

## LANDSCAPE management

Every month the Market Showcase offers the 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:**  
DAN HOKE, 216-891-2762, 1-800-225-4569, (ext. 762), Fax 216-826-2865

### FOR SALE

#### PEST CONTROL COMPANIES FOR SALE

Missouri	Gross: \$299,000.00
East Georgia	Gross: 540,000.00
Central Georgia	Gross: 88,000.00
Brevard County, FL	Gross: 360,000.00
Broward County, FL	Gross: 75,000.00
Charlotte County, FL	Gross: 575,000.00
Citrus County, FL	<b>SOLD</b> Gross: 1 Million Plus
Clay County, FL	Gross: 510,000.00
Florida Panhandle	Gross: 300,000.00
Marion County, FL	Gross: 70,000.00
St. Lucie County, FL	Gross: 90,000.00
Volusia County, FL	Gross: 110,000.00

Acquisitiveness (the desire for legitimate gain) is an indispensable quality in a successful owner!

There can be many problems awaiting a seller, for example: fair market value, confidentiality, qualified buyers, etc. Let us do away with many of those problems.

*All Calls Are Confidential.*

**PREFERRED BUSINESS BROKERS**  
Jay Hollon, PCO, Licensed Broker  
800-633-5153 • 941-858-4185

#### SQUARE-CUT™

##### TURF PATCHING TOOL

- Soft handle grips for ease of operation
- Tubular design allows for stacking of plugs
- Adjustable depth stops assure uniform plug. Thickness range is from 2" to 3".
- Available in 5" or 6".

Straight Edge Needed? No Problem!

**SQUARE-CUT**  
Handles all your  
patching needs

**FOR MORE INFORMATION PLEASE CALL:**  
1-800-253-2112, 1-313-429-9571 or Fax: (313) 429-3985



### FOR SALE

#### COMMERCIAL INSURANCE FOR LAWN CARE FIRMS "GREEN INDUSTRY SPECIALISTS"

M.F.P. Insurance Agency is dedicated to providing comprehensive insurance programs to the Green Industry at competitive prices. We back up this dedication with a staff of professionals who understand every facet of your business, from marketing to customer service. We know how to properly insure your company whether you're a sole proprietor or a multi-state operation.

Just as your customers look to you for lawn care advice, people come to us for insurance advice because they do not want to become insurance experts themselves. If you want good advice, the right coverage, and competitive rates, please contact:

Richard P. Bersnak, President

Jill A. Leonard, V.P.

1-800-886-2398

FAX: 614-221-2203

**M.F.P. Insurance Agency, Inc.**  
50 West Broad Street, Suite 3200  
Columbus, OH 43215-5917

Circle No. 301 on Reader Inquiry Card

#### FREE 1996 MKI LANDSCAPERS SUPERSTORE CATALOG

##### Buy Direct & Save!

Engines, Equipment, Parts & Accessories.  
Call Mohawk Industries 800-724-2229 for your free catalog.  
Up to 90 Day Terms.

Trimmer Line • Filters • Tires • Blades • Belts  
Safety Supplies • Hand-tools • Blowers • Pulleys • Much More

#### 1989 & 1990 ISUZU/GMC Cabovers:

Excellent cond. Two Tanks. Completely Stainless Tanks & Bed. Hydro-cell 25 GPM 2 Hose Reels w/guns. 1,000 lbs Dry Fert Storage. Ready to do Production.

Call 201-891-6456

### FOR SALE

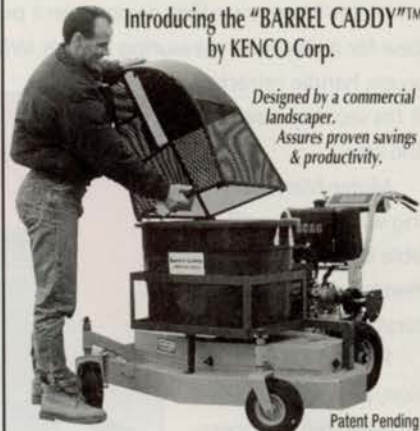
Landscape Co. in Santa Cruz, California

- ◆ Garden All Year Long
- ◆ Landscape Construction & Maint.
- ◆ Routes ◆ Profitable
- ◆ Turnkey Operation

Call (408) 475-8608

### LET YOUR MOWER DO ALL THE WORK!

Introducing the "BARREL CADDY"™  
by KENCO Corp.



Designed by a commercial landscaper.  
Assures proven savings & productivity.

Patent Pending

#### GUARANTEED OR MONEY BACK

Time is money—The "BARREL CADDY" saves the average landscaper approximately 1 hr/day and pays for itself in 3 days. Mount the "BARREL CADDY" to any commercial walk behind mower and let it DO THE WORK FOR YOU!

