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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

Turf IPM position sought. Position could involve research, scouting, etc. Master's degree in turf IPM. Hard working, but desire a position in the northeast. Resume upon request. Timothy Abbey, 3419 Tulane Drive #24, Hyattsville, MD 20783. 301-422-1549. 2/93

BUSINESS FOR SALE

FOR SALE: Our company is selling all existing landscape maintenance and construction contracts, we now have in our files for the 1993 season. These accounts are located in the north and northwest Illinois suburbs. All list, personal contacts, addresses, phone numbers, bidding information past and present, etc., will have to be sold before March 1, 1993. All accounts are either commercial, individual, or corporate headquarters and will be sold as a package and not partially. If you are interested in more details send your letter to: Pro-Corp., P.O. Box 52, Lincolnshire, Illinois 60069-0052. 2/93

Cemetery For Sale: 15 acre cemetery 1 hour Metro D.C. in W. Va. For information contact John Thompson. RE-MAX. 301-739-4800. 1/93

EDUCATIONAL OPPORTUNITIES

GRAYSON COLLEGE, Denison, Texas: Two-year technical program in Golf Course and Turf-grass 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

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. 1/93

JACOBSEN HF-15 7 gang reel mower \$9,500 or trade for other equipment. Delivery available. Call Henry at (405)262-0622. 1/93

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

EQUIPMENT FOR SALE

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

FOR SALE: 1986 Vermeer three spade mounted on Mack - RD 600, 10 wheeler. Ready to go to work. \$47,500. Day 508-897-7244, evening 508-692-2292. 1/93

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. 1/93

HYDRO-MULCHERS AND STRAW BLOWERS: New and used. **JAMES LINCOLN CORPORATION,** 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)551-2304. TF

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. 1/93

NEW/USED EQUIPMENT AND RENTALS— Asplundh, Hi Ranger, Holan and Lift-All Forestry Bucket Trucks, Chip Trucks and Chippers. Mirk, Inc., (216)669-2000, 7629 Chippewa Road, Orville, Ohio 44667. 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. 1/93

BUCKET TRUCKS: Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc and Drum Style. New Rayco Stump grinders. Best prices anywhere. Used Chippers - Asplundh, Morbark, 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. We also buy your surplus equipment. Opdyke's, Hatfield (Philadelphia Area). 215-721-4444. TF

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Sky-workers 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

EQUIPMENT FOR SALE

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. 1/93

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. 410-335-9300, 1-800-234-7645. TF

BUSINESS OPPORTUNITIES

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

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

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 brochure describes program and opportunities in detail. Lifetime Career Schools, Dept. LF0113, 101 Harrison St., Archbald, PA 18403. 9/93

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 NaturaLawn 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. **NaturaLawn® of America, 1-800-989-5444 (C).** 2/93

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. 1/93

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. 1/93

Aluminum molds for concrete bird baths and statuary. Various sizes. Call Henry at (405)262-0622. 1/93

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. OH, PA, WV, MI, IN. TF

MEYER Z-52 ZOYSIA SOD FOR SALE. VAMONT AND TUF-COTE BERMUDAGRASS SOD. FORKLIFT DELIVERY. SERVING THE MID-ATLANTIC REGION. OAKWOOD SOD FARM, SALISBURY, MD 410-742-3086. 3/93

HELP WANTED

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. 1/93

HELP WANTED

BOZZUTO LANDSCAPING COMPANY - An expanding firm in the Washington, D.C., Maryland and Virginia markets is currently looking for qualified, career oriented professional. Opportunities are available in our commercial grounds maintenance division for foreman, assistant foreman, pesticide foreman, and mechanical positions. Benefits include vacation and sick leave, health care package, disability and retirement. Send resumes to: Thomas W. Davis, 15127 Marlboro Pike, Upper Marlboro, MD 20772, or fax to 301-627-7011. 2/93

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. 1/93

LANDSCAPE MAINTENANCE. Established firm with reputation for exceptional quality, seeking individual with 4 to 5 years of experience in full service lawn and landscape maintenance of high profile commercial properties. Must be self-motivated, creative, enthusiastic, and organized with strong supervisory skills. Please send resume to: The Grounds-Keeper Lawn and Landscape Maintenance Specialist, Inc., 251 West Central Street, Suite 163, Natick, MA 01760. 1/93

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

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. 2/93

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. 1/93

HELP WANTED

Landscape/Irrigation (Vice President) Manager Needed: You must have an attitude of excellence, enjoy a challenge, feel second best is never good enough, a history of job stability, commitment, honesty and integrity. You must be able to manage people and priorities, proven experience in estimating, job costing, purchasing and thorough knowledge of this industry. Degree preferred but not essential, excellent references required. We are a 5+ year old full service landscape & irrigation firm based in Dallas, Texas, that has experienced continued growth and success. Excellent salary, benefits and opportunity for the right candidate. Confidentiality required. Please forward resumes and references to LM Box 499. 1/93

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.

EOE NON SMOKING
SEND RESUME:

TARGET
P.O. BOX 1117
CERRITOS, CA 90701

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.** 1/93

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. 1/93

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


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. 12/93

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. 1/93

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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: Paul Garris, **Landscape Management**, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2698.

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