

KNOWLEDGE IS POWER. Every day, Advanstar opens up a world of knowledge, becoming the prime source of information that you need for success — through leading publications serving diverse business and professional markets... productive expositions that deliver quality audiences... and sharply focused marketing services. Look at your world in a whole new light. Advanstar. Serving business' need to know.

SHOW CASE

Non-selective herbicide won't harm ornamentals

Finale is a new non-selective herbicide from Hoechst Roussel that kills weeds one to four days after application.

Finale controls annual and perennial weeds, grassy and broadleaf weeds, sedges and woody species.

As a post-emergent, uptake is entirely through treated green tissue. There is no uptake through roots, or tissue covered by mature woody bark. Finale is not active in the soil, and there is no residual effect on transplants.

The key action of Finale is the way it inhibits plant photsynthesis.

The active ingredient in Finale is glufosinate-ammonium. It was discovered as a metabolic compound of a soil-inhabiting bacterium, and closely resembles glutamic acid, which is a natural amino acid.

Finale degrades rapidly into natural compounds in any microbiologically active environment, soil or water, such as carbon dioxide, nitrogen and water, which actually nourish the soil.

Finale can be used in spot or broadcast applications. No agitation is necessary when using this product.

Circle No. 191 on Reader Inquiry Card

Material hauler holds up to 1200 lbs., is self-loading

The LoadMaster walk-behind, self-loading utility vehicle scoops up compost, loose soil, sand, gravel, bark, and hauls trees, landscape material and irrigation



supplies.

The vehicle is powered by a 5 hp engine, and has a steel gear transaxle. It can climb 40° slopes while carrying 1200 lb. loads.

A self-tipping 7.5 cu.ft. bucket dumps and spreads in one motion.

Circle No. 192 on Reader Inquiry Card

Drainage system is doublesided, water flows better

A new horizontal high-flow highwayedge drain system is being offered by Drainage Products, Inc. of Windsor Locks, Conn.

The system is composed of a double-

sided, plastic cuspated-core with channels that run horizontally and vertically instead of the conventional cuspated configuration where the water flow is restricted.

The core is covered with a non-woven geotextile filter fabric which prevents the adjacent soil area from washing through, however, water permeation is unrestricted.

The drainage sysem requires only a narrow trench to be dug. This reduces the amount of earth to be removed, which can then be used as backfill.

Circle No. 193 on Reader Inquiry Card

Mower has full hydrostatic transmission, floating deck

The Howard Price Turf Blazer is built with individual transmission controls and a floating cutting deck.

Dual hydro control levers enable the worker to set the speed of each drive wheel independently for straight tracking and adjustment on hills.

The floating deck oscillates nine inches to cut uneven ground without injuring turf..

Circle No. 194 on Reader Inquiry Card

Sharpen reel mower blades with state-of-art system

The Neary Manufacturing 500 series is a flexible system that can be improved as time goes by and needs change.

The 500 S spin sharpening system offers three-way rigid mounting, streamlined set up and true cylinder sharpening.

The 500 SR features adjustable 1° to 45° relief grinding capabilities to reduce the drag between the reel and the bedknife.

The relief grinding feature can be added to existing machines.

The 500 ASR system has automatic control, yet requires no special training or experience.

Circle No. 195 on Reader Inquiry Card

Utility vehicle carries 750 lb. loads with 9 hp

Haul Master has a new powerful, small sized utility vehicle, the HM4209.

The 9-hp vehicle has a 750 lb. load capacity and maneuvers well in tight spaces,

rugged terrain or paved surfaces.

The company says this multi-purpose vehicle is good for consturction jobs, landscape management, farm recreation and industrial use.

With a maximum speed of 16 mph, the HM4209 features a 9 hp Briggs & Stratton engine, an electric starter and electronic ignition. A heavy duty trans-axle



with full differential allows for easy handling in rough terrain.

Circle No. 196 on Reader Inquiry Card

REVIEW

Utility trailer has big 1,000-pound capacity

Columbia ParCar has brought the Direct Track Utility Trailer to the landscape management industry.

The trailer follows the path of the towing vehicle easily thanks to four-wheel steering. The wood trailer deck measures a gen-

erous 44 x 72 inches and includes 14-inch high steel side rails. Fabricated with powder coated steel, the trailer has a 1000-

powder coated steel, the trailer has a 1000-lb. payload capacity and will connect with any 1%-inch ball hitch.



