HELP WANTED

UNIVERSITY OF CALIFORNIA

COOPERATIVE EXTENSION

HOME/COMMUNITY HORTICULTURE ADVISOR

ALAMEDA COUNTY

The University of California Cooperative Extension is seeking a career track academic candidate responsible for implementing educational programs and applied research on the variety of environmental, economic, and ecological dimensions of urban horticulture. The advisor will operate as an expert resource to all county residents on the impact of urban horticulture in local communities, production methods for higher food value, bioremediation, re-vegetation of vacant lots into healthy green areas, and people-plant relationships. The successful candidate will assist and improve the well being of urban communities by conducting research on the environmental dimensions of urban horticulture and alternative food systems. Conduct applied research in home and community horticulture for Alameda, Contra Costa, and Santa Clara counties in collaboration with Home and Community Horticulture Program Representative. Plan and initiate new educational programs for Alameda County and provide creativity to continuing programs. Cooperate with specialists and other advisors in Cooperative Extension in meeting clientele needs. Share program methods, and support services with county staff members as appropriate.

Requirements include a minimum of a Master's Degree in horticulture, agricultural science or other related field. Strong background in ecological horticulture methods. Bilingual skills preferred, as well as experience in working with a multi-ethnic community. Training in educational methods. Research is necessary. Beginning salary will be in the Cooperative Extension Assistant level, commensurate with experience and professional qualifications ($35,500-$39,600).

A UC Cooperative Extension application form is required. Call or fax to receive your application package:

PHONE (message) 530-754-8587: FAX 530-754-8540-Refer to Position #ANC-97-05. Applications must be postmarked by February 20, 1998 for consideration.

AA/EOE

LANDSCAPE MANAGEMENT

Every month the Market Showcase offers readers of Landscape Management a complete and up-to-date section of the products and services you're looking for. Check it out every month, or you might miss out.

For all ads under $250, payment must be received by the classified closing date. 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: DENISE ZAPPOLA, 440-891-3162, 1-800-225-4569, (ext. 162), Fax 440-826-2855. Email dzappola@advanstar.com

DAVEY

Grounds maintenance - site managers: Davey Commercial Grounds Management, a division of The Davey Tree Expert Company - has a variety of career opportunities for experienced landscape/grounds maintenance professionals. Responsibilities include staffing and coordination of large on-site landscape maintenance projects. Qualifications: 5+ years field experience with solid horticultural skills in turf, ornamental and annual plant maintenance, personnel management, job scheduling and estimating. Top-rated candidates will be good communicators, organized, motivated, bi-lingual, customer-focused and understand an income statement. Excellent salary and benefit package available. Send your resume to: "Davey - Grounds Management Opportunities" at 1500 N. Mantua St., Kent, OH 44240 or fax to: 330-673-5406.

PROFESSIONAL SALESPERSON NEEDED

Looking for a very aggressive person with a minimum of 3 years experience in professional sales to develop commercial and residential design/build landscape clientele. This position would consist of client prospecting, professional presentations, and client follow-up. Experience and education in the landscape industry required. Excellent earning potential with a salary compensation package tied to performance. Please send resume to:

TERRAFIRMA, INC.
3780 E. Morgan Road, Ypsilanti, MI 48197

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EXCITING CAREER OPPORTUNITIES FOR

VEGETATION MANAGERS

TERRAFIRMA, INC.
3780 E. Morgan Road, Ypsilanti, Ml 48197

A qualified individual is invited to join the staff of one of Chicagooland's premier landscape design, build and maintain firms. Qualifications required: Horticulture degree, minimum of 4 years field experience, strong leadership skills, working knowledge of zone 4 and 5 plant materials, operation of related equipment, ability to organize and train construction personnel, and to schedule and supervise daily operations of the residental and commercial construction division. Top wages and benefits. This opportunity offers the last level of advancement for a successful career in the landscape industry. Send detailed resume to:

don fiore
don fiore company inc.
28846 Nagel Court
Lake Bluff, Illinois 60044
(847) 234-0020
(847) 234-0062 (Fax)
Attn: Don

HELP WANTED

One of No. VA's Most Successful Landscape firms has opening for Designer/Estimator & Production Manager. Must have minimum of 2 years experience. Excellent growth opportunity and benefits package.

