# CLASSIFIED SHOWCASE

# Landscape

Each and every month the Landscape Management Classified Showcase offers an up-to-date section of products, services, job opportunities & more!

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

BOX NUMBER REPLIES: Landscape Management, LM Box#, 131 W. First St., Duluth, MN 55802

FOR ADVERTISING INFORMATION AND AD PLACEMENT, CONTACT:

LESLIE ZOLA, 440-891-2670, 1-800-225-4569, (ext. 2670), Fax: 440-826-2865 Email: Izola@advanstar.com

## **Business For Sale**

#### FOR SALE

#### Commercial Landscaping Company Massachusetts

- Over 20 years of continuous growth
- Over \$1,100,000.00 sales last four years
- Over \$775,000.00 in equipment value
- Over \$425,000.00 in Real Estate
- Over 80 client customer base

Asking \$1,600,000.00 Owner Financing Available

Contact: HRI Services Inc. Phone: 781-278-0215 Fax inquiries: 781-278-0259

GREATER PITTSBURGH, PENNSYLVANIA AREA LANDSCAPE CONSTRUCTION BUSI-NESS. Well established Est. 10 years. Turnkey with experienced staff, owner motivated, \$900,000 gross. High growth potential, optional propertypurchase/lease. Trucks & equipment available if needed. Seller financing & willing to assist in transition. \$200k sold for spring, seller is exploring other business interests. Asking \$220,000. Mail inquiries to: PO Box 44324, Pittsburgh, PA 15205. 3/00

Unique lucrative, long established service business with nursery, acreage and facilities in affluent resort community. Approximately six acres, plus buildings, vehicles and equipment. Excellent contracts. Please reply to Email: janeschwiering@ norris-realestate.com 03/00

# GET FAST ACTION WITH CLASSIFIED ADVERTISING

Call Leslie Zola: 1-800-225-4569 ext. 2670 Fax: 440-826-2865 E-mail: lzola@advanstar.com

## **Business Opportunities**



WANT TO BUY OR SELL A BUSINESS?

Professional Business Consultants can obtain purchase

offers from numerous qualified potential buyers without disclosing your identity. There is no cost for this as Consultant's fee is paid by the buyer. This is a *FREE APPRAISAL* of your business.

If you are looking to grow or diversify through acquisition, I have companies available in Lawn Care, Grounds Maintenance, Pest Control, Landscape Installation and Interior Plant Care all over the U.S. and Canada.

P.B.C. 19 W. 555 Central Ave, Downers Grove, IL 60516

708-744-6715 • Fax 630-910-8100

BIO-GREEN FERTILIZING SYSTEMS AND FERTILIZERS is looking for motivated distributors in your area. Economical, environmentally friendly way to feed trees, shrubs and turf. GREAT INCOME POTENTIAL! Call toll free, 877-557-8866 or visit our web site: www.Bio-Green.com 3/00

BUSINESS OPPORTUNITY- Energetic person needed to market environmentally friendly liquid slow-release fertilizer and 0-0-25-17S, chelated micro-nutrients, drift control, surfactants and many other products to turf and landscape industry. Buy direct from manufacturer. Free catalog. Call: 800-832-9635. Fax: 320-238-2390. Email: kfranke@clear.lakes.com 11/00

ERANCHISE OPPORTUNITY- NaturaLawn of America continues to grow at record levels. We can provide you with our proven marketing and advertising strategies, proprietary state of the art natural, organic-based fertilizers, and ongoing support to grow your business. Isn't it time for you to join a company on the cutting edge where you become a leader- not a follower? Call us today at 800-989-5444 to learn how you can become a NaturaLawn of America franchise owner too. 4/00

Edu	ıcatio	onal	Opp	ortu	nitie
	-		Description		_
Home ways, ga	LANDS study. Desig rdens, shrub	n lawns, co bery. Free	literatur	walk-	29
SEND	OR CALL:	800-22	3-4542	They	- Contraction of the second se
Age		)	Zip		10
430 Tech	nology Pky., P	CDI, Norcro	55, GA 300	92	1
И	ESTE	RN TE	XAS	COLLI	E <u>GE</u>
	Two yea	r AAS	degree	program	n in

I

4

Π

Golf Course Maintenance Operations & Landscape Contracting One year Golf and Grounds Certificate Fully accredited - VA approved Expanded learning facilities & new equipment. Graduate placement assistance available.