Trailers can connect to one another for train-like applications. An optional suntop can be purchased for protection from weather.

Circle No. 197 on Reader Inquiry Card

nine annual broadleaf weeds, including tough-to-control oxalis and spurge.

American Cyanamid says pendimethalin allows for season-long control of troublesome weeds, including goosegeass, with a single, properly-timed application.

Turfgrass shows tolerance to the product, even when applied at highest rates. Used as directed, pendimethalin offers a wide margin of tolerance on a variety of cool- and warm-season grasses.

The product is also labeled for many ornamentals.

Circle No. 199 on Reader Inquiry Card

NEXT MONTH: Rebuilding the soil

Underwater aerator works well in shallower water

Toro's new Submersible Aerator addresses both aeration and mixing requirements in one package to enhance any aquatic setting.

A highly efficient pump draws air from an air hose above the water surface and injects it through a specially designed nozzle near the pond bottom.

The fine-bubble discharge thoroughly mixes the oxygen with the water, destratifies and provides horizontal water circulation with no additional components or accessories.

The aerator limits growth of pond algae, and stimulates decomposition of organic wastes and runoff nutrients.

The aerator operates in water as shallow as two feet.

Standard systems are available in 0.5, 1.0, 2.0 and 3.0 hp models, single or three phase, 115, 230 or 460 volts.

Circle No. 198 on Reader Inquiry Card

Pre-emergence herbicide controls six grassy weeds

Pendimethalin pre-emergence herbicide controls six annual grassy weeds, including crabgrass and goosegrass and



SHOWEASE

REVIEW

Utility vehicle combines balance, comfort, power

Jacobsen's new SV System Vehicle work trucks feature an engine-forward design, 2,800 lb. load capacity and the combination of four-wheel stability and three-wheel maneuverability.

The SV-2322 is powered by a fuel-efficient 23 hp diesel engine.

The SV-3422 has a 34-hp gasoline engine. Each provides the power needed for spreading, spraying, topdressing or even towing a 5-gang mower attachment.

The engine-forward design offers three advantages, according to Jacobsen: better vehicle balance, more operator comfort and easier maintenance.

Four-wheel drive adds stability. Turning diameter at the rear wheels is less than 3-feet.

Both models have eight forward speeds and reverse. Hydraulic attachments are available.

Circle No. 200 on Reader Inquiry Card

New utility vehicle added to existing product lines

Kawasaki has made an addition to its line of multi-purpose vehicles.

The Mule 2500 is built for use in farm, ranch, construction and other commercial and private applications.

The vehicle is two-wheel drive with dual-mode differential, and features a 617cc twin cylinder, four-stroke liquid-cooled engine.

Kawasaki now has five utility vehicles on the market.

The company also has the 'Bayou' line of all-terrain vehicles. Models are the Bayou 400 4x4, the 300 4x4, the Bayou 300 and the Bayou 220.

The four-wheel drive Bayou 400 has a 242 lb. cargo capacity, and is powered by a 391 cc liquid-cooled engine.

The Bayou 300 4x4 also has full-time four-wheel drive, dual-range 10-speed transmission, automatic clutch and 8.9-inches of ground clearance.

The 300 has double wishbone front suspension, torque tube Quad-link rear suspension and adjustable pre-load shocks. Brakes are dual discs in front and rear drums.

Circle No. 201 on Reader Inquiry Card

New retaining wall products featured in 1994 catalogue

Anchor Wall Systems, Inc. has readied its 1994 catalogue of Anchor Diamond Retaining Wall System products.

The eight-page color catalogue showcases the uses and applications for the Anchor Diamond retaining wall system, with information on product specifications, installation guidelines and reinforcement usage.

Circle No. 202 on Reader Inquiry Card

New pressure washer is portable, runs at 1200 psi

The new 'Stinger' high pressure washer from Ghibli North American, Inc. is a portable, 32-lb. cleaning machine.

The Stinger is equipped with a 25 ft., high pressure hose, trigger gun, insulated lance, variable spray nozzle and a low pressure detergent injection system.

Optional accessories include a rotary nozzle, drain cleaning nozzle and hose, rotating brush, sandblaster, foam gun and portable cart.

Circle No. 203 on Reader Inquiry Card

Look for this new line of potassium nitrate fertilzers

Vicksburg Chemical Company makes available its K-Power line of potassium nitrate fertilizers during the 1994 GCSAA show in Dallas.

