

your turf less susceptible to disease, which means you can use less fungicide to protect it.

Knowing when to use a fungicide is important, too. By



watching for conditions in which turf diseases thrive (weather patterns and soil

Fungus attacks plants from within. The results can be devastating.

temperature provide some very

Responsible Pest Management. It also contains complete information on tactics you can use to control weeds and insects more responsibly. For a free copy, just return the

kind, gentler way to get

S.

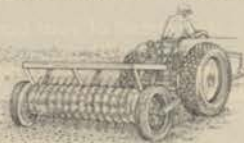
reliable signs), you can put down fungicide with perfect timing, and make fewer applications.

And, of course, it helps to choose your fungicide carefully.

coupon below, or call our toll-free telephone number. And learn some very nice alternatives to applying a lot of fungicide.

A Short Course on Preventing Dollar Spot.

Leading universities recommend the following cultural practices to protect your turf from dollar spot. Eliminate excess thatch. Provide proper aeration. Increase nitrogen. Remove dew and water deeply and infrequently in the early morning (taking steps to keep your turf dry reduces the risk of dollar spot).



Rubigan lasts longer than most other fungicides, so you don't have to apply it as often.

Long-lasting Rubigan® fungicide is a very good choice. It controls 14 diseases, including dollar spot, necrotic ring spot, summer patch and brown patch. It's very easy on your turf. And it lasts longer than most other fungicides, which means you don't have to apply it as often.

Of course, there's a lot more to fungus control than what fits in this ad. You'll find it in our 44-page book, The Turf Manager's Guide to

Send me the following Management Guide(s):

- Cool Turf
- Warm Turf
- Nursery and Landscape



Mail to:
DowElanco, P.O. Box 33489,
Indianapolis, IN 46203-0489.
Or call: 1-800-549-4554

Name _____
Company _____
Address _____
City _____ State _____
Zip _____ Phone (_____) _____

The chemistry is right.™

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MARKET SHOWCASE

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Send ad copy with payment to: Bill Smith, LANDSCAPE 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, MASTERCARD and AMERICAN EXPRESS accepted.

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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.

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Richard P. Bersnak, President

Jill A. Leonard, V.P.

1-800-886-2398

FAX: 614-221-2203

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50 West Broad Street, Suite 3200
Columbus, OH 43215-5917

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

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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.

FOR SALE

FOR SALE- 817-478-3114 • 1984 Chevy 1-Ton w/350 -auto, pw, pdl, new paint, new 10' bed w/300 gal fiberglass tank w/10 gpm Bean, 8 hp Kohler electric start also: 140 gallon fiberglass tank w/10 gpm Bean pump, 8 hp Kohler electric start. 2 Hannay electric hose reels w/300 feet of hose, \$9,000.00 • (2) 1980 Chevy with same set-up as 1984, \$8,000.00 • 1994 Isuzu Electro-matic, cab/over w/auto, AC, 109 inch w/b w/new 12' foot bed w/electric start. Also, a 200 gallon fmc tank w/20 gpm Bean pump & 12 hp Kohler & 2 Hannay electric hose reels w/300 feet of hose. *** Only has 4,400 miles. A steal at \$30,000.00 *** • 1984 Chevy Box Truck w/ramp. Has 454, auto, pw/pdl, 1-ton. New rubber. "Nice Truck" \$4,500.00 • 1985 Ford Ranger p/u, 5 speed, AM/FM cassette, AC, new transmission. W/100 gallon fmc fiberglass w/Hypro 10 gpm pump & Kohler 5 hp motor & Hannay electric hose reel w/300 feet of hose. \$3,750.00. 3/94

BREATHABLE NURSERY TARPS: Stock and custom sizes, reinforced edges - grommets every 3 feet. Competitive Prices - Free Delivery - Fast Service. We accept Visa/Mastercard. 1-800-888-9669, ask for Dept. LM394. 5/94

1984 FORD F-350 Lawn Spray Truck 750 gallon steel tank. Mechanical agitation. Tank mounted to frame with custom bed. D-10 Hydrocell pump. Hanney electric reel, hose, gun. Good Condition! \$6,500. Call 513-854-4739. 3/94

