

CLASSIFIEDS

For Sale

VERTI-DRAINS FOR SALE

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

All older model aerifiers
(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.
Commercial Turf & Tractor 800-748-7497

FOR SALE 50% OFF

Used Verti-Drain Parts

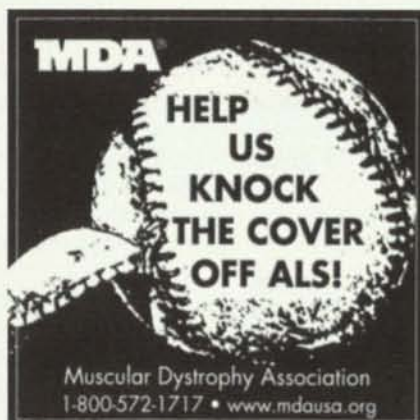
All parts in good serviceable condition.
Commercial Turf and Tractor 800-748-7497

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



Call

Chris Dziubla

for Classified Rates and

Information

(630) 295-9617

Advertiser's Index

Company.....	Page	Circle #	Company.....	Page	Circle #
Adams Book Guild	33		National Mower	20	113
Bannerman Ltd.	19	110	Nutramax	43	128
Bishop Enterprises	34	121	Partac Peat Corp.	26	117
Carolina Green Corp.	21	112	Pro's Choice Inc.	27	118
Covermaster Inc.	13	108	Roots Inc.	23	114
Cygnat Turf & Equipment	40	126	Stabilizer Solutions Inc.	22	111
Diamond Pro	42	127	Thomas Brothers Grass	39	125
First Products Inc.	14	109	Tifsport	32	120
Floratine	31	119	Tiftway	12	107
Flowtronix	5	102	Toro	44	129
Geoturf	12	106	Turf Specialties Inc.	34	122
Goulds Pump	38	124	Turfco Mfg.	25	116
Jacklin Seed/Medalist	37	123	Typar turf Blankets	24	115
John Deere	2, 3	101	West Coast Turf	9	103
Laser Leveling Inc.	11	105			
Level Best	10	104			

Real live ideas...

continued from page 34

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 Tippacano. 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 asked 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.

sportsTURF Sales Territories

CT, DC, DE, IN, MA, ME, MI, NH,
NJ, NY, OH, PA, RI, VT

Paul Garris

35 Greenbriar, Aurora, OH 44202
(330) 562-2512 (330) 562-3512 (fax)
pgarris@mail.aip.com

AK, AZ, CA, CO, HI, ID, MT, NM,
NV, OR, UT, WA, WY

Rebecca Nelson

25422 Trabuco Rd., STE. 150 #255,
Lake Forest, CA 92630
(949) 455-1219 (949) 455-0449 (fax)
rmnelson@mail.aip.com

AL, AR, FL, GA, KS, KY, LA, MD, MS,
NC, OK, SC, TN, TX, VA, WY

Deanna Morgan

2565 N. Arbor Trail,
Marietta, GA 30066
(678) 445-5211 (678) 445-5611 (fax)
dmorgan@mail.aip.com

IA, IL, MN, MO, NE, ND, SD, WI

Colleen Murphy

Millennium Marketing Group, Ltd.
2028 N. Stanton Ct., Arlington Heights, IL 60004
(847) 590-1162 (847) 590-1163 (fax)
cmurphy@earthlink.net

No other infield conditioner maintains the game readiness of your playing field better than Diamond Pro.

Call 1-800-228-2987 for more information or click on www.diamondpro.com.



DIAMOND PRO

Circle 127 on Inquiry Card

Tools of the Trade



MAXIMUM PROTECTION FROM STRESS WITH AMINO ACID BIOFERTILIZERS



Use MACRO-SORB® radicular throughout the growing season to increase nutrient absorption and enhance root growth and development.



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



Use QUELANT®-K to enhance synthesis of carbohydrates and increase turfgrass tolerance to heat, drought, cold, traffic, disease, and other adverse conditions.



Use QUELANT®-Ca to correct a calcium deficiency within the plant or once a month to keep calcium levels sufficient throughout the year.

Call 800-925-5187 for your nearest distributor
www.nutramaxlabs.com