The K-Power line includes four varieties of potassium nitrate fertilizers: Greens & Tees; Fairways—with the MultiCote controlled release system; a Combination formula; and Water Soluble, with selected micro-elements in a dry, crystalline form.

The MultiCote is a polymer coating designed to feed turf a steady and continuous supply of nutrients.

The company calls this the first controlled-released potassium.

Michael Larisey, market development manager, says the product's balance of potassium to nitrogen offers turf growers several benefits, including stronger turf that is better able to resist fungus, insects and heat stress.

According to Larisey, the K-Power products can lessen the occurrence of leaf

spot, fungal leaf spot, dollar spot, spring dollar spot and *gaeurnannomyoes grannis*.

Circle No. 204 on Reader Inquiry Card

Spray tips reduce drift, give optimum turf coverage

New, Mark II Lo-Drift spray tips by Lurmark, Ltd. offer an innovative, engineered spray droplet spectrum that significantly reduces drift. At the same time, the tips allows for optimum spray coverage of systemic and contact herbicides.

The tips fit all existing bodies and caps, and are suitable for spraying foliar and soil-applied herbicides.

The pre-orifice alters the range of droplet sizes in a way that can't be achieved by standard flat spray tips and extended performance tips, regardless of spraying pressure.

According to the company, virtually all spray droplets of less than 100 microns are eliminated, without affecting the sizes of the remaining droplets.

Circle No. 205 on Reader Inquiry Card

Sprinkler riser lets you raise heads without excavating

Olson Irrigation Systems markets the TSR-1, a threaded sprinkler riser that allows superintendents to turn sprinkler heads without excavating the entire swing arm assembly.

The TSR-1 fits between the swing elbow and the sprinkler head. When the sprinkler is rotated, the head is elevated or lowered by up to 3-inches.

The riser's threads are sealed so repeated adjustment is no problem, and the TSR-1 holds its setting.

The unit works with all 1-inch rotors, and with 3/4-inch heads, using a reducer bushing.

Circle No. 206 on Reader Inquiry Card

Portable first aid kit ideal for remote work locales

The Fanny Pack First Aid Kit contains sterile pads, sterile gauze, adhesive tape, bandages, aspirin, iodine wipes, ace bandage, tweezers and latex gloves.

The kit is made of heavy duty nylon, and has velcro closures.

Circle No. 207 on Reader Inquiry Card

MARKET SHOWCASE

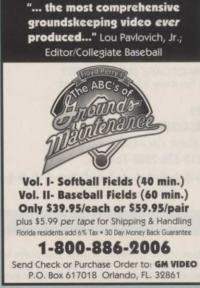
a Reader Inquiry Number, add \$35 to the total cost of the ad per issue. For ads using a second color standard red blue, green or yellow only, add \$75 to the total cost of the ad per issue.

Send ad copy with payment to: Bill Smith, Lanuscape Management, 7500 Old Oak Blvd., Cleveland, Ohio 44130, or call (800) 225-4569 ext. 670 outside Ohio, (216) 891-2670 inside Ohio; FAX (216) 826-2865. VISA,

EQUIPMENT FOR SALE

FOR SALE





Circle No. 303 on Reader Inquiry Card

BUSINESS OPPORTUNITIES



COMMERCIAL INSURANCE FOR LAWN CARE FIRMS "GREEN INDUSTRY SPECIALISTS"

M.F.P. Insurance Agency is dedicated to providing comprehensive insurance programs to the Green Industry at competitive prices. We back up this dedication with a staff of professionals who understand every facet of your business, from marketing to customer service. We know how to properly insure your company whether you're a sole proprietor or a multi-state operation.

Just as your customers look to you for lawn care advice, people come to us for insurance advice because they do not want to become insurance experts hemselves. If you want good advice, the right coverage, and competitive rates, please contact:

Richard P. Bersnak, President

Jill A. Leonard, V.P.

