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BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 120 W. 2nd St., Duluth, MN 55802. Please include box in address.

POSITIONS WANTED

FREE CLASSIFIED AD

To all "POSITION WANTED" Classified Advertisers!

- Maximum 40 words
- Maximum 2 issues

Offered as an industry service - Let LANDSCAPE MANAGEMENT help you with your employment needs. For more information contact:

Susan Ramseth
LANDSCAPE MANAGEMENT
 7500 Old Oak Blvd., Cleveland, OH 44130
216-891-2742-Phone 216-826-2865-Fax

Class "A" golf course supt., with 13 years experience in the golf/ski industry seeks employment in same. Snow-CAT Groomer Operator, Senior Level National Ski Patroler, Chairlift Operator. Currently employed at the most successful military golf course worldwide! Mr. Alan Terry, 221 Orange Leaf Circle, Anchorage, Alaska 99504-1589. Home (907)337-2417 Work (907)384-1790 or 3538. 1/93

LANDSCAPE SUPERVISOR OR GARDENER: Over 25 years professional experience in horticulture. Developing excellent knowledge of landscaping and plants. Excellent working relations with the public. Proven record of reliability and responsibility. Skill and planning, coordinating, and supervising projects. Contact Bob Venturi (510)236-1077, 5726 Solano Avenue, Richmond, CA 94805. 1/93

Conscientious Professional Grounds Manager- College and 20 years experience. Landscaping and maintenance of municipal parks, golf courses, large private estates, flower gardens and tree care. Supervisors commercial spray license. P.O. Box 589, Woodland Park, CO 80866 (719)687-0626. 12/92

PEST MANAGEMENT SPECIALIST seeks position: consulting, sales, training, management. 15 diverse years, all areas of landscape management. BS, MS-Agriculture. Pest Control Adviser, Pesticide Consultant, Licensed Commercial Applicator. Excellent communications, problem solving, detail follow-through, people skills. Great references. (503)635-0408. 12/92

Operations Manager looking to relocate. Ten years experience. Responsibilities include: overseeing all facets of project coordination (residential and commercial), operational planning, field supervision, purchasing, solicitation and cost estimation. BA in Business Management. Seeking challenging career opportunity in Green Industry. Contact Jerry Natishan, 137-B Kelly Street, Luzerne, PA 18709. (717)288-8503. 12/92

Horticulturist, B.S., M.S. Horticulture, 15 years in garden center/florist ownership/management, landscape design, install, maintain looking for aggressive, plant and people oriented employer. Matthew A. Cheever, 10529 Cty KK, Milton, Wisconsin 53563 (414)473-2685. 12/92

MISCELLANEOUS

BUSINESS ENVELOPES: FREE CATALOG AND WHOLESALE PRICELIST of the most often used printed business envelopes in the Green Industry. **STOP** paying printer's retail prices. **CALL TODAY AND SAVE (219)865-8485.** 12/92

REPS WANTED

TO SELL A SUPERIOR QUALITY TACKIFIER. Used by Hydroseeders and Landscapers as the agricultural glue that holds seed in place and for erosion control. A perfect complimentary line for distributors selling equipment and seed to the Green Industry. Selected territories open. Send resume, product lines, & territory covered to PRS Materials, 882 S. Matlack St., Unit E, West Chester, PA 19382 (215)430-3960. 12/92

BUSINESS OPPORTUNITIES

FOR SALE: Well established contracting and maintenance business servicing Chicago's exclusive and very wealthy North Shore suburbs. Must have good horticulture or landscape architectural training and experience. Send resume to Charles Fiore III Landscaping, 410 Green Avenue, Lake Bluff, IL 60044. (708)234-3630. 1/93

NOW... LEARN PROFESSIONAL LANDSCAPING AND GARDENING AT HOME! Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free booklet describes program and opportunities in detail. Lifetime Career Schools, Dept. LF01C2, 101 Harrison St., Archbald, PA 18403. 9/93

STRATEGIC GUIDE



"Winning Strategies for Lawn and Landscape Contractors-- A System for Success"

This new business manual contains powerful ideas, strategies and suggestions that cover all aspects of success in this highly competitive industry. Planning now, in Winter months, will reduce stress and help you implement proven techniques that can triple your sales in just one year.

- Learn how to win up to 85% of all your residential and commercial bids while retaining up to 90% of your customers each year.
- Discover proven techniques that can double your clientele in just 2-3 weeks.
- Learn other strategies: hiring and retaining productive employees, powerful management skills, marketing and advertising, equipment management, diversification, education & training, handling business stress before it gets to your family.

