

# MARKET SHOWCASE

RATES: \$105 per column inch for 1x insertion; \$100 for 3x insertion; \$95 for 6x insertion; \$90 for 9x insertion; \$85 for 12x insertion (one inch minimum). Frequency based on a calendar year. For ads using a Reader Inquiry Number, add \$30 to the total cost of the ad per issue. For ads using a second color standard red, blue, green or yellow only, add \$65 to the total cost of the ad per issue.  
Send ad copy with payment to: Susan Ramseth, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4559 ext. 742 outside Ohio; (216) 891-2742 inside Ohio; FAX (216) 826-2685.

## HELPWANTED



### CENTRAL PARK CONSERVANCY

The Central Park Conservancy, a progressive non-profit organization, dedicated to the restoration and preservation of New York City's Central Park, is seeking candidates to fill the challenging position of Area Manager. Responsibilities will include management of a newly instaffed landscape surrounding a man-made lake. General maintenance of buildings, playgrounds and hard surfaces is also included. Daily management of field personnel, accurate recordkeeping required.

Successful candidates must have horticulture education/field experience. A valid driver's license required. Supervisory experience necessary. If you are an organized, responsible, quality oriented individual who meets these requirements, send resume to:

Kathleen Dooley, Director of Human Resources  
Central Park Conservancy  
830 Fifth Avenue  
New York, NY 10021

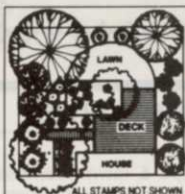
An Equal Opportunity Employer. M/F/H/V

## LANDSCAPE SUPERVISOR GROUNDS MANAGEMENT

Progressive Northern NJ Firm seeks outstanding candidate to manage 6 man crew. The right individual will possess a Horticultural degree and have 3 years hands-on experience. Excellent communication skills are required. Competitive salary and full company benefits.

Please forward resume in confidence to:  
PO Box 623, Livingston, New Jersey 07039  
or call Mr. Scott at 201-992-0633.  
EOE M/F

## BUSINESS OPPORTUNITIES



**LANDSCAPE DESIGN KIT 3** SAVES YOU TIME  
48 rubber stamp symbols: trees, shrubs, rocks, step stones, vine, & more. 1/4-1 3/4 in. dia  
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## SOFTWARE

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Circle No. 252 on Reader Inquiry Card

## FOR SALE

### COMMERCIAL INSURANCE

for

### LAWN CARE OPERATORS

**M.F.P. Insurance Agency, Inc.**

50 West Broad Street, Suite 3200  
Columbus, OH 43215  
(614) 221-2398

Contact:

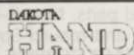
**Richard P. Bersnak, President**

or

**Jeanne Bartkus**

Circle No. 188 on Reader Inquiry Card

## EQUIPMENT FOR SALE



### TREE TRANSPLANTER

Lightweight, Variable Size Rootball (16" - 28"). Component Adaptable (sprayer, logsplitter, dump box, post-hole digger). Available in 3 models (towable, bucket mount, 3 pt.).

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Phone (701) 337-5619 or 1-800-327-7154  
GSA Contract No. GS-00F-5442A SIN No. B37



## SOFTWARE

### LAWN ASSISTANT

# 1 # 1



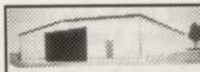
To get a FREE 90 page information booklet on the #1 software for the lawn and tree care industry

Call Toll Free:  
1-800-422-7478

Real Green Computers  
1970 Winner Street, Walled Lake, MI 48390

Circle No. 251 on Reader Inquiry Card

## COMMERCIAL EQUIPMENT



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Growers and wholesalers of  
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- Wildflowers
- Native grasses
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- Herbs
- Dried Flowers

### ENVIRONMENTAL SEED PRODUCERS

P.O. Box 2709  
Lompoc, CA 93438  
Ph: 805-735-8888



Circle No. 253 on Reader Inquiry Card  
Landscape Management, March 1993 121

**RATES:** \$1.25 per word (minimum charge, \$40). Bold face words or words in all capital letters charged at \$1.50 per word. Boxed or display ads: \$105 per column inch-1x (one inch minimum); \$100-3x; \$95-6x; \$90-9x; \$85-12x. (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 \$20 to total cost of ad per issue. Send ad copy with payment to Susan Ramseth, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2742. Fax Number 216- 826-2865.