1-800-886-2398 FAX: 614-221-2203

M.F.P. Insurance Agency, Inc. 50 West Broad Street, Sulte 3200 Columbus, OH 43215-5917

Circle No. 301 on Reader Inquiry Card



Advertising in LM's Marketshowcase Works for You! Reserve Your Space Today! Call Brian Kanaba at 216-891-3155

SOFTWARE



tion 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. 300 on Reader Inquiry Card

LANDSCAPE MANAGEMENT

CLASSIFIEDS

RATES: \$1.45 per word (minimum charge, \$46). Bold face words or words in all capital letters charged at \$1.75 per word. Boxed or display ads: \$226 per column inch-1x (one inch minimum); \$215-3x; \$204-6x; \$194-9x; \$183-12x. (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 \$23 to total cost of ad per issue. Send ad copy with payment to BIII Smith, LANDSCAPE MANAGEMENT, 7500 Old Oak Bivd., Cleveland, OH 44130 or call 216-891-2670. Fax Number 216-826-2865. VISA MASTERCARD and AMERICAN EXPRESS accepted.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 131 W. 1st St., Duluth, MN 55802-2065. 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:

Bill Smith LANDSCAPE MANAGEMENT

7500 Old Oak Blvd., Cleveland, OH 44130

216-891-2670-Phone 216-826-2865-Fax

Northeast Region: Desire a position as Assistant Superintendent of Golf Course. B.S. in Agronomy, A.S. in Turfgrass Management. Over five years of Golf Course experience including development of 27 holes. Contact: John Rickard, 239 Strickland St., Glastonbury, CT 06033, 203-633-4304

If you need an experienced and determined landscape contruction manager I can help! 15 years in education, in field, instructional and management experience in landscaping in the Midwest and West. Hardworking, organized and efficient. Very will and ready to relocate. Contact LM Box 505.

Self-employed landscape designer/manager A.A.S. Plant Science, A.A.S. Park Management seeking position with industry leader along East Coast. 20 years experience. 607-724-8733, 2975 NY RT 7, Harpursville, NY 13787.

BUSINESS FOR SALE

FOR SALE: ESTABLISHED GARDEN CENTER & LANDSCAPING BUSINESS in Marquette, Michigan. Owners retiring. Extensive perpetual inventory. Contact TIMBERCREST 1460 M-28 East, Marquette, Mi 49855. Phone: (906)249-3984 days: 249-3411 eve.

BUSINESS OPPORTUNITIES

Expand your business, increase your profits with our proven business module growth program, as recognized in New York Crains Business Magazine. Employ tested, fully documented techniques. You can learn all the A, B, C's of expanding or starting up a business with the three available modules offered: Pest Control, Lawn Care/Landscaping and Residential/Commercial Cleaning. Build a full service organization. Cost is only \$395 plus \$12.00 for S/H per module, or get all three modules for \$1000. Call now 718-967-5703. Visa and Mastercard accepted.

EXCELLENT BUSINESS OPPORTUNITY. FOR SALE: APPROXIMATELY 6000 MEXICAN FAN PALMS CERTIFIED FOR USE IN CALIFORNIA. HEIGHTS RANGE FROM 4'-18', AVERAGES APPROXIMATELY 11'. FOR MORE INFORMATION WRITE OR CALL: BMF PARTNERSHIP, PO BOX 1568, SCOTTSDALE, ARIZONA 85252, 602-968-8549.

NOW ...LEARN PROFESSIONAL LANDSCAP-ING AND GARDENING at home. Accredited program provides thorough training in all phases off commercial and residential landscaping. Diploma awarded. Free brochure describes program and opportunities in detail. Call 1-800-326-9221 or write Lifetime Career Schools, Dept: LF0114, 101 Harrison Street, Archbald, PA 18403.

Classified Ads Increase Your Sales.
Call today to reserve your Space!

EQUIPMENT FOR SALE

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

REINCO HYDROGRASSERS and power mulchers in stock. Opdyke Inc., (Philadelphia Area) 215-721-4444. 12/94

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). 215-721-44444.

1981 GMC Spray Truck for sale. 1200 gallon split tank. Myers multistage centrifugal pump. Hannay electric reel with 300 foot hose. New tires. 350 motor with 67,300 miles. This truck is ready to work. Cost \$8500. 614-873-3605.

FOR SALE

New Image design System. 80 mb/16mhz (hard drive) Everex 386 Sx Computer. 387 Sx math coprocessor, Sony 12" color monitor, 12" Digitizing tablet, Super VHS camcorder, VHS VCR, Imaging software (Western and Norther Libraries). CAD compatible \$7,000; (214)265-7667.

FOR SALE: Vermeer TS 84" 6 Blade Tree Spade Mounted on 1979 S2200 International truck. Rebuilt motor, transmission, and rear. Spade and truck in good working condition. Dave Snyder 804-288-2891.

