

Paul Harvey's attacks: will they never end?

WASHINGTON—Radio commentator Paul Harvey launched his third verbal salvo in the past 12 months at the golfing industry. On March 14th, he opened his remarks with this allegory:

"If there were snakes in the grass of your golf course, there'd be a loaded shotgun in your golf bag."

He then proceeded to liken the golf industry's use of pesticides to the tobacco industry's claims about their products. He also said that there might be lawsuits in golf's future.

Harvey cited Jerome Blondell of the EPA, and a recent study in the "American Journal of Public Health."

He said that researchers are "particularly critical of chemicals 2,4-D and carbaryl and diazinon." What he did not include in his broadcast was that researchers did not ask, in their most recent study, what chemicals were used—they assumed that 2,4-D, carbaryl and diazinon were "most likely to be used."

He also did not note the statement of

the man who led the most recent study, as quoted in the "USA Today" newspaper:

"It's only a suggestion (of an association between home pesticides and cancer in children). You cannot infer cause and effect at all...further research needs to be done."

Harvey concluded his bombastic diatribe with: "Golf clubs and their USGA cannot hide behind the EPA any more."

Responsible Industry for a Sound Environment, a trade association composed of pesticide manufacturers, issued a memo to members saying:

"He (Harvey) is on a campaign against our industry, and is willing to misuse any information he can to paint a negative picture. He has been totally unreceptive to industry input.

"If any member has ideas on how we can influence Mr. Harvey, please contact RISE. He has a large audience, and his attacks are having an effect. He has already refused to discuss the issue with industry."

—Jerry Roche

INFO CENTER

Useful literature and videos for the green industry

BEING A PROFESSIONAL..."Professional Landscape Management" by David L. Hensley defines the true landscape manager and also extends to specifications and contracts required by architects. It is available for \$24.80 from Stipes Publishing, 10-12 Chester St., Champaign, IL 61820. Phone (217) 356-8391.

SPRAY DRIFT?...A new, easy-to-use pocket guide helps pesticide spray applicators configure their equipment to maximize its effectiveness and minimize chances for wind-borne spray drift. Using the guide, applicators match spray speed with application rate to determine tips and pressures that produce droplet sizes that are less likely to drift. To get your free copy, write to Drift Manager Offer, Spraying Systems Ag Division, P.O. Box 7900, Wheaton, IL 60189.

ABOUT TREES...The American Society of

Nurserymen has "Selecting Trees, A Guide to Purchasing Quality Trees as a Wise Investment" available. The 16-page publication is \$7, with bulk pricing available. Write AAN, 1250 I St. NW, Suite 500, Washington, DC 20005 or phone (202) 789-2000. Also, from the International Society of Arboriculture comes "Tree Climbers' Guide" for \$30, "Tree Pruning Guidelines" for \$12 and "Treesource Volume 2" (of a video resource library) for \$25. For info, write or call the ISA: P.O. Box GG, Savoy, IL 61874; (217) 355-9411.

SKID-STEER TRAINING...The Melroe Company offers a skid-steer loader training kit for \$125 that includes a three-part video tape, five course handbooks, an administrator's guide EMI safety manual and more. Send orders to Melroe Co., P.O. Box 6019, Fargo, ND 58108 or phone (701) 241-8700.

GREEN INDUSTRY EVENTS

APRIL

24: Envirotron Golf Classic, World Woods Resort, Homosassa Springs, Fla. Phone: Glenn Oberlander, (904) 795-7017.

30-May 2: Menninger Tree Conference, Harry P. Leu Gardens, Orlando, Fla. Phone: Linda Van Der Zee, (407) 345-8137.

MAY

1-3: Southeastern Turfgrass Conference, Tifton, Ga. Phone: Jeanne Werner, (912) 386-3416.

2-3: Microscopic Identification of Turfgrass Diseases workshops, Cook College, Rutgers University. Phone: (908) 932-9271.

4-5: Tree Care Seminar by Dr. Alex Shigo, Greater Columbus (Ohio) Convention Center. Phone: Tree Care Educators, (503) 254-0482.

5-8: American Institute of Architects National Convention and Expo, Georgia World Congress Center, Atlanta. Phone: Katherine McQuay, (202) 626-7467.

15-25: California Assoc. of Nurserymen's Horticultural Study Tour to Canada. Phone: Harvest Travel International, (800) 227-0464.

21-23: "Trees, People and the Law" Conference, Nebraska City, Neb. Phone: Kathy Austin, (402) 474-5655.

24-26: Color Magic, Walt Disney World. Phone: Florida Nurserymen & Grower's Assn., (407) 345-8137.

Restricted Use record-keeping is changed

WASHINGTON—According to the American Association of Nurserymen, the USDA changed its Restricted Use pesticide record-keeping laws, which—unless delayed by the passage of H.R. 450—take effect May 11th.

Key changes: Restricted Use pesticide applications must be recorded within 14 days instead of 30; records must be maintained for two years; federal regulators, state regulators and licensed health care professionals caring for a patient must have access to records; records of spot applications of Restricted Use pesticides must include a description of the location and treatment.