Sure to become one of your most important business documents. It's a blueprint for success—all in one handy volume. Only \$59.95, postage prepaid. *Tax deductible.*

Order now. Allow 2-3 weeks for delivery. Send check or money order to ELC Inc., P.O. Box 9069, Colorado Springs CO 80932. For more information, call 719-636-3134.

FOR THE 90s

LET THE GOVERNMENT FINANCE your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707)448-0330. (OL8) 3/93

ARE CHEMICALS KILLING THE CHEMISTRY BETWEEN YOU AND YOUR CUSTOMERS? If you're not growing, you might want to consider converting to or adding a NaturalLawn Franchise. We are the industry leader in organic-based lawn care. We offer reduced franchise fees to existing businesses with a minimum of \$50,000 in existing annual lawn care revenue. **NaturalLawn of America, Steve Fennington, 1-800-989-5444 (C).** 12/92

IS YOUR JOB IN JEOPARDY WITH THE "MAJOR LCO'S"??? Nitro-Green's Lawn and Tree franchises are tailor-made to help your LCO career "carry on". Talk to me, Roger Albrecht, (800)982-5296. 12/92

EDUCATIONAL OPPORTUNITIES

GRAYSON COLLEGE, Denison, Texas: Two-year technical program in Golf Course and Turfgrass Management. 18-hole golf course on campus. Dormitories, placement assistance, financial aid and scholarships available. Contact: GCC, 6101 Grayson Drive, Denison, TX 75020. 903-463-8653. 5/93

MOVE UP IN THE GREEN INDUSTRY. 2 year AAS Degree program in Golf Course Superintending, Irrigation Management, Landscape Contracting and Park Supervision. Fully accredited, VA approved, expanded learning facilities, new equipment. Graduate job placement assistance available. For information contact: Golf Course Operations/Landscape Technology Department, Western Texas College, Snyder, TX 79549. 1/93

EQUIPMENT FOR SALE

PIPE LOCATOR INEXPENSIVE! Locates, traces underground drain, water pipe lines of clay, PVC, ABS, steel, cement. Finds sprinklers, valves, clogs. Bloch Company, Box 18058, Cleveland, Ohio 44118. (216)371-0979. TF

Verti Drain Model 105.145 Deep Tine Aerator. Operates off PTO of 25+ hp tractor. Like new. Purchased 3/89. Extra tines included. \$10,000 or best offer. Call David, Doug or Kay (614)861-1620 (Columbus, Ohio). 12/92

TREE SPADE: 1983 Ford F-700, 5 speed truck mounted with a 50" vermeer hydraulic tree spade to transplant material up to 5" caliper. Equipped with large locking utility boxes with shelving and a truck cab top rack for extra protection. Total new paint job on truck and spade. Extra spade and a spare cylinder. Both truck and spade are in excellent condition. \$18,000. (804)320-0035; Richmond, Virginia. 12/92

FOR SALE: Jacobsen 7 gang Hyd. ram lift. Like new \$12,500. Brower 7 gang Hyd. Lift. Very good cond. \$8,500. Spin Grinder Supreme Leader. Also does relief Grinds and bed knives. Like New with all jigs. \$10,500. (215)598-7155. 12/92

BUCKET TRUCKS: Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Asplundh (Morbark Disc Type), New Asplundh Drum Type. Best prices anywhere. Used Chippers - Asplundh, Woodchuck, etc. 2 to 8 usually in stock. Sprayers, Dumps, Stakes, Log Loaders, Crew Cab Chip Box Dumps, Railroad Trucks, 50 in stock. Sold as-is or reconditioned. Opdyke's, Hatfield (Philadelphia Area), 215-721-4444. TF

NEW AND USED BROUWER EQUIPMENT: Mowers - VACS - Fork Lifts - Harvesters - and full line of replacement parts. Contact Ed or Glenn Markham at 1-800-458-3644. TF

HYDRO-MULCHERS AND STRAW BLOWERS: New and used. **JAMES LINCOLN CORPORATION**, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)527-2304. TF

4 USED SPRAY TRUCKS FOR SALE. 1986 dual wheel Nissan 1 ton 60,000 miles with 200 gallon stainless spray tank fiberglass bed, plus 30 gallon injection tank, 300ft twin spray hose with electric hose reel and spray gun with injection trigger. \$4,500 or best offer. Please call (708)963-3328. 12/92