**BOX NUMBER REPLIES:** Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 120 W. 2nd St., Duluth, MN 55802. Please include box in address.

## POSITIONS WANTED

### FREE CLASSIFIED AD

To all "**POSITION WANTED**" Classified Advertisers!

- Maximum 40 words
- Maximum 2 issues

Offered as an industry service - Let LANDSCAPE MANAGEMENT help you with your employment needs. For more information contact:

**Susan Ramseth**  
**LANDSCAPE MANAGEMENT**  
7500 Old Oak Blvd., Cleveland, OH 44130  
**216-891-2742-Phone 216-826-2865-Fax**

Self motivated, conscientious, personable Horticulturist 17 years in green industry plus college seeks more than another dead end. Willing to learn and/or relocate upper Mid-west or Rockies. Contact Chris Brake, Rt. 1 Box 176, Odessa, MO 64076. (816)633-8231 evenings. 4/93

Entry level landscape architect. BSLA, July 1993. 5 years experience in maintenance, 3 years experience design/build. Knowledge of Generic CADD, Land CADD, Interior planting, basic Spanish. Will relocate. Contact Edward Clark (school), 597 Clark St., Morgantown, WV 26505, 304-291-6183. (Permanent) 201-265-9475. 4/93

**LANDSCAPER/ARBORIST:** Seeking landscape maintenance opportunity. Western Mass. Expertise in site location, nutrient requirements, disease, pest control. 18 years experience, Massachusetts Certified Arborist, Stockbridge School of Agriculture, UMass, Amherst, MA. Resumes/references: S. Nietupski, 18 Mineral St., Easthampton, MA 01027. 3/93

## BUSINESS OPPORTUNITIES

**LET THE GOVERNMENT FINANCE** your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707)448-0330. (OLB) 3/93

**NOW... LEARN PROFESSIONAL LANDSCAPING AND GARDENING AT HOME!** Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free brochure describes program and opportunities in detail. Lifetime Career Schools, Dept. LF0113, 101 Harrison St., Archbald, PA 18403. 9/93

## BUSINESS OPPORTUNITIES

**MAUI HAWAII:** Landscape & lawn business opportunity for sale. Established 5 years. Commercial accounts. Grossing \$275,000.00. Very high net profit. Low overhead. Terms \$129,000 down pmt. Owner financing balance. Call Michael Capuano (RA) 808-874-4008. 3/93

## EDUCATIONAL OPPORTUNITIES

**GRAYSON COLLEGE,** Denison, Texas: Two-year technical program in Golf Course and Turf-grass Management. 18-hole golf course on campus. Dormitories, placement assistance, financial aid and scholarships available. Contact: GCC, 6101 Grayson Drive, Denison, TX 75020. 903-463-8653. 5/93

## EQUIPMENT FOR SALE

**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

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

**FOR SALE:** 1986 Vermeer three spade mounted on Mack - RD 600, 10 wheeler. Ready to go to work. \$47,500. Day 508-897-7244, evening 508-692-2292. 3/93

## EQUIPMENT FOR SALE

**FOR SALE:** Used Brouwer Sod Harvesters. Excellent condition. Ready to go. Call Brian for parts. **HUBER RANCH SOD NURSERY,** Schneider, IN. Phone (800)553-0552. 3/93

**HYDRO-MULCHERS AND STRAW BLOWERS:** New and used. **JAMES LINCOLN CORPORATION,** 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)551-2304. TF

**LAWN SPRAYING TRUCKS-** \*1976 Chevy-C60, new 366 engine, good rubber, 1250 gal. dual compartment tank, Myers pumping system, dual hose reels. Well maintained. Excellent working truck; \$6,800. \*1977 Chevy-C50, 350 engine, good rubber, 800 gal. tank, hydro pump, single hose reel. Well maintained. Ready to spray. \$4,800. Call Ron @ (410)795-7900. 3/93

**NEW/USED EQUIPMENT AND RENTALS—** Asplundh, Hi Ranger, Holan and Lift-All Forestry Bucket Trucks, Chip Trucks and Chippers. Mirk, Inc., (216)669-2000, 7629 Chippewa Road, Orrville, Ohio 44667. TF