For Sale: Lawn Tree Truck. '84 Chevy C60, 75,000 miles, no rust. 350 engine, 5-speed, 1100 gallon fiberglass tank split 800/300 shaft agitation. 2 D30 hydrocell pumps. 2 Hanna hose reels and hose. \$9400 or best offer. 319-236-1164. 1/94

You are looking for new customers? We will be happy to provide you with addresses of all existing golf clubs in Europe (U.K. excepted) on ready-to stick labels. For further information please contact Euro-Info-Golf, Fax: 33-1-39-69-85-85.

BROUWER EQUIPMENT NEW & USED. LARGE INVENTORY OF PARTS. ASK FOR BRIAN. ALSO "VIBRO-NETTERS" IN STOCK. HUBER RANCH POWER EQUIPMENT, SCHNEIDER, INDIANA, 1-800-553-0552.

FOR SALE

For Sale: Thriving southern California landscape co. Millions annually, with growth potential. Excellent location, complete maintenance and construction with trucks, tools, yard and office. Busy year around. Sacrifice at \$430,000. Landscape Industries 818-790-1502.

GARDENER/HORTICULTURIST: Seeking individual with background in horticulture and proven hands-on ability to manage an historic garden/landscape. For information and to obtain an application, call 603-675-2175 or write by January 28, 1994: Personnel Office, National Park Service, Saint-Gaudens NHS, RR 3, Box 73, Cornish, NH 03745. An Equal Opportunity Employer.

FOR SALE: 800/400 Split Tuflex® Tanks w/mechanical agitation-front tank, sparge agitation-back tank. Call TruGreen Chemlawn, 703-550-7177. \$700 or best offer.

CLASSIFIED ADVERTISING IS * EASY * EFFECTIVE * ECONOMICAL

HELP WANTED

Bozzuto Landscaping Company, An expanding firm in the Washington, DC, Maryland and Virginia markets is currently looking for qualified, career oriented professionals. Opportunities are available in our commercial grounds maintenance division for foreman and managers, assistant foreman, pesticide foreman, and mechanical positions. Benefits include vacation and sick leave, health care package, disability and retirement. Send resumes to: Thomas W. Davis, 15127 Marlboro Pike, Upper Marlboro, MD 20772 or fax to 301-627-7611. 1/94

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. Fax 408-437-1817.

Attention Employers and Job Seekers! Employers submit current job openings to the quickest, least expensive and most comprehensive job listing publication in landscaping, grounds/golf course maintenance & related horticulture fields. Ad deadlines are the 3rd & 17th of each month. \$14.95 for unlimited detail and nationwide exposure. Call for vacancy notice form. Job Seekers subscribe to the freshest source of national job openings in the fields of horticulture, 6 issues (3 mos.) for only \$19.95. MC/Visa. Call 1-800-428-2474, Fax 1-800-884-5198. Ferrell's JOBS IN HORTICULTURE, 154 E. Chapel Ave., Carlisle, PA 17013-3435.

Searching for the right employee? Time for a new position? Contact Florapersonnel, Inc., international search and placement firm for the landscape, irrigation industries and allied trades. Confidential. Fee paid by employer. Florapersonnel, Inc., 2180 W. 434, Suite 6152, Longwood, FL 32779-5008. Phone: (407)682-5151 Fax: (407)682-2318.

GREENTREE INC., Atlanta's largest commercial Landscape Maintenance Company, is currently seeking a highly qualified, motivated person to manage the Floriculture Department. Candidate must be organized, exhibit strong management skills and have solid knowledge of Southeast region floriculture. Submit resume with salary history or contact Greentree Inc., Human Resources Department, 1640 Roadhaven Drive, Stone Mountain, GA 30083, 404-938-8080, Fax 404-934-0919.

Landscape Manager: Quality and growth oriented company servicing the Chicago land area needs individual to become part of management team. Outstanding opportunity that includes year-round employment, benefits, and great advancement possibility. Send letter or resume to: Ground Pros Inc., PO Box 28, Elmhurst, IL 60126. 1/94

Hands-on landscape and horticulture manager to oversee all aspects of executive estate in beautiful west central Ohio. Needs to be knowledgeable of lawn care, roses, indoor/outdoor plant care, formal gardens, ponds, pool maintenance and related activities. Send resume, references, salary history to LM Box 504.