Call 703-352-7555

SEEKING THE GREEN INDUSTRY'S BEST SALESPERSON

Join America's leading irrigation and landscape lighting distributor, Century Rain Aid, as we continue to grow. Century is now accepting applications for branch management positions in the Northeast and Mid-Atlantic markets. Irrigation experience and a college education are preferred. Century offers industry competitive wage and benefit programs. Please send your resume and salary requirements to:


Pre-employment drug screening required.

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Excellent opportunity to join a growing Chicagooland industry leader as Sales Manager, Commercial Salesperson or Design/Salesperson. We seek accomplished, highly motivated individuals w/target estimating capability & proven sales techniques. Expected commercial volume 1 million- & residential $600,000+, Manager to coordinate and enhance sales efforts for Maintenance, Construction and Nursery operations. We offer an excellent salary w/commissions & great benefits (co. vehicle, insurance, 401(k), etc.) all in a friendly environment w/advancement potential. Work out of either our Naperville or Waunona office. For immediate confidential consideration, please call Maureen (847)526-4554 or fax/send resume & salary history to: 610 W. Liberty St., P.O. Box 448, Waunona, IL 60048 (847)526-4580. EOE. 2/98

LANDSCAPE CONSTRUCTION PRODUCTION MANAGER

A qualified individual is invited to join the staff of one of Chicagooland's premier landscape design, build and maintain firms. Qualifications required: Horticulture degree, minimum of 4 years field experience, strong leadership skills, working knowledge of zone 4 and 5 plant materials, operation of related equipment, ability to organize and train construction personnel, and to schedule and supervise daily operations of the residential and commercial construction division. Top wages and benefits. This opportunity offers the last level of advancement for a successful career in the landscape industry. Send detailed resume to:

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EXCITING CAREER OPPORTUNITIES FOR

VEGETATION MANAGERS

TERRAFIRMA, INC.
3780 E. Morgan Road, Ypsilanti, Ml 48197

Seeking the Green Industry's Best Sales Manager

An established Southeast-based leader in professional landscaping and maintenance has an immediate opening for a fully qualified and productive sales and business development professional. Extensive experience including a proven track record of success in commercial and high-end residential sales and a bias toward building long-term relationships. Skill and experience in estimating and design would be helpful. Interested and qualified candidates should either telephone, fax or mail their resume to: GreenSearch, 6680 Roswell Road, Suite 310-157, Atlanta, Georgia 30328-3161, Toll-free 1-888.375.7787 Fax 770.392.1772. 2/98
HELP WANTED

NATIONAL SPRAYER COMPANY WANTS YOU! As a Distributor! New company producing top quality sprayers suitable for golf course, lawn care, nurseries, and municipalities, is now accepting applications for qualified distributors. Call 1-800-123-4567 for more information on how you can make money with us!

1/98

MAINTENANCE SUPERVISORS The Brickman Group, Ltd., one of the nation's largest and fastest growing full service landscape companies, has an immediate need in principal cities east of the Mississippi for maintenance supervisors with 2-5 years experience. Strong leadership, communication and interpersonal skills. Brickman offers full-time positions, excellent advancement opportunities and competitive compensation and benefits with an industry leader building on a 56-year tradition of uncompromising customer service. For immediate confidential consideration, please send or fax your resume with an indication of your geographic preferences and willingness to relocate to: The Brickman Group, Ltd., Corporate Office, 375 S. Flowers Mill Road, Langhorne, PA 19047, 215-757-9630, EOE. 12/98

LANDSCAPE/GROUNDS MANAGER Supervise crew responsible for maintenance of turf and ornamentals in Golf Course/Residential development located in western South Carolina. Experience and degree in horticulture preferred. Responsible to Golf Course Superintendent. Salary competitive for this region and good vacation package available during off season. Send full information to DB/Golf Course Superintendent, P.O. Box 1378, Seneca, SC 29678. 1/98

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. 12/98

DEPARTMENT MANAGER Full-service design/build firm located in Northern New Jersey seeks dynamic self-starter to oversee irrigation department and sell and manage construction projects. A growth-oriented, team player with three to five years irrigation sales/service/installation experience and a background in landscape construction is a must. Estimating and sales is required along with excellent communication, leadership, and organizational skills. A degree in Horticulture, & NJ Irrigation Certification are strongly desired. Responsibilities include: estimating; sales; scheduling and supervising crews; purchasing and inventory; and budget and profit administration. Excellent career opportunity with growing, progressive company with outstanding 20-year service record. Competitive salary and benefits. Send or fax resume to: Jacobsen Landscape Design and Construction, 41 Birch Street, Midland Park, NJ 07432, 201.444.4334. 1/98