LAWN SPRAYING TRUCKS- *1976 Chevy-C60, new 366 engine, good rubber, 1250 gal. dual compartment tank, Myers pumping system, dual hose reels. Well maintained. Excellent working truck; \$6,800. *1977 Chevy-C50, 350 engine, good rubber, 800 gal. tank, hypro pump, single hose reel. Well maintained. Ready to spray. \$4,800. Call Ron @ (410)795-7900. 12/92

JACOBSEN HF-15 7 gang reel mower \$9,500 or trade for other equipment. Delivery available. Call Henry at (405)262-0622. 12/92

NEW and USED EQUIPMENT—Asplundh, Hi Ranger and Lift-All Forestry Bucket Trucks, Chipmores Wood Chippers. Mirk, Inc., (216)669-3567, (216)669-3562, 7629 Chippewa Road, Orrville, Ohio 44667. TF

FOR SALE: Jacobsen HF-5 1986 Diesel. Very good condition. \$6,000. (313)653-5695. 12/92

REINCO HYDROGRASSERS and power mulchers in stock. Opdyke Inc., (Philadelphia Area) 215-721-4444. TF

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 414-691-4306. TF

SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, Kohler and Onan engines and parts. Nichols-Fairfield torque hubs. We repair and rebuild Spyder hydraulic pumps and motors. **FAST SERVICE.** Call or write: Mobile Lift Parts Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. (815)455-7363, (800)397-7509, FAX (815)455-7366. 12/92

FOR SALE: Used Brouwer Sod Harvesters. Excellent condition. Ready to go. Call Brian for parts. **HUBER RANCH SOD NURSERY**, Schneider, IN. Phone (800)553-0552. 12/92

FOR SALE: Lake Aerator. New, never used. 1988 Ottervine Sunburst 200. 2 h.p. - 1 phase - 230 volts - 250 ft. of cable - timer and control panel included. Contact J.L. Smith (703)667-7351. 1/93

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. **Wolbert & Master, Inc.**, P.O. Box 292, White Marsh, MD 21162. 301-335-9300, 1-800-234-7645. TF

FOR SALE

MAKE MORE MONEY with safe, efficient employees. Free catalog of over 100 professional training videos available from California Polytechnic State University. Perfect for landscape construction and maintenance companies, grounds crews, designers, etc. Call 1-800-235-4146. 6/93

FOR SALE: COMPUTER Slice System w/ALTOS 3068/80 Megabytes hard drive, 2 user w/printer, U.P.S. Call Hardy (404)977-0981. 12/92

Aluminum molds for concrete bird baths and statuary. Various sizes. Call Henry at (405)262-0622. 12/92

LAWN SEED: Wholesale. Full line of top quality grasses. Improved bluegrass varieties, tall fescues and fine bladed ryegrasses. We specialize in custom mixing. Olinger Seed Company, 89 Hanna Parkway, Akron, OH 44319. Call collect (216)724-1266. TF

HELP WANTED

Searching for the right employee? Time for a new position? Contact **Florapersonnel, Inc.**, international search and placement firm for the landscape, irrigation industries and allied trades. **Confidential. Fee paid by employer.** Florapersonnel, Inc., 2180 W. 434, Suite 6152, Longwood, FL 32779-5008. Phone: (407)682-5151 Fax: (407)682-2318. TF

PRODUCTION ASSISTANT: Quality and growth oriented company servicing the Chicagoland area needs individual to team with landscape management manager to provide excellent service to our clients. Duties would include routing crews, estimating, servicing lawn care accounts, quality control, first line discipline, and sales. If you're ambitious, not afraid to work hard, well-organized, please send resume to: Ground Pros Inc., P.O. Box 28, Elmhurst, IL 60126. 12/92

LANDSCAPING/OPERATIONS: Hermes Landscaping, a well established contracting company, is seeking a self-motivated, professional manager to handle the operations of a Commercial Landscaping and Sprinkler Division. Must have a B.S. degree, 2-4 years of experience, people skills and hands-on supervisory experience. Send resume and salary history to: Hermes Landscaping, Inc., P.O. Box 14336, Lenexa, KS 66215. EOE. 12/92

LANDSCAPE MAINTENANCE SALES — Large established landscape, irrigation, and maintenance firm in Tampa Bay area. Experience in bid preparation required. Send resume to P.O. Box 22501, Tampa, FL 33622. 12/92

IS YOUR JOB SECURE?

Lawn care services available with a proven winner. If you like the lawn care industry and want to stay in it, check out a career with Spring-Green. There's a lot to choose from.

