**For Sale**

**VERTI-DRAINS FOR SALE**

Nation's #1 Distributor has trade-in overload.

All older model aerifyers

(005.120, 105.145, 305.200, $200h)

Made for greens, tees, fairways, sportsfields, etc. Prices starting at $2000 for "as is" or will rebuild for additional cost. These Verti-Drains are the older slower design, but can be made to operate almost as cleanly as the new style.

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Used Verti-Drain Parts

All parts in good serviceable condition.

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**Help Wanted**

**Irrigation Technicians**

Reputable contractor in Chicago area seeks career-minded individuals for service technician positions. Must have 5-10 years experience. Good communication skills. Good driving record. Work independently with little supervision. Excellent pay with benefits. Year-round employment.

Send Resume to:
Personnel CENTRAL LAWN SPRINKLERS, INC.,
239 King Street, Elk Grove Village, IL 60007.
Fax (847)364-9774, email centralirrigation@msn.com

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**Call Chris Dziubla for Classified Rates and Information (630) 295-9617**
son?” was sadly answered “yep.”

The lesson: To find a customer’s real need, you’ve got to ask a few questions. But don’t ask too many.

KNIGHTS OF THE MIDDLE AGES
Do not confuse this with “middle-aged knights,” because back then people rarely survived past about 37. And that’s only if they worked out at a health club, and avoided people with the plague.

But crusading knights — who often encountered highway robbers — created a unique currency we still use today. They simply engraved their rings with their coats-of-arms. Merchants kept a master list of these insignias, and billed them accordingly. That way, they got paid quickly...probably by over-knight mail.

The lesson: Offer your customer a variety of payment plans.

LEONARDO DE VINCI
Some claim this Renaissance figure was the brightest human who ever lived. Unfortunately, we cannot prove this, because his high school did not give SAT tests.

Leonardo excelled in more fields than a hyperactive farmer. He painted...he sculpted...he studied astronomy and anatomy. He’s often credited with drawing the first bicycle, the first airplane and the first helicopter. Were he still alive today, he’d probably have more frequent-flyer miles than anybody.

The lesson: Whenever Leonardo had an idea, he’d write it down in a notebook. You can do the same...and your next idea could change the world.

WILLIAM HENRY HARRISON
Ole Tipi-pacana. You remember him, don’t you? The former President? Remember what he did in office? Mainly, he just died.

When he got elected in 1840, he crafted a tonsil-busting, three-hour-long speech; bad idea. He spoke on a rainy day...caught pneumonia...took a turn for the worse...then took a turn into the cemetery. That’s how he became an ex-president.

The lesson: When you’re ask to speak at a social or civic club, make it short and sweet. Whose speech do you remember best? Harrison’s...or Lincoln’s three-minute Gettysburg Address?

Rix Quinn specializes in marketing and sales ideas. He’d love to hear from you...and to hear marketing problems you’d like him to discuss. E-mail him at rquinn1@airmail.net.

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- Use MACRO-SORB® foliar to increase photosynthetic activity, especially during periods of stress, and throughout the year to enhance your foliar spray program.

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