(H.R. 450 is the "Regulatory Transition Act of 1995" that would institute a moratorium on all new federal regulations taking effect from Nov. 20, 1994 through Dec. 31, 1995. The bill, introduced by Texas Republican Tom DeLay and Indiana Republican David McIntosh, is strongly supported by the AAN.)

“U” SAID IT

“Some people want to pay for their landscape with a credit card because they can get frequent flier miles that way. That’s fine with me because I take both Visa and Mastercard.”

Joel Lerner
President, Environmental Design
Chevy Chase, Md.

“I’m not afraid of TruGreen. The guy who scares me is a guy just like myself, but about 10 years younger.”

Anonymous
(During a discussion among a
group of independent LCOs at a
seminar in Orlando, Fla.)

“The public, especially the younger [segment], will patronize businesses that are concerned with the environment. We all manage environmental businesses whether we like it or not. If arborists cannot handle their wood waste in the next five years, 65 percent may well be out of business. This is not a problem but an opportunity.”

Bob Thibodeaux
Past president,
Louisiana Arborists Assn.

“‘Live for today’ is a good motto, but when your future is at stake, living for today is no help at all. The gist of this is saving for your and your family’s future—whether it’s a house, a college education (for your children) or retirement.”

Kevin Dushane
Bloomfield Hills C.C.
White Lake, Mich.

“The solution to providing lucrative careers, stabilizing our profession and informing the masses of our existence lies largely with our current band of professionals. Upgrading and policing our industry appears to be the only way to ensure change and affect compliance with regulations.”

Peter Berghuis
California Landscaping
Cupertino, Calif.

currently on line includes a spreader setting guide and technical sheets and MSDSs for K-Power products. To access, call (800) 234-0173 anytime, 24 hours a day.

■ **Miles Inc.** became **Bayer Corp.** on April 1, but that is the only change customers will see. “Our turf and ornamental customers will still get the same quality products (Merit, Bayleton, Dylox, Tempo, Namacur, Morestan), customer service and added value they’ve come to expect from Miles,” says **Allen Haws**, director of the Specialty Products Group.

■ **Theodore J. Host** became CEO of **The Scotts Company** on April 6. **Tadd C. Seitz** became Chairman of the Board of Directors after 12 years as CEO at the annual shareholder’s meeting.

■ **Robert V. Mitchell** won the Scotts Tradition of Excellence Award for his outstanding achievements as a golf course superintendent. Mitchell is executive director of golf and grounds at The Greenbrier, White Sulphur Springs, W.Va. and a former president of the GCSAA.

■ **Pat Searight** was named area manager for Seed Research of Oregon’s Dallas operation, responsible for grass seed sales in central Texas.

■ **Lawn Equipment Parts Co.** of Landisville, Pa. was named **Scag Service Distributor of the Year**. **Todd Stanisky** of Power Turf was named Scag Service Manager of the Year.

■ **Echo Inc.** recently broke ground for a 90,000 sq. ft. expansion of its 160,000 sq. ft. Lake Zurich facility. Completion is expected by June.

■ **Snapper** promoted **Robin Knight** from controller to vice president/treasurer and **Jimmie W. Jones** to executive vice president/CFO from vice president, finance and CFO.

■ **Weathermatic’s** new regional sales manager in the Pacific Northwest is **James J. Foreman**.

■ **Case Corp.** extended its North American contract manufacturing agreement for excavators with Sumitomo Construction Machinery Co. of Tokyo.

■ **Parker Sweeper** recently relocated from Springfield, Ohio to Hampshire, Ill., a suburb of Chicago. Groundbreaking for a second 50,000 sq. ft. phase of the new building is already set for this spring.

■ The Anthony Groundskeeper line of vacuum equipment has been sold by Liechty-Hertzler Corp. and Anthony Liftgates to **Highway Equipment Co.** of Cedar Rapids, Ia.

SUPPLIERS CORNER

■ **Hardie Irrigation** is offering an exclusive new frequent-buyer program. It offers a selection of Harley-Davidson motorcycles and Hardie-Rider leather jackets as awards. Telephone (714) 831-6000 for more info.

■ For the answers to questions about **Hunter Irrigation** products, or technical questions about installing irrigation systems, you can now call the free Hunter Dataline at (800) 733-2823. The number is

in operation from 7:30 a.m. to 5 p.m. (Pacific time), Monday through Friday.

■ You can earn cash rebates on the purchase of **American Cyanamid** products (Pendulum, Image, Amdro) this spring under the company’s Payback Offer. The offer expires July 31. For more information, phone (800) 545-9525.

■ You can now get fertilizer application information via fax on demand from **Vicksburg Chemical OnLine Services**. Info

PRODUCT REVIEW

Chippers feature self-contained hydraulic feed

Bear Cat has introduced its new, 9-inch capacity disc chipper, available in three models—the 72928, 72935 and 72942.

These high-performance commercial chippers are available with three different engine options: 28 hp Kubota diesel; 35 hp Wisconsin gasoline engine and a 42 hp Ford gasoline engine.