Contact: Golf Course Operations -Landscape Technology Department Western Texas College, Snyder, TX 79549 915-573-8511, Ext. 305

# **Educational Opps (Cont'd)**

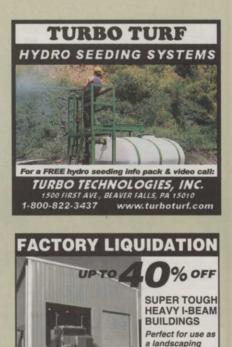
SWISS PRECISION ENTERPRISES, dedicated to help you succeed! Training and Motivational seminars tailored to the need of your Company or Organization. Seminars given by Kurt Eidam who has 22 years experience in the Green Industry. See us at: www.ida.net/biz/sda/ch OR contact us via e-mail: swiss@ida.net Phone: 208-652-7831. 3/00

## For Sale



TULIP BLENDS that bloom simultaneously Sales Aids Available: Marketing Flyers, Posters Wholesale Catalog

**1 888 TIP TOES** 



20 year roof & wall warranty Plenty of room for storage & a workshop Prime Steel 1-800-291-6777 EXT 402

# For Sale (Cont'd)



www.Globalseeds.com



Now, read your soil pH in seconds with KELWAY HB-2 acidity tester. Learn on-the-job whether to add lime and how much. No batteries. No reagents. No chemicals. Just insert KELWAY soil tester in moist soil. Professionally designed for growers. KELWAY tester gives direct acidity and moisture readings. Contact your local distributor or write for FREE informative literature today.

Kel Instruments Co., Inc., Dept. N P.O. Box 54, Wyckoff, NJ 07481

## QUALITY ALUMINUM RAMPS

Worlds best source for Highest Quality loading Ramps Thoroughly tested for longevity, designed to fit and built to last. Made out of very strong lightweight, T6 aluminum – the same used in the manufacture of aircraft. Easy to use, tires grip – won't slip. Safety cables hold ramps in place; We specialize in providing you with the RIGHT RAMP for your application at the BEST PRICE. THE RAMP MASTER 70 S. Winooksi Ave. Building 192 Burlington, VT 05401 800-231-8999

800-231-8999 www.ramp-master.com

Spray Truck For Sale- 1984 GMC C-7000 with 1000 gallon stainless steel tank. Vehicle includes Detroit Diesel 8.2 engine, AT-545 automatic transmission, PTO, power steering, power brakes, 50 gallon fuel tank, 149" wheel base, 9,000# front axle, 17,500# rear axle, and a 21,200 GVW. Runs very good and is in good condition. Tank unit is one compartment with baffles, is in excellent condition, and includes two hose reels mounted behind tank. No pumps or hose included. This truck has a lot of life left in it! \$5,000.00 or best offer. Call 1-810-939-3636. 3/00



# **Help Wanted**



An AWARD WINNING and SUCCESSFUL company in beautiful Anchorage, Alaska is seeking energetic, career minded individuals to join our young and rapidly growing company. Take this opportunity to become part of top management in an honorable company with unlimited growth potential. Must have a minimum of 3 years experience in landscape design, sales, and project supervision with knowledge in horticulture and computers. Positions available:

- Landscape Design and Installation Division Manager (residential and commercial)
- · Nursery Manager (retail and wholesale)
- Deck and Patio Division Manager

The active season is from March 15 through November 15, work 6 to 9 months a year and earn a twelve month salary + profit sharing. Alaska offers a variety of recreational activities to indulge in during the off season. This is ideal employment for those who love the great outdoors.

Send Fax, or Email Resume to: Attn: Personnel 7010 Old Seward Hwy. Suite 4 Anchorage, Alaska 99518 Fax: 907-349-4386 • Email: faltzlan@alaska.net

#### LANDSCAPE/GROUNDS MGMT. DUBROW'S NURSERIES, LIVINGSTON,NJ NATIONAL AWARD WINNING COMPANY

SUPERVISORS. Looking for selfmotivated, communicative individual to oversee large accounts. Our corporate client base requires experienced personnel with the following credentials. A BA degree in horticulture, 5 years supervisory experience and a current NJ pesticide license. You must be able to coordinate the administration of owner's contract job specifications.

FOREPERSONS. Experienced forepersons needed to instruct and supervise daily work activities of maintenance/ landscape crews. Must have minimum of 3 years supervisory experience. Bilingual a plus.

Highly competitive salaries and benefits. HIRING BONUS

> Fax resumes to Bob Greene 973-992-6050 EOE M/F. 251 W. Northfield Rd. Livingston, NJ 07039

> > 973-992-0598

## SEARCH JOBS • POST JOBS • ONLINE

BROW'S

- www.greenindustryjobs.com
- www.landscapingcareers.com
- www.irrigationjobs.com
- www.nurseryjobs.com



Nationally 11th ranked full service landscape, irrigation, maintenance, tree care, construction & pool construction company in South & Central New Jersey is seeking career minded, skilled and highly motivated professionals to join its award winning team. Lipinski's goal is to maintain the leadership position in landscape for commercial & residential customers and to redefine the architectural approach in the horticultural industry as a leading technological edge.

