen in Ferromec is so miniscule that you get this dramatic green without the unwanted topgrowth associated with heavy nitrogen fertilization. The color generally lasts through five to six mowings.

Furthermore, the urea in Ferromec holds the iron in a Ferrous state. Thus that portion of a Ferromec spray treatment which misses the leaves and falls to the ground can still be slowly absorbed through the roots.

If you, like Carl Love, want the "green without the growth" try Ferromec — the liquid iron you can rely on.



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IN THE GREEN

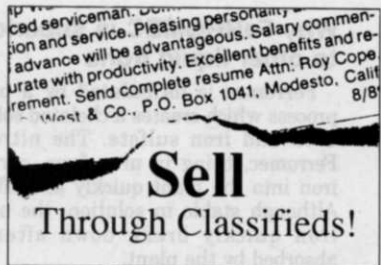
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