Other features include self-contained hydraulic feed with a 15-inch diameter top feed



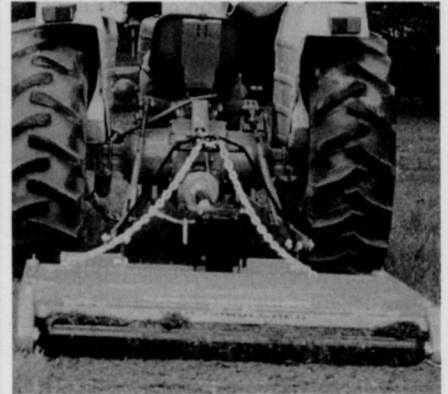
roller. Four tool steel reversible chipper blades are mounted on a 30-inch x 1.25-inch machined, balanced disc for maximum performance.

A fold-down tray and an integrated blower with 8-inch diameter discharge chute that rotates to 360 degrees are standard.

Circle No. 191 on Reader Inquiry Card

Finishing mower features dual-action steel blades

Falcon USA now markets the Grassmulcher, a tractor-mounted finishing mower to cut grass into a fine mulch. The mulching feature eliminates raking



and grass clipping disposal. Four specially designed dual action, tempered spring steel blades cut, lift and recycle clippings back into the grass mat.

The company reports the Grassmulcher is designed for large scale lawn maintenance. The unit runs on rollers and the cutting chamber is completely enclosed. Flaps in the front and rear of the unit provide protection from stones and debris.

The Grassmulcher cuts a five-foot swath. Cutting heights range from $\frac{3}{8}$ to $\frac{4}{8}$

Power broom clears walks of most material, debris

The PowerBroom, from Shindaiwa, Inc., is made of a nylon drum equipped with a series of rubber-like fins.

The drum rests on the ground and rotates under variable throttle control, as the fins push debris ahead of the operator.

The rotating sweep action removes almost any material from almost any surface.

Lawn and landscape professionals can use the PowerBroom to remove thatch, leaves, bark chips and snow, and spread thatch or break-up matted grass.

The broom weighs just over 12 pounds, and operates on 1.5 horsepower.

Circle No. 192 on Reader Inquiry Card

Service lift raises mower to four feet high

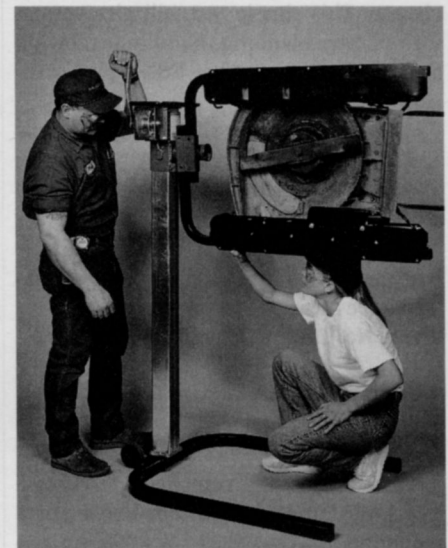
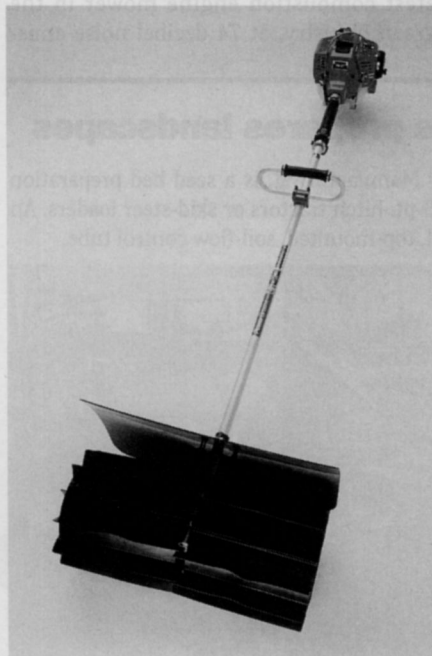
The Lit'L Heftee service lift from McCanse Engineering, Inc. lets mechanics raise lawn mowers and other walk-behind machines four feet high for maintenance.

The lift capacity of the Heftee is rated at 250 pounds, and the unit was performance tested to 1000 pounds.

An auto-brake self-locking safety winch cranks the unit up and down in seconds, and is ASAE approved. The handle always stops when released, and a safety lock locks at 1½-inch intervals.

According to the company, the unit requires no air or power hook-ups and can be used anywhere. It adapts quickly without tools to almost all walk-behind machines, from 13-inch inside to 34-inch outside wheel width.

Circle No. 193 on Reader Inquiry Card



SHOWCASE

PRODUCT REVIEW

inches. It fits Cat. I or II, 3-pt. hitches, and requires a tractor power of 45 hp.

Circle No. 194 on Reader Inquiry Card

Fertilizer's nitrogen release based on right temperature

ESN, a new, precision controlled nitrogen fertilizer—manufactured for United Horticultural Supply by Sherritt, Inc.—allows nitrogen to be released entirely in response to temperature.

The key to the product's effectiveness is a continuous polymer membrane surrounding a high-quality urea granule. Once exposed to moisture, the urea liquefies and remains encapsulated within the elastic polymer membrane and will only be released when the surrounding temperature is sufficient for plant growth.