RATES: \$1.45 per word (minimum charge \$46). Boldface words or words in all capital letters charged at \$1.75 per word. Boxed or display ads \$226 per column inch, one time; \$215, three times; \$204, six times; \$194, nine times; \$183, twelve times (one inch minimum). (Frequencies based on a calendar year). For ads using blind box number, add \$23 to total cost of ad per issue.

Mail ad copy to: Bill Smith, Landscape Management, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2670.

HELP WANTED

INDUSTRY PROFESSIONALS Hermes Landscaping and Nursery, a solid, stable, and progressive company, headquartered in Kansas City for nearly 30 years, is seeking production and sales professionals. Self-motivated professionals needed in various critical production and sales positions in our Nursery, Landscaping, and Maintenance Divisions. Must have BS Degree and 2-4 years related experience. Send resume and salary requirements to: Hermes Landscaping, PO Box 14336, Lenexa, KS 66215 or call Tracy Strohm at (913)888-2400.

Irrigation Professional needed for large full service landscape construction company in northern New Jersey. Motivated individual with proven background and technical skills needed. Growth potential. Salary and benefits commensurate with experience. Send resume and salary history to: Jacobsen Landscape Design and Construction, 41 Birch Street, Midland Park, New Jersey 07432.

KT ENTERPRISES, INC., a commercial landscape management firm servicing the Washington, DC Metropolitan market, is now accepting applications for employment in their landscape maintenance department for the 1994 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. Please send resume to: Mr. Doug Sevachko, KT Enterprises, Inc., 4001 Westfax Drive, Chantilly, VA 22021 if you are interested in any of the following positions: Pruning Department Supervisor, Maintenance Department Supervisor, Maintenance Department Foreman, Pruning Department Foreman, Floral Installation Foreman, Turf and Ornamental Plant Specialist. 1/94

Landscape Architect/Sales: We are currently seeking an individual to prepare production layouts, meet with the customer, present and sell plans to the customer, and follow up after completion. Requirements: Bachelors Degree in Landscape Architecture, 2-5 years experience and proven track record. We are a full service design/build firm with a retail/wholesale landscape center operation. First year earning potential \$35-50,000 plus car, health insurance & bonus. Send resume to: Landscape Architect, P.O. Box 356, Saint John, Indiana 46373.

LEADING TREE AND SHRUB CARE COMPANY, SEEKS AN AMBITIOUS MANAGER TO START A LAWN CARE DIVISION. Candidates must have 5 years of experience in sales and services as well as exceptional managerial and Interpersonal skills. This position will offer a Profit Sharing program plus a wide range of benefits. Experienced individuals should send a resume with salary requirements to LM Box 506. 1/94

PROFESSIONAL LANDSCAPE SALESPERSON Established design/build firm seeks an aggressive person, active in landscape sales. Degree in Landscape Architecture or Associated Field. Must have 3 years experience in client contact, estimation and field layout. Send resume to: Terrafirma, Inc., 3780 E. Morgan, Ypsilanti, MI 48197. 1/94

RESIDENTIAL SALES REPRESENTATIVES AND LAWN/TREE APPLICATORS: Accepting applications for experienced personnel for our St. Louis, Maryland Heights facility. We offer a salary commensurate with experience, good benefits, and performance-based incentives. Send resume to: TruGreen-ChemLawn, attn. Joe Landon, PO Box 2036 Maryland Heights, MO 63043. 1/94



RATES: \$1.45 per word (minimum charge, \$46). Bold face words or words in all capital letters charged at \$1.75 per word. Boxed or display ads: \$226 per column inch-1x (one inch minimum); \$215-3x; \$204-6x; \$194-9x; \$183-12x. (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 \$23 to total cost of ad per issue.

Send ad copy with payment to:

Bill Smith, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2670. Fax Number 216- 826-2865.

VISA MASTERCARD and AMERICAN EXPRESS accepted.



BOX NUMBER REPLIES: Mail box number replies to:
LANDSCAPE MANAGEMENT, Classified Ad Department,
131 W. 1st St., Duluth, MN 55802-2065.
Please include box in address.

