CLASSIFIEDS

RATES: $1.25 per word (minimum charge, $40). Bold face words or words in all capital letters charged at $1.50 per word. Boxed or display ads: $105 per column inch-1 (one inch mini-
num) $100-3x; $95-4x; $90-5x; $85-12x. (Frequencies based on a calendar year). Agency commissions will be given only when called for by the advertiser. For agencies using a blind box number, add $20 to total cost of ad per issue. Send ad copy with payment to Brian Kanaba, LANDSCAPE MANAGEMENT. 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-3155. Fax Number 216-826-2865. VISA MASTERCARD and AMERICAN EXPRESS accepted.

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

BUSINESS OPPORTUNITIES

Attention Employers and Job Seekers! Employers submit current job openings to the quickest, least expensive and most comprehensive job listing publication in landscaping, grounds/golf course maintenance & related horticulture fields. Ad deadlines are the 3rd & 17th of each month. $14.95 for unlimited detail and nationwide exposure. Call for vacancy notice form. Job Seekers subscribe to the freshest source of national job openings in the fields of horticulture, 6 issues (3 mos), for only $19.95. MC/Visa. Call 1-800-428-2474, Fax 1-800-884-5198. Ferrell's JOBS IN HORTICULTURE, 154 E. Chapel Ave., Carlisle, PA 17013-3435.

EXCELLENT BUSINESS OPPORTUNITY, FOR SALE: APPROXIMATELY 6000 MEXICAN FAN PALMS CER- APPROXIMATELY 6000 MEXICAN FAN PALMS CER-

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, current openings in detail. Call 800-326-3230 or write Lifetime Career Schools, Dept. LFT0183, 101 Harrison St., Archbald, PA 18403.

NaturaLawn® of America provides the Green Industry a successful, growth oriented, lawn care program. Discuss the opportunities available to you by calling the leader in organic-based lawn care. The franchise opportunity of the 90's. 800-989-5444.

SOFTWARE

Route Manager System for scheduling and accounts receivable record keeping. Serving the Lawn Care Industry since 1982. List price $350. Fortunate Com-

HELP WANTED

Landscape Management, November 1993 59
HELP WANTED

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 625 Mabury Road, San Jose, CA 95133. 11/93

License Design/Sales: Established landscaping company is seeking a highly qualified, motivated person for residential and commercial landscape design and sales. Candidate must have at least three years experience and should exhibit strong communicative and personal skills with a vast knowledge of Southeast Region plant material. Contact or send resume to: Mike Summers, Gradco, Inc., 7341 Cahaba Valley Road, Birmingham, Alabama 35242, Phone: (205)991-3981. 11/93

KT ENTERPRISES, INC., a commercial landscape management firm servicing the Washington, DC Metropolitan market, is now accepting applications for employment in their landscape management department for the 1994 season and beyond. All positions offer excellent salary, health benefits, retirement and, most importantly, an incomparable opportunity to work in a quality organization that will continue to strive for outstanding satisfaction. Please send resume to: Mr. Doug Sevacko, KT Enterprises, Inc., 4001 Westfax Drive, Chantilly, VA 22021 if you are interested in any of the following positions: Purchasing Agent, Maintenance Superintendent, Foreman, Maintenance Department Foreman, Pruning Department Foreman, Floral Installation Foreman, Turf and Ornamental Plant Specialist. 11/93