In the Turfgo line of professional turf products, different longevity formulations are available. With some applications, a two-month material may be needed, while in others, a four- to six-month material is more suitable. Turfgo fertilizers with ESN come blended with other essential nutrients vital for a well-rounded fertilizer program.

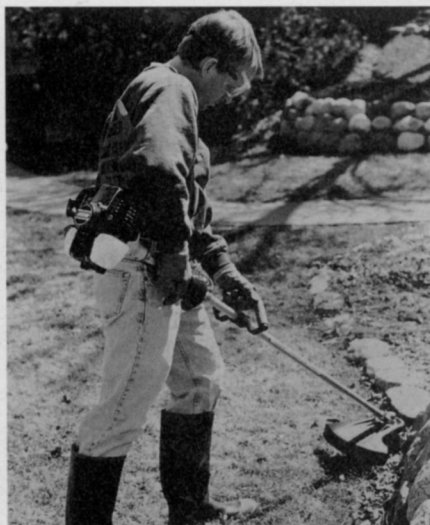
"This technology is unique to the market," says United Horticultural Supply product manager John Walther. "To demonstrate the elasticity of ESN's polymer membrane, take a fully hydrated ESN 'pearl' and bounce it on any hard surface. The 'pearl' remains intact and it's controlled release characteristics do not change. This simple test will give you an idea of why blending, handling, mowing and traffic do not affect ESN's precision-controlled release."

ESN comes in two sizes, for golf course and landscape applications. A "mini" size allows for better particle penetration into closely-mowed turfgrass, such as bentgrass or bermudagrass; and a "standard" size is best for applications to roughs, lawns and landscape areas.

Circle No. 195 on Reader Inquiry Card

Trimmer is heavy-duty with extra-quiet feature

A new trimmer from Echo features a low-tone, quiet muffler for extra noise reduction.



The SRM-2501S is 59 inches long, and has a solid-steel drive shaft for the heaviest commercial applications.

The 24.4cc engine has plenty of power for the most demanding commercial applications and has one of the best power-to-weight ratios in its class.

The trimmer features a low-tone, quiet muffler for extra-quiet operation; a 20.3 oz., see-through fuel tank; a vibration-reducing engine mount; cushioned right hand grip; foam-covered left handle and nylon web shoulder strap. A dual-piston ring design combines with a heavy-duty commercial grade gearbox for years of long-lasting use.

Circle No. 196 on Reader Inquiry Card

Finishing tool clears debris prepares landscapes

The Power Landscape Finisher, from Shaver Manufacturing, is a seed bed preparation and turf maintenance unit that can be used on 3-pt. hitch tractors or skid-steer loaders. An aggressive, "digging roller" teams with a parallel, top-mounted, soil-flow control tube.

The finisher can be used to:

- clear rocks or debris
- dethatch, renovate worn turf prior to reseeding;
- scrape landscape to grade, fill and level;
- backfill, ditch, shape or mound;
- distribute and level topsoil;
- clear brush and vines.

The finisher is available in six- and eight-foot models.

Circle No. 198 on Reader Inquiry Card

Lightweight fairway mower cuts with floating heads

Ransomes America Corporation's Model 250 is a new fiveplex fairway mower with special floating heads to hug the turf for a better cut.

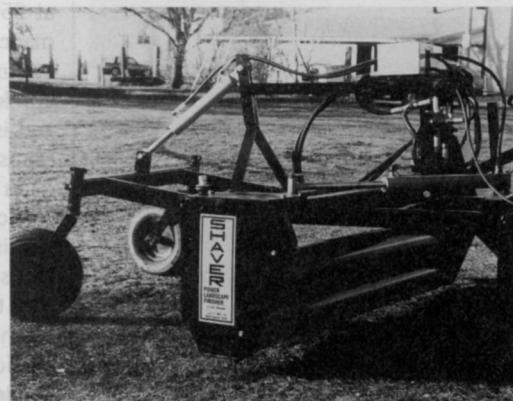
A weight transfer system on the five steerable cutting heads allows them to closely follow ground contours. As a result, the heads do not "bounce" at higher speeds. As a result, the mower leaves a smooth, clean finish over undulating terrain, across the mowers entire 98-inch cutting swath.

The Ransomes 250 is available in three models: a 23 hp two-wheel drive model; a 28 hp and a 33 hp model are available in two- or four-wheel drive. Each has 22 x 5-inch reels in seven- or 11-blade configurations. The bedknife on the Ransomes 250 is replaceable, and is mounted onto a fixed steel bar or a cast iron bar, depending on the model.

Circle No. 197 on Reader Inquiry Card

New greens mower made for 'super quiet' operation

The Toro Company's new Greensmaster 3200 is the first from the company to use a liquid-cooled gas engine, which the company says makes the 3200 the quietest combustion engine mower in the green industry, at 74 decibel noise emis-



PRODUCT REVIEW

sion level.

Standard equipment features of the 3200 include an electronic control unit to simplify operation.

The company has redesigned the floating cutting system and improved the steering system to prevent sliding on tight turns. The carrier frame roller has been eliminated, however the basket is fully independent of the cutting unit. Cutting swath of the 3200 is 59 inches.