- * Franchise Opportunities
- * Management/Sales Positions
- * Service Specialist Positions

Become an important member of America's Neighborhood Lawn Care Team. Call Spring-Green at

1-800-435-4051

PLANT HEALTH CARE (PHC) SUPERVISOR: Do you have several years of experience in the tree spraying industry or just a few, but would really like a positive change. Swingle Tree Company, a Denver tradition since 1947 is looking for an individual to join our team. Responsibilities would include crew motivation, supervision, equipment and program evaluation. A strong opportunity for advancement. Health, dental, disability, and pension plans available. Call Tom at (303)337-6200. 12/92

LANDSCAPE MAINTENANCE/SALES: Established, Full Service Landscape Firm is seeking a highly motivated individual to assist in the continued growth and development of our Maintenance Division. Areas of responsibility would include client prospecting, estimating, sales and scheduling. Must have strong horticultural and sales/estimating background and 3-5 years proven experience in Landscape Management. If you are an aggressive take charge person, willing to work hard for success, please send complete resume along with past work history & salary to: Michael Guerrisi, Guerrisi Landscape Inc., 25 Ridge Ave., Lebanon, PA 17042. 12/92

Owner of a multi-million dollar Midwestern design build and maintenance company is retiring. To continue our steady growth we are seeking a proven business manager to lead our sales office and financial staffs. We will also consider a proven leader for our design build sales and production department. We also are accepting resumes for a design build salesperson. Please send your resume and salary requirements to LM Box 498. 12/92

SALES REPRESENTATIVE

Great opportunity for energetic, self-motivated individual for full-time sales. Interesting and challenging work in So. California for a distributor of specialty agricultural chemicals. PCA licenses and degree in biological science required. Excellent company benefits.

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TARGET
P.O. BOX 1117
CERRITOS, CA 90701

SOFTWARE

TurfWorks™ - Your Best Buy. Version 4.0 just released. Customer/Job Tracking, Automatic Scheduling, Invoicing, Receivables/Cash Application, Monthly Statements, Chemical Usage Tracking, Marketing, Sales Analysis and more. Online help. Affordable price. Send \$4.00 and disk size for demo. Bellanger Group, 50 Clarkson Center, Suite 422, Chesterfield, MO 63017, 314/537-2025. 2/93

AUTO*POST III+ an integrated business management system including invoices, statements, proposals, and inventory with job costing for \$249. Add our management module for \$299 and get payroll vendors, check writing and general ledger. Working demos \$10. **NEW SERV CO.** (513)829-1585. 12/92

Route Manager System for scheduling and accounts receivable record keeping. Serving the Lawn Care Industry since 1982. List price \$350. Fortunate Computers, 46 N. 4th Street, Coplay, PA 18037. 800-275-0620. 12/92

BUSINESS FOR SALE

FOR SALE: Reputable and prosperous Lawn Care, Tree Care and Lawn Irrigation business in Southern New Jersey. Gross sales \$500,000. Customer accounts: 1,075 Lawn Care, 160 Tree Care and 975 Irrigation. Highly skilled personnel. Tangible assets exceed \$150,000. Modern office and operations center on 6.5 acres available. Great expansion opportunity for growth oriented company. Owner retiring. Call Doug after 6 p.m. 609-726-1521. TF

Beautiful Location - Just 80 miles from **World Famous Sun Valley, Idaho**. Reasonable sale of small Mom/Pop lawn spray operation. Several trucks, much potential. Call - or write - Let's talk. (208)536-2606 or Ray Harris, Wendell, Idaho 83355. \$65,000. 12/92

Cemetery For Sale: 15 acre cemetery 1 hour Metro D.C. in W. Va. For information contact John Thompson. RE-MAX. 301-739-4800. 12/92

MARKETING SERVICES

INCREASE YOUR BUSINESS & KEEP YOUR CUSTOMERS with a customized, professional newsletter. You choose the articles and title! **FREE** marketing tips and information! **Special introductory offer!** For free sample and details, call TotalControl Inc. (800)432-5528. In Pennsylvania call (215)430-3960. 12/92


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1. Number of insertions: (circle) 1 3 6 12 TF (Till Forbid)
2. Start with (month) _____ issue. (Copy must be in by 1st of month preceding).
3. Amount enclosed: \$ _____ (To keep our rates as low as possible, payment must accompany order)

SIGNATURE _____ DATE _____

NAME _____ COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

PHONE NUMBER _____

Mail ad copy to: Susan Ramseth, **Landscape Management**, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2742.

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