SALES Turf & Tree Professionals: Growth Products, a manufacturer of Liquid Fertilizers, and Natural Organics seeks experienced professionals in the golf and tree markets. Openings for Texas, Northcentral and Southeast territories. Salary + commissions, and company vehicle. AS or BS in turf management or related field, willing to travel, sales skills. Send/fax resume to Growth Products, PO Box 1259, White Plains, NY 10602 914-429-2780. 1/98

Professional Commercial Landscape Company in Richmond, VA is looking for an experienced individual to manage and run the grading division. We offer excellent starting salary commensurate with experience. Please fax your resume with salary requirements to: Human Resources, 804-550-1869. Or mail to: JRG/M, 11008 Washington Highway, Glen Allen, VA 23059. Attn: Human Resources or call 800-813-0003. 6/98

INSTRUCTOR: Turf Equipment Management (201 Duty Days) Tenured Track. Responsible for teaching all phases of SHOP MANAGEMENT, TURF MANAGEMENT AND TURF EQUIPMENT MAINTENANCE AND REPAIR. QUALIFICATIONS: Vocationally mature in mechanics plus two (2) years work experience or five (5) years work experience in mechanics. Degree, teaching experience two (2) or more years as head equipment technician in modern shop a plus. SALARY: Negotiable—based on experience, education, plus benefits. OPEN; until filled.

SUBMIT APPLICATION/RESUME TO: Lake City Community College, Rm. 19, Box 1030, Lake City, FL 32055-1030 or Fax (904)752-1822 Ext. 102. Fax: (904)755-1521. VP/AD/EO/EA/COLLEGE IN EDUCATION & EMPLOYMENT 1/98

Landscape Maintenance Operations Manager Expanding company, full service firm, headquartered 30 miles north of Boston in Georgetown, MA. Preferred candidates would have a minimum of 5 years management experience in the maintenance of commercial and single family developments. Responsibilities include: client relations, managing, scheduling, training & staff development, supervise daily operations and quality control. Excellent opportunity with competitive salary. Send confidential resume with salary requirements and references to: Attention: Manuel DeSouza, N.D. Landscaping, Inc., P.O. Box 114, Topsfield, MA 01983 1/98

LANDSCAPE MANAGEMENT—CENTRAL VIRGINIA The largest landscape maintenance contractor in central Virginia is currently seeking qualified, determined individuals who want to be a team player and part of a rapidly growing, profitable organization. Positions included: Production Manager, Project Manager, Spray Technician, Foreman, Crew Members, etc. Excellent benefits including 401-K, bonuses/incentives. Massive growth potential. Send resumes with salary requirements to JRG/M, HR Dept., 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 1/98

BUSINESS FOR SALE

LANDSCAPE CONSTRUCTION & MAINTENANCE CO. Well estab. co. in the Boston, MA area. yearned $2.5M volume, net $335K, 1997 profits in six digit figures as well. Well run, great money maker. Owner is willing to stay on board but has other ventures. Selling at $1.5M. Mail responses of interest with name and financial background to: (Great Opportunities) 271 Canton St., Stoughton MA 02072 1/98

14-year-old Retail Nursery and Landscaping business for sale in northcentral Indiana, due to health reasons. Working part-time in 1996, brought in $312.000 gross. Includes 6 to 30 acres (many large trees growing in field), store + two other buildings, 1 Series 700 dumptruck, 2 one-ton dump trucks, two pickup/ trailer, other equipment, home with 4-5 bedrooms, 3 baths, family room with fireplace, in-ground pool. P.O. Box 2124, Warsaw, IN 46581-2124. 1/98

To Place a Classified Ad Call: Denise Zappola, Phone: 440-891-3162, Fax: 440-826-2865, Email: dzappola@advanstar.com
BUSINESS WANTED

Successful California contractor desires to purchase two year AAS degree program in Golf Course Management. Dept., Western Texas College, Snyder, TX 79549. 915-573-8511 ext. 305 12/98

EDUCATIONAL OPPORTUNITIES

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 and opportunities in detail. Call 1-800-326-9221 or write Lifetime Career Schools, Dept: LF01Y1, 101 Harrison Street, Archbald, PA 18403. 12/98

FOR SALE


MKE THE LANDSCAPERS SUPERSTORE™ WHOLESALE PRICES PARTS & SUPPLIES CALL FOR A FREE CATALOG 1-800-724-2229 BUY DIRECT & SAVE!!! 3/98