BROUWER EQUIPMENT new & used. Large inventory of parts; ask for Brian. Also "Vibro-netters" in stock. Several used Hitchhiker forklifts and Case 586 for sale. Huber Ranch Power Equipment, Schneider, Indiana, 1-800-553-0552. 3/94

LESCO 100-Gallon Poly Sprayer: 300 foot electric hose reel, Chemlawn gun, skid mounted. Used only 30 hours! \$1800.00 or best offer. **MUST SELL!** 216-564-9206. 3/94

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. 12/94

AUTOCAD Release 12 CL/LANDCADD Release 12 Ver. 1.1 Licensed copy with all manuals and tech support material. Listed for \$4,200.00. Will negotiate. Contact Ed Pawliczek: 914-651-4456/Fax 914-651-4458. 3/94

"MOWING CONTRACTORS" WHOLESALE CATALOG: Commercial parts guaranteed to fit walkbehind mowers. Wholesale prices on blades, filters, tires tools, equipment & accessories. **SAVE \$\$\$** on Bobcat, Buntun, Exmark and Scag parts. Call **LAWN CARE PARTS 800-574-6389**. 3/94

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Sky-workers 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. 800-597-8283. 12/94

ORGANIC LANDSCAPE MAINT

REDUCE AGRICHEMICAL USE. BUGS FLYER, the premier environmental landscape quarterly, tells you how. Discover the latest environmentally sound landscape products, techniques, and resources. Professional subscriptions \$18.00. **BUGS, Dept. LM, PO Box 76, Citrus Heights, CA 95611.** 5/94

BUSINESS FOR SALE

Active Landscape Business For Sale. Operating in Boston, MA for 10 years. Accounts/vehicles/equipment. \$55,000. 617-524-6481. 3/94

ESTABLISHED LAWN CARE and IRRIGATION service with branch locations **FOR SALE.** Located in northern Minnesota. Largest operator in market area with few competitors. \$200,000 annual revenue. Priced to sell. Call 218-435-1882. 3/94

POSITIONS WANTED

Grounds Superintendent, Arborist Superintendent Commercial, Campus, or Utility Company. Northeast region. A.S. Arboriculture, MA, CONN Certified Arborist 20 years commercial building and grounds maintenance experience. Vast supervisory experience. Contact: DFH, 50 LUDLOW STREET, WORCESTER, MA 01603 or 508-757-7866. 4/94

Over 25 years experience in management and estimating of landscape and engineering contracts. B.S. Degree in ornamental horticulture. Seeking a management position with bottom line responsibility. Contact Frank Wolfe, P.O. Box 710372, Santee, CA 92072-0372. Phone (619)788-1797. 3/94

I specialize in taking problem jobs, companies, landscape and/or golf projects and making them run smoothly and profitably. Exp. as golf course supt., landscape architect, construction manager and contractor. No job too big or too hard. Travel anywhere worldwide. Reply to LM Box 507. 3/94

CGCS is seeking assistant superintendent position at quality club where current superintendent will be retiring in the next 1-2 years. Would like opportunity to work with superintendent to fully understand member expectations before assuming responsibilities. Experienced north/south regions. Bob 904-223-7760. 4/94

POSITION WANTED: Golf Course Construction/Grow-in Superintendent. Will relocate worldwide. 18 years experience on high caliber projects throughout the U.S. Education in Turfgrass Management and certified by the G.C.S.A.A. Available April 1994. Call 618-281-6769 for more information. 4/94

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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). 215-721-4444. 12/94

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. TF

HARLEY ROCK PICKER BY GLENMAC: Model A High Lift 1989 Models, Glenmac SN# A-9A0603 and A-9A0604, Like New! \$19,250 each unit. **HARLEY WINDROWER ROCK PICKER BY GLENMAC:** Like New! 1989 Model, TR 12 SN# 129A0404; 1989 Model, TR 38 SN# 89A02012. \$5,500 each unit. For More Information Call 815-436-8400, **WADSWORTH GOLF CONSTRUCTION COMPANY.** 3/94