Circle No. 199 on Reader Inquiry Card

Get winter turf protection with tested geotextiles

Winter Green is a non-woven, needle-punched polyester geotextile to protect sensitive turfgrasses, which do not enter dormancy, from winter stress.

Developed by Contech, and tested by turf professors at Texas A&M University, Winter Green can be used in sports turf and horticultural applications.

Circle No. 200 on Reader Inquiry Card

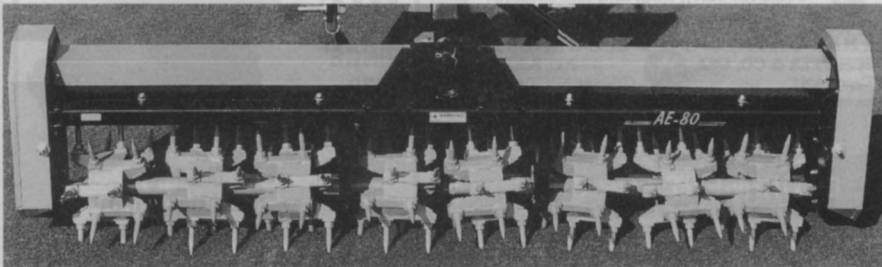
Aerator rotors stay with rough terrain

The new model AE-80 Aera-vator, from First Products, Inc., is mounted on a 3 pt. hitch, on tractors 35 hp or larger.

The PTO power vibrates the tines to penetrate and fracture hard, compacted soil.

The Aera-vator covers an 80-inch wide path. A vertical pivot joint on the hitch unlocks when the unit is lowered, which allows the unit to make sharp turns during operation.

The unit centers on the tractor and locks when lifted. A horizontal pivot point keeps the rotors in contact with the soil over rough ground.



Circle No. 201 on Reader Inquiry Card

Injector tool adjusts to reach one foot deep

The new RZI-4903 root zone injector, from Rogers Innovative, Inc. injects pesticides or performs a fast, light aeration at the rate of 64,800 sq. ft./hr., in a 3 x 3-foot grid.

A deeper, more thorough aeration can be achieved at a rate of 28,800 sq. ft./hr.

The 4903 will inject most any nonabrasive, pumpable liquid, from one-half to one-foot deep.

Superintendents can aerate greens quickly and efficiently, thanks to a high transport speed.



Circle No. 202 on Reader Inquiry Card

ADVERTISER INDEX

101	AgriEvo USA Co./No	7G
102	AgriEvo USA Co./So	7G
103	AgriEvo USA Co.	7G
104	Akzo Nobel Salt	15L
105	American Cyanamid	11
106	American Cyanamid 12G-13G	
107	American Cyanamid 12L-13L	
108	Bush Hog	29
109	Ciba-Geigy Corp.	15
111	Dixon Industries	7L
	Dow Elanco	Cv3
	Dow Elanco	21
112	Echo Inc.	19
113	Fox Valley Systems	34
115	ISK Biosciences/Golf	16a-f
117	John Deere	2G-3G
116	John Deere	2L-3L
120	John Deere	18L-19L
119	Land Pride Turf	37
116	Lofts Seed	Cv4
121	Lofts Seed	Cv4
122	Merck AgVet Div.	23
123	Miles	33
124	Miles	5G
125	Miles	8G-9G
126	Miles	8L-9L
127	Miles	26-27
128	Rhone Poulenc	8-9
129	Spraying Systems	32
130	Tee 2 Green	Cv2
131	Terra Intl.	35
132	Toro Co.	13
133	Turfco	17L
134	Valent U.S.A./No	15G
135	Valent U.S.A./So	15G
136	Valley Mfg.	5

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

Every month the Market Showcase offers the readers of Landscape Management a complete and up-to-date section of the products and services you're looking for. Check it out every month, or you might miss out.

LANDSCAPE MANAGEMENT

"WE KNOW YOUR TURF"

FOR ADVERTISING INFORMATION AND AD PLACEMENT, CONTACT:
Stephanie Stiggers-Smith, 216-891-2719
 1-800-225-4569 (ext. 719)
 Fax 216-826-2865

For all ads under \$250, payment must be received by the classified closing date. VISA, MASTERCARD, & AMERICAN EXPRESS accepted. Send to: Advanstar Marketing Services, 7500 Old Oak Blvd., Cleveland, OH 44130.

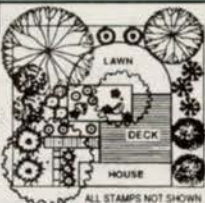
Send blind box replies to: Landscape Management, 131 W. First St., Duluth, MN 55802 (Include box number in address.)

FOR SALE

FREE BOOK OFFER

LANDSCAPE DESIGN KIT 3

1/8" scale set contains: 48 rubber stamp symbols of trees, shrubs, accents, rocks, hedge, railroad tie, stepping stones, and stamp pad.



ALL STAMPS NOT SHOWN

FREE LANDSCAPE DESIGN BOOK WITH YOUR LDK 3 ORDER.

\$77.50 + \$5 s/h VISA/MasterCard, or mo's shipped next day. Checks delay shipment 3 weeks. NO COD's. CA only add 7 3/4% sales tax.