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BUSINESS REPLY MAIL

FIRST CLASS MAIL

PERMIT NO 950

ITTSFIELD MA

Illianolladdhaadddaaladadadd

POSTAGE WILL BE PAID BY ADDRESSEE

LANDSCAPE MANAGEMENT

ADVANSTAR COMMUNICATIONS INC PO BOX 5054 PITTSFIELD MA 01203-9698 NO POSTAGE NECESSARY IF MAILED IN THE

NA	ME													LANDSCAPE JANUARY 1994 This card is void
TIT	TLE													MANAGEMENT This card is void after March 15, 1994
													-	1. BUSINESS & INDUSTRY
	RM _							-	-					MY PRIMARY BUSINESS AT THIS LOCATION IS:
AD	DRE	SS_												(PLEASE MARK ONLY ONE IN EITHER A, B OR C)
	TY													A. Landscaping/Ground Care at one of the following types of facilities:
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HAV	EAS	SALE	SRE	PCA	LL M	E 18	□ (A	}						B. Contractors/Service Companies/Consultants: 06 0105 Landscape contractors (installation & maintenance)
101	118	135	152	169	186	203	220	237	254	271	288	305	322	07 0110 Lawn care service companies
102	119	136	153	170	187	204	221	238	255	272	289	306	323	08 Olivirus O
103	120	137	154	171	188	205	222	239	256	273	290	307	324	09 0135 Extension agents/consultants for horticulture 10 0ther contractor or service (please specify)
104	121	138	155	172	189	206	223	240	257	274	291	308	325	To 23 Other solution of service (prease specify)
105	122	139	156	173	190	207	224	241	258	275	292	309	326	C. Suppliers:
106	123	140	157	174	191	208	225	242	259	276	293	310	327	11 0205 Sod growers 12 Other supplier (specify)
107	124	141	158 159	175	192	209	226	243	260	277	294	311	328	
109	126	143	160	177	193	211	228	244	262	279	295	313	330	Which of the following best describes your title: (mark only one)
110	127	144	161	178	195	212	229	246	263	280	297	314	331	13 10 EXECUTIVE/ADMINISTRATOR
111	128	145	162	179	196	213	230	247	264	281	298	315	332	14 20 MANAGER/SUPERINTENDENT
112	129	146	163	180	197	214	231	248	265	282	299	316	333	15 30 GOVERNMENT OFFICIAL 16 40 SPECIALIST
113	130	147	164	181	198	215	232	249	266	283	300	317	334	17 SO OTHER TITLED AND NON-TITLED PERSONNEL (specify)
114	131	148	165	182	199	216	233	250	267	284	301	318	335	
115	132	149	166	183	200	217	234	251	268	285	302	319	336	I would like to receive (continue receiving)
116	133	150	167	184	201	218	235	252	269	286	303	320	337	LANDSCAPE MANAGEMENT each month: YES 🗆 NO 🗆

	DRE	ss_													
						ZIP									
TEL	EPHO	NE ()		36								
FAX	NUM	BER	()									
HAV	EAS	ALE	SRE	PCA	LL MI	E 18	□ (A	}							
101	118	135	152	169	186	203	220	237	254	271	288	305	322		
102	119	136	153	170	187	204	221	238	255	272	289	306	323		
103	120	137	154	171	188	205	222	239	256	273	290	307	324		
104		138	155		189	206	223	240	257	274	291	308	325		
105	122	139	156	173	190	207	224	241	258	275	292	309	326		
106	123	140	157	174	191	208	225	242	259	276	293	310	327		
107	124	141	158	175	192	209	226	243	260	277	294	311	328		
108	125	142	159	176	193	210	227	244	261	278	295	312	329		
109	126	143	160	177	194	211	228	245	262	279	296	313	330		
110	127	144	161	178	195	212	229	246	263	280	297	314	331		
111	128	145	162	179	196 197	213	230	247	264	281	298	315	332		
113	130	147	164	181	198	215	232	249	266	283	300	317	334		
114	131	148	165	182	199	216	233	250	267	284	301	318	335		
115	132	149	166	183	200	217	234	251	268	285	302	319	336		
116	133	150	167	184	201	218	235	252	269	286	303	320	337		
117	134	151	168	185	202	219	236	253	270	287	304	321	338		



1. BUSINESS & INDUSTRY

MY PRIMARY BUSINESS AT THIS LOCATION IS: (PLEASE MARK ONLY ONE IN EITHER A. B OR C)

JANUARY 1994 This card is void after March 15, 1994

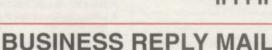
11 0205 Sod growers 12 Other supplier (specify)

Which of the following best describes your title:

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: YES \(\text{NO} \)





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