**SPYDERS-** New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, Kohler and Onan engines and parts. Nichols-Fairfield torque hubs. We repair and rebuild Spyder hydraulic pumps and motors. **FAST SERVICE,** Call or write: Mobile Lift Parts Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. (815)455-7363, (800)397-7509, FAX (815)455-7366. 3/93

**FOR SALE:** Jacobsen HF-5 1986 Diesel. Very good condition. \$6,500. (313)653-5695. 3/93

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

**BUCKET TRUCKS:** Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc and Drum Style. New Rayco Stump grinders. Best prices anywhere. Used Chippers - Asplundh, Morbark, 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. We also buy your surplus equipment. Opdyke's, Hatfield (Philadelphia Area). 215-721-4444. TF

**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

**Finn Hydroseeders, Mulch Spreaders,** Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. **Wolbert & Master, Inc.,** P.O. Box 292, White Marsh, MD 21162. 410-335-9300, 1-800-234-7645. TF

**Classified Advertising Increases Your Sales!**



## FOR SALE

Sprayer: Graham 300 gallon Pick-up unit. Tufflex Tank, 1010 Bean Pump, 8hp Kohler with electric start, mechanical agitation. Electric Hannay Reel. ChemLawn Gun. \$2200.00. Excellent Condition. Call (616) 677-5223. 3/93

**FOR SALE: COMPUTER** Slice System w/ALTOS 3068/80 Megabytes hard drive, 2 user w/printer, U.P.S. Call Hardy (404) 977-0981. 3/93

**FOR SALE:** Used Foley Reel Sharpener with Lapper. Jacobson Blitzer Units. New and Used Parts. (719) 683-2599. 3/93

**MAKE MORE MONEY** with safe, efficient employees. Free catalog of over 100 professional training videos available from California Polytechnic State University. Perfect for landscape construction and maintenance companies, grounds crews, designers, etc. Call 1-800-235-4146. 6/93

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

**MEYER Z-52 ZOYSIA SOD FOR SALE. VAMONT AND TUFNOTE BERMUDAGRASS SOD. FORKLIFT DELIVERY. SERVING THE MID-ATLANTIC REGION. OAKWOOD SOD FARM, SALISBURY, MD 410-742-3086. 3/93**

## SERVICES

**NEED EMPLOYEES?** We can fill any employment need you may have. We have hard-working, reliable and loyal Mexican workers to fill any job from laborer to foreman. We may also have the professional you have been looking for, from supervisors, architects to managers. Call Bob Wingfield (214) 634-0500. 4/93

Pumps - Wanner D-10 and D-25 Hydra-cell. New, reconditioned parts and complete 24 hour repair service. Call Industrial Services Co., 614-965-4112. New Lawn Care Hose Reel Swivel. 4/93

## SOFTWARE

**TurfWorks™** - Your Best Buy. Version 4.0 just released. Customer/Job Tracking, Automatic Scheduling, Invoicing, Receivables/Cash Application, Monthly Statements, Chemical Usage Tracking, Marketing, Sales Analysis and more. Online help. Affordable price. Send \$4.00 and disk size for demo. Bellanger Group, 50 Clarkson Center, Suite 422, Chesterfield, MO 63017, 314/537-2025. 5/93

Route Manager System for scheduling and accounts receivable record keeping. Serving the Lawn Care Industry since 1982. List price \$350. Fortunate Computers, 46 N. 4th Street, Coplay, PA 18037. 800-275-0620. 12/93

**PLANTS COMPUTER SOFTWARE** offers a comprehensive plant database with over 960 characteristics, including maintenance and disease/pests. Reviewed as one of the best! Call 619-345-7120 for free brochure. 3/93

## HELP WANTED

**GOLF COURSE REMODELING AND CONSTRUCTION FOREMAN:** Tired of the rat race? Move to beautiful Northwest Montana. We are looking for an enthusiastic individual to implement our golf course remodeling and construction projects. Application Deadline: March 15, 1993. Send resumes to Meadow Lake Resort, Attention: Bruce Lutz, 1415 Tamarack Lane, Columbia Falls, MT 59912. Phone: 406-892-7601 ext. 2635. 3/93

**LANDSCAPING/OPERATIONS:** Hermes Landscaping, a well established contracting company, is seeking a self-motivated, professional manager to handle the operations of a Commercial Landscaping and Sprinkler Division. Must have a B.S. degree, 2-4 years of experience, people skills and hands-on supervisory experience. Send resume and salary history to: Hermes Landscaping, Inc., P.O. Box 14336, Lenexa, KS 66215. EOE. 3/93

## 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 licenses and degree in biological science required. Excellent company benefits.