Easy Rubber Latch Removal • Heavy Duty Plastic Receptacle Bin  
Heavy Duty Steel Cage Construction • Kits Available for Front  
Exhaust Mowers • Fit Kits Available for Every Walk Behind

Shipping Included **BUY DIRECT \$179.95** Credit Cards Accepted  
1-800-327-5044

Circle No. 303 on Reader Inquiry Card

### BUSINESS FOR SALE

Well established LAWN, LANDSCAPE, IRRIGATION, UNDERGROUND DOGFENCE CO. in Balt./Wash/ D.C. area. Turnkey operation with prime location office and warehouse property lease/buy option. Est. 1984 with \$million/yr in sales. Year round income, computerized, with annual service contracts. Well maintained fleet of trucks and equipment. Owner retiring. Serious/confidential inquiries write to L.L.L., P.O. Box 3942, Crofton, Md 21114.

#### TWO-WAY RADIO SALES & SERVICE

RITRON • JOBCOM  
MOTOROLA • RADIUS • SPIRIT  
708-429-0234

ON-SITE COMMUNICATIONS  
17347 Oleander Ave. Tinley Park, IL 60477  
FAST TURNAROUND - 90-DAY WARRANTY

The next ad closing for

## LANDSCAPE management

August 8, 1996  
for the September 1996 issue.

Call Dan Hoke at  
216-891-2762



**NEW PUBLICATION!**

**Containment System Design:**



Chemical Storage, Mixing and Recycling

by Fredric R. Haskett  
Item #668 \$74.95

Find out how to prepare your company for the scrutiny of government regulators. Learn how your operation can comply with new regulations. Understand the legal implications of compliance versus noncompliance. Discover the difference between the cost of recycling finished product residues and the cost of disposal.

**Call 1-800-598-6008**

Outside the U.S. call 216-826-2839

**Advanstar Marketing Services**

7500 Old Oak Blvd. • Cleveland, OH 44130

Price subject to change

CODE: 949511

INFORM ♦ INTRODUCE ♦ INFLUENCE ♦ INSTRUCT

**REPRINTS**

Reprints are highly effective when you use them to:

- Develop direct-mail campaigns
- Provide product/service literature
- Create trade show distribution materials
- Present information at conferences and seminars
- Train and educate key personnel, new hires
- Enhance press kits
- Compile reference materials
- Track trends and emerging technologies

**LANDSCAPE management**

ADVANSTAR MARKETING SERVICES

1-800-736-3665

216-891-2742

FAX: 216-891-2727

**EQUIPMENT FOR SALE**

**NEW 1996 TERRA-RIDER AERATOR**

Get more work done faster and easier with our new 1996 Aerator



Features include:

1. 22" aerating width will allow you to go through a 36" opening, such as a gate, etc.
2. 98 5" long tines-3 1/2" c 4 1/2 spacing.
3. 8HP electric start Briggs & Stratton engine.
4. Tecumseh foot operated hydrostatic drive.
5. Electric screwjack to put tines in the ground and the transport.

STOP AND SEE FOR YOURSELF AT THE LOUISVILLE EXPO 96, JULY 28-30, BOOTH #3064.

**TERRACARE PRODUCTS CO., INC.**

PO Box 250, Pardeeville, WI 53954  
(608) 429-3402 Fax (608) 429-2889

**YOUR BEST INVESTMENT DOWN THE LINE**

THE L-2 UNDERGROUND PIPE LAYER



- Lays pipe or cable
- Simple, efficient all mechanical drive
- Rugged yet compact and highly maneuverable
- 850 lbs. on rubber tracks provide for minimal lawn damage
- Reliable, consistent performance in a low maintenance machine
- Operator training provided
- 16 hp. Kohler magnum engine
- Boring attachment available

**LINE WARD CORPORATION**

157 SENECA CREEK ROAD  
BUFFALO, NY 14224 • 716 675-7373  
FAX 716 674-5334 • 800 816-9621

**FOR SALE**

**Creative curb**

Concrete Curb & Landscape Border Equipment



Create Beautiful Concrete Borders & Curbs for Less than Half the Cost of Conventional Methods!

- Add on to your services/profits
- Low maintenance/easy to use
- Self-propelled, electric or gas powered
- Create various shapes and sizes
- Durable curbing is freeze/thaw tolerant

23362 Madero Rd., Suite E • Mission Viejo, CA 92691  
(714) 587-8488 • (800) 292-3488 • FAX: (714) 587-9680

**GOLF COURSE MARKETPLACE**

**TURBO TURF HYDRO SEEDING SYSTEMS**



- Seed-mulch-fertilize
- Faster germination
- Lower seeding costs
- 1 man operation
- No messy straw
- Units start @ \$1295

FOR A FREE HYDRO SEEDING INFO PACK CALL

**BADGER ASSOCIATES**

1108 THIRD AVE. NEW BRIGHTON PA 15066  
800-822-3437

**MICELLANEOUS**



50 x 75 x 12  
**\$10,129**

Build it yourself and save MONEY 5,000 sizes, all bolt-together ALL STEEL BUILDINGS. Call today for a price quote and a brochure.