LANDSCAPE CONSTRUCTION: We are an award-winning commercial landscape company based in Austin, Texas. Our primary focus has been landscape and irrigation management. We have developed a national reputation for delivering consistent quality projects that will continue to exceed the customer's expectations. If you have an established track record of securing and building quality projects, we want to visit with you. This is a leadership position with bottom-line accountability. Successful applicant will have minimum of five years experience, degree in related field and clear communication skills. Salary, profit sharing and benefits are best in the industry. Qualified applicants please send resume to: Mr. B. Low, The Road Selling, 1B. 1A. 4. PROGRESSIVE COMPANY, LEADER IN THE NURSERY INDUSTRY, IS INTERVIEWING FOR: SALES CUSTOMER SERVICE POSITION, LOCATED IN CENTRAL NEW ENGLAND. APPLICANT MUST BE POSITIVE, ENERGETIC, ASSERTIVE, WITH 2-3 YEARS EXTENSIVE KNOWLEDGE OF NURSERY PRODUCTS; LANDSCAPE CONTRACTORS; TELEMARKETING; CUSTOMER INTERPERSONAL RELATIONSHIPS; SHIPPING; INVENTORY CONTROL, PROCESSING ORDERS, AND DESIRE FOR ACCOUNT RESPONSIBILITY WITH LIMITED ON THE ROAD SELLING. SALARY, BENEFITS, AND GROWTH POTENTIAL MATCH THE EXPERIENCE NECESSARY FOR THIS POSITION. SEND RESUMES AND SALARY HISTORY TO BOXHOLDER, PO Box 1254, Hartford, CT 06143-1254. 11/93

LANDSCAPE SUPERINTENDENT: Rapidly growing, progressive Chicago firm seeks aggressive self-motivated individual for a maintenance superintendent position. Must have experience in scheduling, purchasing, quality control, customer relations, training, and personnel policies. A strong horticultural background and a familiarity with corporate and commercial sites a must. Send resume to: Tandem Landscape Company, Attn: James DeRoche, 33W480 L.A. and have extensive experience with Design/Build background. Please send your resume to: SCAPEs, INC., 1355 Terrell Mill Rd, Bldg. 1492, Suite 150, Marietta, GA 30067 or fax to 404-956-0140. 11/93

LANDSCAPE ARCHITECT: A well established landscape firm in the metro Atlanta area is now hiring a Landscape Architect. Candidate must be registered L.A. and have extensive experience with Design/Build background. Please send your resume to: SCAPEs, INC., 1355 Terrell Mill Rd, Bldg. 1492, Suite 150, Marietta, GA 30067 or fax to 404-956-0140. 11/93

STATEMENT OF OWNERSHIP MANAGEMENT AND CIRCULATION

(Required by 39 U.S.C. 3685)

1A. Title of Publication: LANDSCAPE MANAGEMENT
1B. Publication Number: 08941254
2. Date of Filing: 9-24-93
3. Frequency of Issue: Monthly
3A. Number of Issues Published Annually: 12
3B. Annual Subscription Price: $30.00
4. Complete Mailing Address of Known Office of Publication: 131 West First Street, Duluth, St. Louis County, Minnesota 55802-2067
5. Complete Mailing Address of the Headquarters of General Business Offices of the Publisher: 7500 Old Oak Boulevard, Cleveland, Ohio 44130
6. Full Names and Complete Mailing Address of Publisher: Jon Mioduki, 7500 Old Oak Boulevard, Cleveland, OH 44130
6A. Owner: All Common Stock of Advanstar Communications Inc. is owned by Advanstar Holdings Trust, 7500 Old Oak Boulevard, Cleveland, OH 44130. Holders of 1.0% or more of the outstanding shares of Advanstar Holdings Trust as of July 7, 1993: General Electric Capital Corporation, 392 Long Ridge Road, Stamford, CT 06902; UMBW & Co., c/o United Missouri Bank N.A., PO Box 419260, ATTN: Trust Operations, Kansas City, MO 64141; How & Co., c/o The Northern Trust Company, 50 S. LaSalle Street, Chicago, IL 60605; Arthur & Co., 3434 Notre Dame Center, Minneapolis, MN 55402; Luthier Brotherhood, 625 Fourth Avenue South, Minneapolis, MN 55415; Michael L. Aster, 859 Willmore Street, Eugene, OR 97440; Goldman Sachs & Co., 85 Broad Street, New York, NY 10004; TCW Special Placements Fund II, Richard Grantham, Trust Company of the West, 400 S. Hope Street, Los Angeles, CA 90071; Edward A. Daster, c/o Advanstar Holdings Trust, 7500 Old Oak Boulevard, Cleveland, OH 44130; Kidder Peabody Group, Inc., 2 Broadway, New York, NY 10004; Gerlach & Co., c/o Citibank NA, 20 Ex Pk Sq. Box 1530, Grand Central Station, New York, NY 10043.
7. Holders of 1.0% or more of Advanstar Communications Inc. Mortgages or Other Securities as of July 7, 1993: General Electric Capital Corporation, 392 Long Ridge Road, Stamford, CT 06902; Society National Bank, 500 Superior Avenue, Cleveland, OH 44114; I & A International Co., Ltd., c/o Kidder, Peabody & Co., 10 Hanover Square, New York, NY 10005; Bank of the West, 180 Montgomery Street, San Francisco, CA 94104; Mitsui-Nevitt Capital Corp., 330 Madison Avenue, New York, NY 10017; Norwest Bank MN NA, 230 West Superior Street, Duluth, MN 55802; Nippon Housing Loan Co., Ltd., c/o Kidder, Peabody & Co., 10 Hanover Square, New York, NY 10005; Kansallis-Osake-Pankki, 575 Fifth Avenue, New York, NY 10017.
8. Does Not Apply
9. Extent and Nature of Circulation