EOE NON SMOKING

SEND RESUME:

TARGET

P.O. BOX 1117

CERRITOS, CA 90701

 **send a Classified Advertising message...  
...write here.**

(Please Print) \_\_\_\_\_

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\_\_\_\_\_  
\_\_\_\_\_

1. Number of insertions: (circle) 1 3 6 12 TF (Till Forbid)
2. Start with (month) \_\_\_\_\_ issue. (Copy must be in by 1st of month preceding).
3. Amount enclosed: \$ \_\_\_\_\_ (To keep our rates as low as possible, payment must accompany order)

SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_

NAME \_\_\_\_\_ COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_

**Mail ad copy to:** Susan Ramseth, **Landscape Management**, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2742.

**RATES:** \$1.25 per word (minimum charge \$40). Boldface words or words in all capital letters charged at \$1.50 per word. Boxed or display ads \$105 per column inch, one time; \$100, three times; \$95, six times; \$90, nine times; \$85, twelve times (one inch minimum). (Frequencies based on a calendar year). For ads using blind box number, add \$20 to total cost of ad per issue.

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## CLASSIFIED ADVERTISING is available in LANDSCAPE MANAGEMENT!

You can effectively reach readers at low classified advertising rates:

Call  
216-891-2697 for  
more information.

## HELP WANTED

**GROUNDS MAINTENANCE Sales/Supervisor**  
This position offers the opportunity for the right person to realize their full potential. Must have turf grass knowledge, Agronomy degree desired, and horticulture experience necessary. If you qualify, send resume to: Commercial Landscape Systems, 7207 Old Statesville Rd., Charlotte, NC 28269, Fax: 704-596-0599. 3/93

**LANDSCAPE MAINTENANCE SALES** — Large established landscape, irrigation, and maintenance firm in Tampa Bay area. Experience in bid preparation required. Send resume to P.O. Box 22501, Tampa, FL 33622. 3/93

## MARKETING SERVICES

**INCREASE YOUR BUSINESS & KEEP YOUR CUSTOMERS** with a customized, professional newsletter. You choose the articles and title! **FREE** marketing tips and information! **Special introductory offer!** For free sample and details, call TotalControl Inc. (800)432-5528. In Pennsylvania call (215)430-3960. TF

## ORGANIC LANDSCAPE MAINT

**LANDSCAPERS** interested in reducing the use of agricultural chemicals! Subscribe to **BUGS Flyer**, the premier environmental landscape quarterly. Discover the latest environmentally sound landscape products, techniques, and resources. Professional subscriptions \$18.00. **BUGS, Dept. LM, PO Box 76, Citrus Heights, CA 95611.** 4/93

## WANTED

Wanted to Buy: Used TS44A Vermeer tree spade. Must be reasonably priced and easy access to Evansville, Indiana. Call 812-423-9401. 3/93

Wanted: Truck mounted tree spade with a 50" Vermeer spade. Phone 414-876-2928. Elkhart Lake, WI. 3/93

Wanted: Jacobsen Greensking Diesel greensmower(s). Poor pro starting own course prefers low time machines, but what you got? All details first letter, please. Will pay all cash. Will pick up anywhere in USA or Canada. Please write Frank Whibley, RR2, Orillia Golf & CC, Hawkestone, Ont., Canada L0L 1T0. Ph. 705-325-0678. 3/93

**WANTED TO BUY** Sand injection machine (Davison Internation or equal) for the purpose of providing turf drainage. Any condition. (516)586-8842. 4/93

**Classified  
Advertising is**  
✓ **EASY**  
✓ **EFFECTIVE**  
✓ **ECONOMICAL!**





UNTREATED

TREATED  
with 5-oz. FeRRROMEAC AC  
per 1,000 square feet.

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 stable 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.



1217 WEST 12th STREET  
P. O. BOX 4090  
KANSAS CITY, MISSOURI 64101  
816/421-4070

Circle No. 136 on Reader Inquiry Card

# FeRRROMEAC® AC