Currently seeking: Landscape Designers/Architects/Salespersons Landscape Construction Supervisors & Forepersons Irrigation Service Technicians & Forepersons Landscape Maintenance Supervisors & Forepersons Lawn & Pesticide Applicators Experienced Tree Climbers Tree Salespersons

Fax or e-mail resume to Katy Kelly - Human Resource Manager Lipinski Landscape & Irrigation, Inc. PO Box 605, Mt. Laurel, NJ 08054 Fax: 856-234-0206. E-mail: katy@lipinskiland.com

MANAGEMENT CAREERS Looking for a new challenge? Visit our Web site for the latest career opportunities. It's quick, convenient, confidential. www.greensearch.com

GreenSearch



Anyone can plant a flower. Anyone can water a lawn. But understanding site drainage or knowing the best types of vegetation to plant based on specific site conditions, requires expertise. What is your expertise? Maintenance and Landscape Crew Leaders call today! Salaried Crew Leaders are eligible for profit sharing, medical, dental, vision, vacation and holidays. www.headsuplandscape.com

Tel: 505.898.9615 Fax: 505.898.2105

## Horticruiters

We place Green Industry Professionals, with proven track records, with Quality Companies. Candidates interested in advancing their careers OR companies needing to fill a position, Call: 419-478-3202 or fax your information to: 419-478-4009. By mail: HORTICRUITERS PO Box 6458 Toledo, Ohio 43612 All Inquiries Are Kept Confidential

# Help Wanted (Cont'd)

## THE BRICKMAN GROUP, LTD.

Careers in landscape management available in: Colorado – Connecticut Delaware – Florida Georgia – Illinois Indiana – Maryland Missouri – New Jersey New York – North Carolina Ohio - Pennsylvania Texas – Virginia Wisconsin E-mail: jobs@brickmangroup.com

#### EMPLOYMENT OPPORTUNITIES AVAILABLE

The Green Plan, Inc., a fifteen year old full service landscape, tree care and irrigation company located at the base of the Colorado Rocky Mountains is continuing to grow and expand operations.

**Current Positions Available:** 

- Chemical Division Manager
- Licensed Tree and Lawn Spray Technicians
- Irrigation Service Technicians
- · Landscape Maintenance Foreman
- Landscape Installation Foreman
- Tree Climbers and Bucket Operators

Positions include excellent compensation, year around employment, 401(k) and full benefits. Immediate openings available with a quality ALCA Member firm. Please forward resume to the fax number or address below.

The Green Plan, Inc. PO Box 17338, Boulder, Colorado 80308 303-938-8230 Phone • 303-938-8137 Fax tgp@eazy.net

## WESTERN STATES RECLAMATION, INC.

A sixteen year old landscape revegetation and erosion control company in Broomfield, Colorado who is recognized for our excellent work. We seek to fill the following positions:

- Project manager Revegetation/Landscape
- Estimators Senior & Entry Level
- Irrigation Superintendent
- Landscape Superintendent
- Landscape Superintendent
- Reclamation Superintendent/Foreman

If you are qualified, you will receive above average wages, excellent medical benefits, 401K/profit sharing, company vehicle, (Superintendents & Project Mgrs.), relocation allowance incentive program & working in a great team environment!

All positions are full time, year round. Check our website @ www.Wsreclamation.com

Fax resume to: 303-465-2478 or mail to: WSRI, 11730 Wadsworth Blvd. Broomfield, CO 80020 **IRRIGATION SERVICE TECHS & FOREMAN-**Due to expansion, Acme Systems Inc. is currently seeking high caliber individuals who enjoy working in the landscape/irrigation industry. If you have the skills and desire to meet and exceed the expectations of your peers and our clients in servicing and/or installing irrigation systems, and are interested in becoming a team member, the door of opportunity is open to you. We offer year round health benefits, IRA contributions, top wages, uniforms, paid holidays and vacations. Acme Systems Inc. has been a leader in the irrigation industry for over 40 years. For further information contact: Tom Laur, Jr., Acme Systems Inc., 6101 North Flint Road, Glendale (Milwaukee), WI 53209. Email: acmesys@execpc.com or Website: www.execpc.com/~acmesys 3/00