AMERICAN STAMP CO.
 12290 Rising Rd., Dept. LM95L
 Wilton, CA 95693
 Voice/FAX (916) 687-7102

Free offer expires 30 days from publication date

THE TREE SAVER

YOU CAN STAKE UP TO 20 TREES PER HOUR WITH THE TREE SAVER™ TREE STAKE KITS

Our unique rubberized tree anchoring system saves time & money, grows stronger root systems and helps protect you from injury liability. Call today for a **FREE** product sample.

1-800-833-5323

Lawson Landscape Products, A Division of Lawson & Lawson, Inc. 35 Industrial Drive, P.O. Box 1784, Martinsville, IN 46151

TREE STAKE KITS

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 themselves. 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, Suite 3200
 Columbus, OH 43215-5917

Tulip Bulbs at Wholesale Prices

Colorblend™ collections of spectacular bulbs for early, mid, and late seasons. **Finest Quality and Size**
FREE CATALOG 1-800-877-8637
SCHIPPER & CO. USA P.O. Box 7584
 Dept. 14045 Greenwich, CT 06836

EQUIPMENT FOR SALE

TRUCKCRAFT



PICKUP INSERT DUMPER
 For **FREE** brochure, call toll free 24 hr.
1-800-755-3867
 WE SHIP NATIONWIDE

The next ad closing for
 LANDSCAPE MANAGEMENT is
May 15, 1995
 for the June 1995 issue.

EQUIPMENT FOR SALE

Underground Cable-Layer, Pipe-Layer

800 LB. BRUTE ON TRACKS



TRANSPORTS VAN, MINI-TRUCK

TO 16" DEPTH

SAVE TIME!

TO PROFIT

GAIN! \$

SINCE 1972



Boring Attachment Available

Fast Parts Delivery & Service



Line-Ward Corp.
 157 Seneca Creek Road
 Buffalo, New York 14224
 Fax: (716) 674-5334

Phone: (716) 675-7373 / (800) 816-9621

DAKOTA TREE SPADE

TREE SPADE

Lightweight, Variable Size Rootball (16" - 28"). Available in 4 models (towable, bucket mount, 3 pt. and skid steer).

MID DAKOTA CORP.

Box 728 • Garrison, ND 58540

Phone (701)337-5619 or 1-800-327-7154

GSA Contract No. GS-00F-5442A



Circle No. 305 on Reader Inquiry Card

Circle No. 301 on Reader Inquiry Card

MISCELLANEOUS

LANDSCAPING ROCK

EDUCATIONAL OPPORTUNITIES



35'x60'x10'
\$6,798

Build it yourself! Save \$\$\$!

• 5000 Sizes • All Steel

Call Today For Brochure and Price Quote

HERITAGE BUILDING SYSTEMS
800-643-5555

Classified Advertising Pays...
Make it Pay for YOU!

LANDSCAPING ROCK

- Various Colors, Shapes and Sizes up to 4 tons
- 25.00 a ton picked up • 1 ton minimum

BOYAS EXCAVATING

11311 ROCKSIDE ROAD VALLEY VIEW, OH 44125
(216)-642-8800

The next ad closing for
LANDSCAPE MANAGEMENT is
May 15, 1995 for the
June 1995 issue.

CAREER TRAINING IN HORTICULTURE!

New York Botanical Garden offers a two year program of practical field work and academic classes in
BOTANY • HORTICULTURE • LANDSCAPE DESIGN

Write or Call...

School of Professional Horticulture,
New York Botanical Garden, Bronx, NY 10458
(718) 817-8797

Classified Advertising is

- **EASY**
- **EFFECTIVE**
- and
- **ECONOMICAL**

LANDSCAPE MANAGEMENT

CLASSIFIEDS

For all ads under \$250, payment must be received by the classified closing date. We accept Visa, Mastercard & American Express. Credit card orders are accepted by phone. Send ad copy with payment to **Stephanie Stiggers-Smith, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130** or call **216-891-2719**. Fax Number 216-826-2865.

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

BUSINESS FOR SALE

ORGANIC TREE & SHRUB CARE BUS. FOR SALE

Profitable franchise in San Francisco Bay area.
Strong name recognition. Grossing \$1.3MM.
Turnkey operation. Substantial growth opportunity.
Robert Gurrola 408-977-7860. Client#100346.

VERY REPUTABLE 16yr. ESTABLISHED CENTRAL N.J. COMMERCIAL LANDSCAPE COMPANY. MAINTENANCE, CONSTRUCTION, IRRIGATION & SNOW PLOWING ACCOUNTS WITH MULTI-YEAR CONTRACTS IN PLACE. 1.5 MIL. YEARLY AVERAGE GROSS. ONLY SERIOUS INQUIRES PLEASE. \$750,000 FAX INQUIRES TO 908-688-3231. 4/95

FOR SALE

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. 800-597-8283. 12/95

FREE Catalog-Commercial Mower Parts. Walkbehinds-Riders. America's Largest Manufacturer and Distributor of Better Built Line of Parts and Equipment. Huge 130 Page Catalog-Call Today-Preco Distributors, 1-800-428-8004-USA, 1-800-421-3900-MA. Call 24 hrs. 4/95