FINN HYDROSEEDERS AND MULCH BLOWERS- NEW AND USED LARGE PARTS INVENTORY- SAME DAY SERVICE. WOLBERT & MASTER, INC. 1-800-234-SOIL. 12/94

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Established and growing Northeastern Ohio company has positions available in the **Garden Center, Greenhouse, Retail Nursery, Landscape Installation, and Landscape Maintenance** fields. Including seasonal and year-round employment. Send resume to: 2741 Woodlawn Ave., NW, Canton, OH 44708. Attn: Duane Klein. 3/94

PRUNING DEPT. MANAGER

Creative leadership position with full management responsibilities for a 15 person tree pruning dept. and a 20 person ornamental pruning dept. State of the art facilities and equipment provided with the best arborists in the region. Min. 5 yrs. exp. pruning & supervisory bkground. College degree helpful, but not nec. Base salary + performance bonus, health, dental, disability ins. & pension plan.

Send resume w/ref. & salary requirements to:

SWINGLE TREE COMPANY

8585 E. Warren Ave.
Denver, CO 80231
Attn: Mr. Greene

HELP WANTED

LANDSCAPE MAINTENANCE MANAGERS:

Well established major landscape firm needs experienced, quality minded professionals for northern California operations. Challenge and opportunity await high achieving, self motivated individuals. EOE. Send resume to: Cagwin & Dorward Landscape Contractors, P.O. Box 1600, Novato, CA 94948-1600. 3/94

SERVICE MANAGER:

Quality, growth oriented company servicing Central MA and Southern NH. Self starter with good communication and management skills desired. Work involves fertilizer and pesticide delivery, slice seeding and aerating. Excellent salary, bonus, benefits. Forward resume to Lawn-Doctor of Nashoba Valley, Box 2129, Acton, MA 01720, 800-742-4468. 3/94

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. TF

LEADING TREE AND SHRUB CARE COMPANY,

seeks an ambitious manager to start a lawn care division in the Westchester County, NY and the Fairfield County, CT area. 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: Human Resources Dept., c/o Nature's Trees Inc., 360 Adams St., Bedford Hills, NY 10507, Fax 914-666-5843. 3/94

GREENSWAY GOLF COMPANY, a Golf Construction Employment Service. We specialize in short and long term placement. If you specialize in Golf Course Grading and Shaping, Irrigation, or Construction Management, send your resume today and join the fastest growing data base of available Golf Course Construction personnel. Overseas and domestic jobs available. Mail or Fax resume to: GreensWay Golf Co., Attn: Chris Johnson, 101 S. Kraemer Blvd. Suite 132, Placentia, California 92670, FAX 714-524-7255. 3/94

HEAD, ORNAMENTAL HORTICULTURE DEPARTMENT

(12 month position). Tenure-track position, 65% teaching, 35% administrative. Responsibilities include management of personnel, budgets, facilities, student matters; supervision of 9 teaching faculty plus technical and clerical support staff. Tenure based on teaching portion of position. Salary commensurate with qualifications and experience. Position available Sept. 1, 1994. Minimum qualifications include: Ph.D. in horticultural science or a closely related field; demonstrated commitment to and involvement with the science and practice of horticulture; demonstrated administrative ability; strong personnel management skills; successful university teaching experience. Expertise in turf management and ornamental horticulture industry experience desirable. Closing date: April 30, 1994. Obtain applications from Ornamental Horticulture Department, 805-756-2279, FAX 805-756-2869. Refer to recruitment code 43035. Applications due by April 30, 1994, to Professor Stephen F. Angley, Interim Head, Ornamental Horticulture Dept., Cal Poly, San Luis Obispo, CA 93407. Cal Poly is strongly committed to achieving excellence through cultural diversity. The university actively encourages applications and nominations of women, persons of color, applicants with disabilities, and members of other underrepresented groups. AA/EEO. 3/94

IPM Supervisor: Excellent opportunity at 300 acre botanic garden for experienced person in IPM with supervisory background. B.S. required. Send resume to Human Resources, Chicago Botanic Garden, P.O. Box 400, Glencoe, IL 60022-0400. 3/94

Hermes Landscaping and Nursery, a solid, stable, and progressive company, headquartered in Kansas City for nearly 30 years, is seeking production and sales professionals. We are seeking both entry-level and experienced candidates for various production, sales and design positions in our Nursery, Landscaping, and Maintenance Divisions. Must have B.S. Degree. Send resume and salary requirements to: Hermes Landscaping, P.O. Box 14336, Lenexa, KS 66215 or call Tracy Strohm at 913-888-2400. 3/94

LAWN CARE SERVICES Marketing Manager & Lawn Care Technicians.