FOR SALE: 6 Motorola MTX 8000, 2 Motorola MTX 800. All with cases and chargers. Excellent condition. $300.00 OBO each. Please contact (510)933-8860 1/98

Two 1994 Nissan Diesel 14,500 G.V.W. Cabover—Low Mileage. Each truck equipped with: Two Tuflex fiberglass tanks (one 800 gallon/one 100 gallon), Two complete electronic Hannah hose reels. Pumps are PTO driven, One large aluminum fertilizer box directly behind cabs (44" tall x 31" wide x 91" long). Beautifully set-up on complete 10 foot aluminum bed. Selling at a steal for $27,500. Green Thumb Lawn Care, Inc., Dallas, TX (972)727-9595 - Office, (972)727-1806 - Fax 2/98

FOR SALE

NEW NATIONAL SPRAYER COMPANY NOW PRODUCING TOP QUALITY SPRAYERS FOR TOP QUALITY COMPANIES! In the market for a new sprayer? We have the machine for you. We have forty years of manufacturing experience and have combined it with the top named components in the industry. Add all aluminum frames, reel mounts, and manifolds, and it becomes rust free. Add a belt drive to make it simple, trouble-free, and easy to operate. The result is the best sprayer on the market for the money. Call Banko Manufacturing, Inc. at 1-800-710-9446 for Free details and pricing. Call by January 31st and mention this ad; you become eligible for early pricing discounts as well as a FREE strategy on how you can make extra money working with us. This is a limited time offer, so call now! You have absolutely nothing to lose! 1/98

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FOR DETAILS CONTACT

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FOR SALE

SPANISH TRANSLATION Business, technical and legal documents. Training manuals, notices, safety guidelines, benefits, company rules. 10 yrs' experience as Spanish translator for major California landscape management company. LANGUAGE EXPRESS, TEL: (408)395-5917 FAX: (408)395-3457 evalo@compuserve.com 1/98

WHOLESALE DISTRIBUTOR

Needed to market environmentally friendly, liquid, slow-release fertilizer products direct from manufacturer. Ken Franke, P.O. Box 123, Plato, MN 55370; 800-832-9635. 12/98

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10 ways to use recycled materials in landscapes

1. Facilitate deep root growth and watering: staking a recycled plastic pipe deep into the ground near the plants. Leave some of the recycled plastic piping exposed; fill with water.

2. Amend and renew topsoil with compost, which adds nutrients and holds moisture and water better than unamended soil.

3. Build raised flower beds from recycled plastic lumber. Recycled plastic lumber will not decay and does not need to be stained or treated.

4. Mix polystyrene packing 'peanuts' with potting soil for larger containers in urban or rooftop container gardens. The 'peanuts' create pore spaces for water and air.

5. Use tiles of recycled glass to accent a garden patio floor.

6. Substitute recycled plastic plant and tree stakes for wooden stakes.

7. Use edging material for clean lines in your garden beds and walkways.

8. Combine broken concrete, old bricks, composite lumber scraps and natural stone to form walls with texture and character around the garden.

9. Plan outdoor seating within a garden as a reprieve for the gardener and guests, and as a better viewing point for the surrounding landscape. Benches and lawn furniture made from recycled plastic lumber are more durable than those made of wood, Gagnon says, and resist mold, mildew or damage from animals or insects.

10. Experiment with texture, color and height in the garden, whether with plantings, furnishings or decorative objects.

—Joyce F. Gagnon

Ryan Tripp completes trek to D.C. on mower, sets world record

12-year old Ryan Tripp of Beaver, Utah, has completed his 3100-mile ride to Washington D.C. Why is this special news? Because Tripp made the journey on a Walker Model T lawn mower. In so doing, he broke the previous Guinness Book of World Records' 3034-mile mower ride. Tripp went on the 42-day ride on behalf of Whitnie Pender, an infant girl in need for a liver transplant.

Grab Bag features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you'd like to share with us, please send it in...
The KEY question is, “Will this equipment make us money?”

Gerry Peddycord of Landcrafters in Walkertown, North Carolina, wrote us their answer...

“We purchased our first Walker Mower in 1995. Since then, we have added two more to our fleet. After Walker Mowers became a part of our operation, we were able to save valuable time and money by working more efficiently. Our investment in Walker Mowers has yielded the highest return compared to any other equipment purchased in 23 years of operation.”

“It’s good to have Walker Mowers on your side in such a competitive market.”

—Gerry Peddycord

Try an original... Buy an original!