EDUCATIONAL OPPORTUNITIES

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. Call 1-800-326-9221 or write Lifetime Career Schools, Dept: LF0115, 101 Harrison Street, Archbald, PA 18403. 12/95

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. TF

Tree/shrub Spray Tanker-600 gal. stainless steel, 400/200 split. Hannay elec. reels w/hose, all pumps & plumbing inc. tank mounted on full wrap around diamond plate bed w/step bumper. removed from Ford Super-duty truck. \$4,250.00, Bill Swann, 201-992-0598. 4/95

1991 Lesco 5 gang fairway mower model 500D S/N 500DD1353, with 3 cylinder Kubota Diesel, 8' cut, 600 hours, like new, \$8,750.00 or best offer. Phone 708-469-2285. 4/95

SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, and Kohler engines & 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. (800)397-7509, FAX (815)455-7366. 12/95

LAWN and/or TREE CARE TRUCK 1987 Ford F-350, 6.9 1 Diesel, Manual trans, 450 gal. fiberglass tank, 2 hose reels, PTO driven Hydro-Call D-25. Capable of spraying both lawn and trees, \$6,000. Moyer Lawn Care (215)721-2810, ask for Bob Williamson. 4/95

Mail Blind Box Replies to:
LANDSCAPE MANAGEMENT
Classified Ad Department,
131 W. First St., Duluth, MN 55802
Please include box number in address!

REINCO HYDROGRASSERS and power mulchers in stock. Opdyke Inc., (Philadelphia Area) 215-721-4444. 1/95

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. 1/95

BUSINESS WANTED

Are you interested in selling your small to medium sized Lawn Care company? We can probably help! We are currently searching for lawn spraying companies throughout the United States and Canada. If you wish to discuss this possibility further please contact: **John Kloosterhuis**, 476 Evans Avenue, Etobicoke, Ontario Canada M9W 2T7, Phone: (416)253-6540 or Fax: (416)253-6891. 5/95

HELP WANTED

SUPERVISOR; GREENTREE, INC. one of the South-east's leading landscape firms has outstanding opportunities for motivated leaders to supervise maintenance crews. **WE OFFER: 4 DAY WORK WEEK, TOP INDUSTRY SALARY, FULL BENEFIT PACKAGE, 401K PROGRAM, AND ADVANCEMENT OPPORTUNITIES.** Successful candidate will have exp. in landscape supervision, strong communication skills, Bi-lingual helpful, degree preferred. Apply to: Human Resources **GREENTREE, INC.**, 1640 Roadhaven Drive, Stone Mountain, GA 30083. Tele: 404-938-8080, Fax: 404-934-0919 EOE. 4/95

HELP WANTED

ATLANTIC PLANTSCAPES: We are currently seeking key people to work interior and/or exterior departments. We offer competitive salary, excellent benefits and unlimited opportunities in our: Richmond, VA; Hampton Road (Virginia Beach), VA; and Research Triangle (Raleigh), NC offices. Please call, fax or mail us a resume. Atlantic Plantscapes, 1400B Nowell Rd., Raleigh, NC 26707. Phone 919-233-2930, Fax 919-233-2941. 5/95

Connecticut firm seeks working foreman with good experience in all phases of landscape construction and irrigation installation. A good knowledge of plants a must. Fax or mail resume to: BOMBACI LANDSCAPE, 45 Plains Rd., Essex, Ct. 06426, 203-767-8548. 4/95

MAINTENANCE MANAGERS & SUPERVISORS: One of the nation's largest and fastest growing full service landscape companies has an immediate need for experienced maintenance managers and superintendents, as well as entry level maintenance supervisors in the Midwest, Southwest, Mid-Atlantic, Northeast and Southeast states. The company seeks energetic, team oriented college graduates with proven leadership, communication and interpersonal skills. The company offers full-time positions, excellent advancement opportunities and exceptional compensation and benefits with an industry leader celebrating more than 50 years of uncompromising customer service. For immediate confidential consideration, please send or fax your resume to: The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9630, EOE 3/95

LANDSCAPE CONSTRUCTION SALESPERSON One of the largest, top quality landscape contracting companies in the Southeastern PA and NJ areas is seeking salesperson with 3-5 years landscape construction sales and estimating experience. Excellent working atmosphere for career minded individuals. Send or fax resume and salary history to Personnel Dept., Pennink Arrimour, Inc., 1965 Byberry Rd., Huntingdon Valley, PA 19006, fax (215)659-9317, EOE. 4/95

NURSERY MANAGER & CREW SUPERVISORS Renfro Landscape Company Inc., a successful Design/Build firm and established leader serving Southwest Florida for over 25 years is seeking a Horticultural Graduate to train in nursery management. Opening are also available for experienced Landscape Crew Foreman. Competitive wages are enhanced with health benefits & profit sharing. Affordable company housing may be available. Naples is located on the southwest coast of Florida and offers a mild climate, excellent recreational opportunities & schools. Send resume to: Renfro Landscape Company, 1076 Goodlette Rd., Naples, FL 33999. Phone (813)262-4102 Fax (813)262-0161. 4/95