Rapidly expanding company searching for talented communicators. We have offices in NH & MA. Soon to be opening 3rd Branch. To succeed with us you must be willing to learn, ambitious, customer-oriented, earnest, and hard-working. Major marketing plans underway. Must have two years experience in industry. Qualified applicants send resume to: **PARTNERS QUALITY LAWN SERVICE, INC.**, PO Box 1205, Easton, MA 02334 or call 508-238-8550. 3/94

MAINTENANCE PROFESSIONALS:

Michigan's leading provider of the finest in Horticultural Services is currently accepting applications from experienced GroundsCare Foremen, Turf & Ornamental Applicators, and Pruning Specialists. Send resume in confidence or call **TORRE & BRUGLIO, INC.**, 850 Featherstone, Pontiac, MI 48342, Attn: David Drolshagen, 810-452-9292. EOE. 4/94

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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
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MARCH 1994
This card is void
after May 15, 1994

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

A. Landscaping/Ground Care at one of the following types of facilities:

- 01 0005 Golf courses
- 02 0010 Sports Complexes
- 03 0015 Parks
- 04 0025 Schools, colleges, & universities
- 05 Other type of facility (please specify) _____

B. Contractors/Service Companies/Consultants:

- 06 0105 Landscape contractors (installation & maintenance)
- 07 0110 Lawn care service companies
- 08 0112 Custom chemical applicators
- 09 0135 Extension agents/consultants for horticulture
- 10 Other contractor or service (please specify) _____

C. Suppliers:

- 11 0205 Sod growers
- 12 Other supplier (specify) _____

Which of the following best describes your title:
(mark only one)

- 13 10 EXECUTIVE/ADMINISTRATOR
- 14 20 MANAGER/SUPERINTENDENT
- 15 30 GOVERNMENT OFFICIAL
- 16 40 SPECIALIST
- 17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

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NAME _____
TITLE _____
FIRM _____
ADDRESS _____
CITY _____
STATE _____ ZIP _____

TELEPHONE (_____) _____
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104	121	138	155	172	189	206	223	240	257	274	291	308	325
105	122	139	156	173	190	207	224	241	258	275	292	309	326
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107	124	141	158	175	192	209	226	243	260	277	294	311	328
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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	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
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
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- 17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

I would like to receive (continue receiving)
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Signature: _____ Date: _____

NAME _____
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 CITY _____
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**LANDSCAPE
 MANAGEMENT**

MARCH 1994
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B. Contractors/Service Companies/Consultants:

- 06 0105 Landscape contractors (installation & maintenance)
- 07 0110 Lawn care service companies
- 08 0112 Custom chemical applicators
- 09 0135 Extension agents/consultants for horticulture
- 10 Other contractor or service (please specify) _____

C. Suppliers:

- 11 0205 Sod growers
- 12 Other supplier (specify) _____

Which of the following best describes your title:
 (mark only one)

- 13 10 EXECUTIVE/ADMINISTRATOR
- 14 20 MANAGER/SUPERINTENDENT
- 15 30 GOVERNMENT OFFICIAL
- 16 40 SPECIALIST
- 17 50 OTHER TITLED AND NON-TITLED PERSONNEL (specify) _____

I would like to receive (continue receiving)

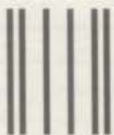
LANDSCAPE MANAGEMENT each month: YES NO

Signature: _____ Date: _____

TELEPHONE (_____) _____
 FAX NUMBER (_____) _____

HAVE A SALES REP CALL ME 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	121	138	155	172	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	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
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



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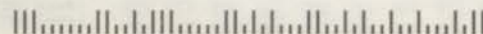
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