Need Workers Next Year? Seasonal H-2B workers from Mexico for up to 10 months who can only work for you. Process takes a minimum of 120 days. So start NOW for next season and solve your labor problems. Call: Bob Wingfield, 214-634-0500. www.amigos-inc.com. 3/00

I.P.M. SPECIALISTS NEEDED for growing full service tree company located in Fairfield County, Connecticut. We are looking for qualified, motivated specialists for year round employment with a starting compensation of \$35,000, depending on experience and qualifications. Will need to have Connecticut supervisory license, Horticulture/Arboriculture degree, or minimum of 2 years experience. Benefits include paid holiday, vacation, medical and dental insurance, 401k plan, mileage reimbursement. Send resume to Bruce S. Pauley Tree Care, Inc., PO Box 878, New Canaan, CT 06840 or call 203-966-0869 or schedule interview. 3/00

PARK SUPERINTENDENT, SIOUX CITY, IOWA: \$37,873-\$53,786/ANNUALLY Serves as chief supervisor for park operations and maintenance in the administration of the Parks & Recreation Division of the Public Works Department. Responsible for planning, supervising and overseeing the operations of park maintenance, tree and weed abatement and public cemeteries within the division. Coordinates day- to- day work activities of all employees within park operations, handles inquiries from the public, prepares annual budget and capital improvement requests, and advises Parks Director concerning present and long- range strategic planning and development efforts. Necessary to have extensive current knowledge of methods, practices and equipment related to park/ facility maintenance, construction and turf care and customer service. Considerable experience in park maintenance with some experience at the supervisory level; completion of standard high school course or equivalent, preferably graduation from a college or university with major course work in parks and recreation administration; environmental education, or agronomy; preferable status as a Certified Leisure Professional (CLP); or any equivalent combination of experience and training which provides the required knowledge, skills and abilities. An understanding of recreation management is also preferred. Applications are being taken until April 7, 2000. For an application please call City of Sioux City, Human Resources, 712-279-6202 or kwynn@ sioux-city.org AA/EOE 3/00

PUT THE POWER OF CLASSIFIED ADVERTISING TO WORK FOR YOU! Call Leslie Zola: 1-800-225-4569 ext. 2670 • Fax: 440-826-2865 • E-mail: Izola@advanstar.com

loendai

# Help Wanted (Cont'd)

**CHEMICAL SALES REPRESENTATIVE- Come** join one of the largest Vegetation Management Companies in the United States. DeAngelo Brothers, Inc. has immediate openings for Chemical Sales Representatives throughout the U.S. Responsibilities include direct marketing of DBI's full product line of chemicals and related equipment throughout a regional territory. Horticulture or related degree desired, with a working knowledge of Vegetation Management Chemicals (minimum two years experience). Qualified applicants must have strong interpersonal communications skills The candidate chosen will work out of a DBI Regional Office and must enjoy travel. We offer an excellent salary and benefits package, including 401(k) and company paid medical coverage. For confidential consideration, please forward resume, including salary history and geographic preference in cover letter. Send or fax resume to: DeAngelo Bros., Inc. Attn: Charlie Sizer, 100 N. Conahan Drive, Hazelton, PA 18201. Fax: 570-459-5500. EOE/AAP/M-F

ALASKA: Nursery Manager- A successful, aggressive company in Anchorage, Alaska is seeking an energetic, self-motivated, honest, flexible individual to join our team. Must have horticultural knowledge and be familiar with ornamental pest. Needs to be able to instruct and supervise daily work activities and maintain a large nursery. Needs to be able to greet the public and have strong sales skills. Possibly a year round position. Health insurance available. Send Resumes to: Evergreen Landscaping Inc., 205 East Dimond Blvd. #150, Anchorage, AK 99515 4/00

**GROUNDS CARE MANAGER-** needed for a 1,703 unit, 95 acre historical residential community in Arlington, Virginia. Candidates must have as a minimum a B.S. Degree in Horticulture or related academic field. Minimum of one year experience in community landscape management. Property has landscape/turfed grounds with a large number of mature trees. Prospective candidate must have excellent communication skills, good mathematical skills and display sound judgement. It is desired that candidates be familiar with CAD and be a certified integrated pest management chemical applicator. Bilingual (Spanish) and additional certifications or licenses a plus. We are looking for a person who has sound landscape management/supervisory skills, but is also willing to get their hands dirty. Excellent pay and benefits. Qualified candidates can fax resumes to the General Manager at: 703-379-1451. EOE 3/00



