**(Scoreboard)**

**Classifieds**

- **Display Rates:** (Per Column Inch)
  - 1x: $140
  - 6x: $115
  - 3x: $130
  - 12x: $100

- **By The Inch Rate:**
  - $55.00 per inch, per insertion. Initials and abbreviations are acceptable.
  - Minimum charge $55.

- **Business Card Rates:**
  - 1x: $300
  - 6x: $275
  - 12x: $250

- **Deadline:**
  - The 10th of the month prior to publication date.

- **Note:**
  - Classifieds are payable in advance. Ads using cuts or special borders will be charged at display rates. Ads are non-commissionable. Blind ads will be charged an additional $10.

- **For Space Reservation Contact:**
  - Mindy Covey, Classified Sales
  - 2101 S. Arlington Heights Road
  - Arlington Heights, IL 60005-4142
  - (847) 427-2044 • FAX (847) 427-2037

**Pond and Lake Liners**

- Buy direct from fabricator
- 20, 30, 40 mil PVC, Hypalon, HDPE & Polypropylene
- Custom fabricated panels of up to 25,000 S.F. Material only, Material & Supervision or Complete Installation Service available.

- **Colorado Lining Company**
  - (800) 524-8672
  - 1062 Singing Hills Rd.
  - Parker, CO 80134
  - (303) 841-2022
  - FAX: (303) 841-5780

**Help Wanted**

**Technical Grounds Products Rep**

Opti-Gro, a division of a world-wide manufacturing corporation, is looking for a motivated individual with a life-science background. We manufacture and market a complete line of technical grounds care products. Our sales representatives enjoy financial growth and the opportunity to advance. Customers include municipalities, institutions, industry and many others. We offer:

- Thorough Training
- Local Territory
- Repeat Sales

If you have a successful background and are willing to make a commitment, please send resume to:

John Hawkins
Opti-Gro
One Mack Centre Drive
Paramus, NJ 07652
or fax resume to 201-261-7882

Positions available in the North East

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**Advertising Sales**

- **Deanna Morgan**
  - Advertising Sales
  - 68-860 Perez Road, Suite J
  - Cathedral City, CA 92234
  - (619) 770-4370
  - Fax: (619) 770-8019

- **Catherine Upton**
  - National Sales Manager
  - Huntington Beach, CA
  - (714) 377-7735
  - Fax: (619) 377-9115

- **Liz Richards**
  - National Sales (West)
  - 20331 Bluffside Circle, Suite 212
  - Huntington Beach, CA 92646
  - (714) 969-3726
  - Fax: (714) 969-8227

- **Marsha Dover**
  - National Sales (Midwest)
  - 402 Riverview Drive
  - Marietta, GA 30067
  - (770) 850-9142
  - Fax: (770) 951-5662

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