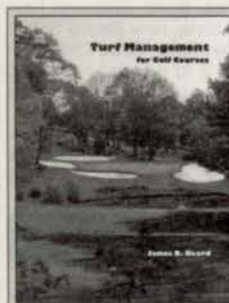
OPERATIONS MANAGER: Hermes Landscaping has an immediate opening for an individual to oversee the installation of landscaping and sprinkler systems on large commercial projects. Candidates should have supervisory experience and related background. Bachelors degree preferred. Sal. range 25k-35k + benefits. Hermes has been providing quality service for 30 years and we currently have a lot of contracts to fulfill. Come join our team. Send resume to: Hermes Landscaping, P.O. Box 14336, Lenexa, KS 66215. (913)888-2400 EOE. 4/95

GROUNDS MANAGEMENT SALES: Career position with established 88 year old quality building services company. NY, NJ, PA areas. Background in sales to corporate clientele. Strong motivation, proven sales experience. Must be articulate, organized, aggressive. Duties: prospecting, estimating, sales. Send resume. CONTROL SERVICES, 737 New Durham Rd, Edison, NJ 08817. Fax (908)548-4359. 5/95

VIRGINIA TURFGRASS FARM/PRODUCTION SUPERVISOR POSITION Career-oriented individual with 3-5 years work experience in managing turfgrass production with knowledge of both warm season and cool season grasses. Turf management degree is desired, but not mandatory. Experienced in business management and "on-hands" production basics essential. This position requires the individual to be willing, able and result-oriented necessary to the planning and leading of the operation. Salary commensurate to experience. Benefits include 100% paid medical insurance and paid vacation leave. For more information, contact J. L. Kidwell (804)689-2863. 4/95

LANDSCAPE SALES MANAGER Menne Nursery has a unique opportunity for an experienced individual to develop and run our residential and commercial landscape division. Other duties would include hiring, training, designing and selling. Must have management as well as landscape design/sales experience. The position is full time and offers exceptional compensation and benefits with an industry leader in the Buffalo area celebrating 56 years of uncompromising customer service. Send resume to: Menne Nursery Corporation, 3100 Niagara Falls Blvd., Amherst, NY 14228, ATT: Gary Sokolowski. 3/95

LANDSCAPE MANAGEMENT BOOKSTORE



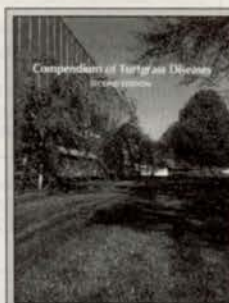
Turf Management for Golf Courses

by James Beard

642 pages, hardcover

LSM-BK-615

\$77.00



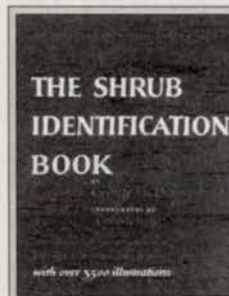
Compendium of Turfgrass Diseases

by Richard Smiley, Peter Dernoeden & Bruce Clark

128 pages, softcover

LSM-BK-650

\$30.00



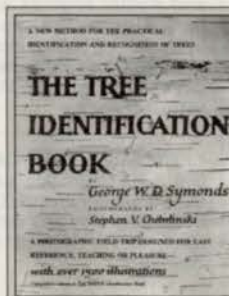
The Shrub Identification Book

by George Symonds

379 pages, softcover

LSM-BK-720

\$19.50



The Tree Identification Book

by George Symonds

272 pages, softcover

LSM-BK-750

\$17.50

Call 1-800-598-6008

Outside the U.S. call 216-826-2839

Advanstar Marketing Services • 7500 Old Oak Blvd. • Cleveland, OH 44130

BUSINESS REPLY MAIL

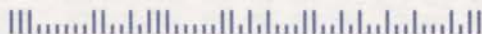
FIRST CLASS MAIL PERMIT NO 950 PITTSFIELD MA

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
UNITED STATES



Use Your New
**LANDSCAPE
MANAGEMENT**
Reader Service
Card to receive
FREE
information on
products
and services
advertised
in this issue.

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

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

LANDSCAPE MANAGEMENT

APRIL 1995
This card is void
after June 15, 1995

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) _____

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: YES NO

Signature: _____ Date: _____

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

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

LANDSCAPE MANAGEMENT

APRIL 1995
This card is void
after June 15, 1995

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) _____

I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: YES NO

Signature: _____ Date: _____

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

LANDSCAPE MANAGEMENT

APRIL 1995
 This card is void
 after June 15, 1995

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 0025 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 0135 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



BUSINESS REPLY MAIL

FIRST CLASS MAIL PERMIT NO 950 PITTSFIELD MA

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
 UNITED STATES



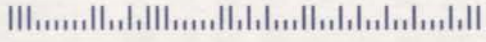
BUSINESS REPLY MAIL

FIRST CLASS MAIL PERMIT NO 950 PITTSFIELD MA

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
 UNITED STATES



Use Your New
**LANDSCAPE
 MANAGEMENT**
 Reader Service
 Card to receive
FREE
 information on
 products
 and services
 advertised
 in this issue.