FLORAPERSONNEL, INC. In our second decade of performing confidential key employee searches for the landscape/horticulture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 1740 Lake Markham Road, Sanford, FL 32771. PHONE 407-320-8177. FAX 407-320-8083. Email: Hortsearch@aol.com. Website: http://www.florapersonnel.com. 12/00

LANDSCAPEJOBS.COM- National Search for Landscape Professionals. See what we can do for you. check out our website: www.landscapejobs.com This month's hot job: MAINTENANCE MANAGER TRAINEE, CALL: 1-888-729-LAND. 4/00

**IMMEDIATE POSITIONS AVAILABLE - Fast** paced firm servicing North Florida and its surrounding areas has openings for maintenance foreman, irrigation foreman, landscape foreman and pesticide applicators. Year round employment, excellent salary and benefits package. We provide an innovative team environment that promotes TREMENDOUS GROWTH POTENTIAL. For immediate consideration call 850-877-7056. 5/00

Territory Manager for an established company-The chosen professional will be responsible for generating sales and expanding markets within our professional turforass division. This includes developing and executing micro-market strategies, and representing our company to various producers and distributors. We require a BS Degree in an agricultural business related field i.e.: Ag Econ, Agronomy, Weed Science or Horticulture. Several years of practical experience in agricultural marketing or professional turfgrass management is beneficial and will be considered in lieu of formal education. Extensive travel is required. We offer a competitive compensation and benefits package. For consideration, please send your cover letter, resume and three references to: Pennington Seed Inc., Attn: Russ Nicholson, PO Box 290, Madison, GA, 30650 3/00

LANDSCAPE DESIGN/INSTALL MANAGER-Memphis firm with reputation for exceptional quality working with high profile clients is seeking experienced manager for design/installation division. Must have strong design talent, experience in commercial and residential landscaping, organization and communication skills. Bottom line responsibility for entire design process from generation of proposal through completion of installation. A salaried career opportunity with production bonuses, health/life insurance, profit sharing (401k). Contact: Margie Hill at 901-382-9000 or fax resume: 901-382-7797. 3/00

## SEE RESULTS WITH **CLASSIFIED ADVERTISING**

# **Ad Index**

155	American Cyanamid
119	Aquascape Designs
130	Bobcat/Ingersol Rand
143	C & P Press
120	California Landscape Lighting41
107	Case Corp
	Dow AgroSciences
111	Echo Inc
150	Environmental Biocontrol
117	Excel Industries12
133	FMC
109	Finn Corp
145	Finn Corp
127	First Products
151	GMC Truck
103	Grasshopper CoCV3
134	Greenbuyer.com
121	Griffin LLC
139	Husgvarna
160	I Com Industries23
144	Intl Lawn & Garden Expo
126	
140	Irritrol System
135	Jacklin Seed
136	Jacklin Seed
112	John Deere
129	John Deere
142	John Deere
	John Deere
114	Kanga Loaders
102	Kubota Tractors
141	LescoCv2-1
108	Lesco
118	Monsanto
115	Novartis
113	Oregon Tall Fescus Comm6
124	PBI Gordon
122	PBI Gordon
137	Performance Software
132	Plant Health Care
147	Profile Products
128	Red Max
	Rexius
125	Rohm and Haas53
131	Rohmid
104	Textron Turf CareCV4
105	Toyota Motor Sales5
123	Turfco Mfg Inc
146	U S Lawns
110	United Horticultural Supply39-40
106	Valent U S A Co11
116	Van Waters & Rogers

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

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc., 131 W. First St., Duluth MN 55802-2065. Subscription rates: one year, \$39, two years \$58 in the United States & Possessions; \$66 for one year, \$99 for two years in Canada and Mexico; all other countries \$130 for one year, \$195 for two years. For airmail delivery, include an additional \$70 per order annually. Single copies (pre-paid only): \$4 in the United States; \$7 in Canada and Mexico; \$12 all other countries. Back issues, if available: \$8 in the U.S.; \$14 in Canada and Mexico; \$24 all other countries. Add \$5 per order for shipping and handling. Periodicals postage paid at Duluth, MN 55806 and additional mailing offices. POSTMASTER: Please send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806, Canadian G.S.T. number: R-124213133, Publications Mail Agreement Number 841919, Printed in the U.S.A.



Copyright @2000 Advanstar Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including by photocopy, recording, or information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923 phone: 978-750-8400 fax 978-750-4470; call for copying beyond that permission 107 or 108 of the U.S. Copyright Law, For those not registered with the CCC, send permission request in writing to Permissions Dept. Advanstar Communications Inc., 7500 Old Oak Blvd., Cleveland, OH 44130 or fax to 440-891-2740.