<table>
<thead>
<tr>
<th>Issue Type</th>
<th>Average No. Copies</th>
<th>Average No. of Copies of Single Issue Published Nearest to Filing Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Total Number of Copies (Net Press Run)</td>
<td>48,296</td>
<td>48,190</td>
</tr>
<tr>
<td>B. Paid and/or Requested Circulation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Sales through dealers and carriers, street vendors and counter sales</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>2. Mail Subscription</td>
<td>44,099</td>
<td>44,881</td>
</tr>
<tr>
<td>C. Total Paid and/or Requested Circulation</td>
<td>44,099</td>
<td>44,881</td>
</tr>
<tr>
<td>D. Free Distribution by Mail, Carrier or Other Means</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Complimentary, and Other Free Copies</td>
<td>3,468</td>
<td>3,059</td>
</tr>
<tr>
<td>E. Total Distribution</td>
<td>47,567</td>
<td>47,940</td>
</tr>
<tr>
<td>F. Copies Not Distributed</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Office use, left over, unaccounted, spoiled after printing</td>
<td>729</td>
<td>250</td>
</tr>
<tr>
<td>2. Return from News Agents</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>G. TOTAL</td>
<td>48,296</td>
<td>48,190</td>
</tr>
</tbody>
</table>

I certify that the statements made by me above are correct and complete.

Signed: Robert A. Dahl, Circulation Director

ADVERTISER INDEX

101 Andersons .......................... 35
102 Dow Elanco (LCO) .................. 6-7
103 Dow Elanco (LCO) ................ 54-55
104 Excel ................................ 39
105 General Motors Corp .............. 44-45
106 Grasshopper ......................... 11
107 Harmony Prod ....................... 40
108 Hinkler ............................. 44
109 Howard Price ......................... 19
110 ISK Biotech .......................... CV3
111 Knox ................................ 46-47
112 John Deere (LCO) .................... 2-3
113 John Deere (Golf) ................. 2-3
114 Koos .................................. 48
115 Lesco ................................ 25
116 Lofts .................................. CV4
117 Monsanto (LCO) ...................... 36-37
118 Monsanto (Golf) ................. 36-37
119 Nor Am .................................. 41
120 Pickseed ............................. 17
121 Sandoz (LCO) .......................... 20-21
122 Sandoz (Golf) .......................... 20-21
123 Tee 2 Green .......................... CV2
124 United Horticulture ............... 23
125 Walker Mfg ........................... 26
126 Wells .................................. 53

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