**HERITAGE BUILDING SYSTEMS**  
800-643-5555

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Contact Dan Hoke at  
**216-891-2762**



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BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, LM Box #, 131 W. First St., Duluth, MN 55802. Please include box number in address.

### HELP WANTED

#### Project & Division Managers Landscape Construction & Maintenance

Long established full service company based in Sarasota, Florida. Looking for top quality landscape maintenance & construction division managers and project managers for our Orlando, Tampa, Sarasota and Ft. Myers Offices. Minimum 5 years experience.

Year round positions with excellent pay plus benefits program. The salary ranges for these positions are based on experience:

**Project Managers**  
\$26,000 to \$36,000

**Division Managers**  
\$34,000 to \$64,000

For confidential consideration, send resume with salary history to

#### Horticultural Industries, Inc.

Personnel Dept., P.O. Box 21297, Sarasota, FL 34276  
or Fax (941)924-0170



### U.S. Lawns Jacksonville

Full-service landscape management company has a position available for Operations Manager, servicing the Jacksonville, Florida and Beaches area. This challenging position requires 3-5 years experience. Strong communication, organizational and supervisory skills are essential.

Send/fax resume with salary requirements to  
P.O. Box 331044, Atlantic Beach, FL 32233.  
(904) 249-3614.

#### PROFESSIONAL GROUNDS, INC.

Established company in Washington, D.C. area has career positions in our landscape division for supervisor and foreman.

Minimum of 3 years experience in landscape construction required. Good pay, benefits, and growth potential.

Call Bill Moss at  
(703) 339-0600  
E.O.E.

### HELP WANTED

#### "A REAL OPPORTUNITY TO GROW"

OUR COMMITMENT TO EXCELLENCE IN THE LANDSCAPE INDUSTRY HAS RESULTED IN AN OVERWHELMING DEMAND FOR OUR SERVICES. OUR GROUP IS HARD WORKING, TALENTED, AND UNDERSTANDS QUALITY AND CUSTOMER SERVICE.

IF YOU SHARE OUR VALUES, CONSIDER BEING A PART OF OUR FUTURE.

For additional information call: 1-800-548-6063

FAX your resume to  
908-548-4359, Attn: Personnel Dept.



#### SALES/MARKETING REP

Philadelphia/Princeton based landscape firm seeks marketing professionals. Successful candidates will be involved in client development and promotion of grounds maintenance services. Directly responsible for estimating, bidding and selling of services. Good growth potential for the right persons. We offer an excellent benefit package, including salary, commission, health benefits, 401(k), etc.

Qualified candidates should have a horticultural related degree, and/or a good knowledge of the landscape industry. Production and sales experience preferred. Strong organizational, interpersonal, and communication skills are required.

Please send or fax resume to:

#### Pennink Arrimour, Inc.

1965 Byberry Road  
Huntingdon Valley, PA 19006  
Fax: (215) 659-9317

#### LAWNCARE - LANDSCAPE MANAGEMENT IMMEDIATE OPENING

We are a highly successful, national "lawncare" company seeking the right manager to develop our Florida business. Resumes will be considered from Florida C.P.O. license holders only. This position is a long term, corporate growth opportunity for an aggressive, creative, problem solving career seeker with a record of success in Florida.

- Salary will be based on your record and immediate value to us.
- Industry leading benefits package.
- Corporate growth potential excellent.
- Operate from your city in Florida - no relocation.

Submit resumé and salary expectations to:  
LM Box 517

#### Grounds Maintenance and Enhancement Supervisors & Managers

Become a part of one of Maryland and Virginia's fastest growing team of landscape professionals. Come and work for a company that recognizes quality as a daily occurrence and knows that customer satisfaction is a successful driving force.

Positions are full-time with exceptional compensation, benefits, and advancement opportunities. Mail or fax your resumé today to: Tom Davis, Bozzuto Landscaping Company, 15127 Marlboro Pike, Upper Marlboro, MD 20774, Fax No.: 301-627-7011.

#### LANDSCAPE POSITION AVAILABLE

SEASONAL COLOR SPECIALIST to develop & implement an annual/perennial color program for large commercial sites including design and planting. Strong horticultural or floricultural background and experience with annuals and perennials needed. Advancement opportunities.

Send resume to: ENVIRONMENTAL CARE, INC.  
825 MABURY ROAD, SAN JOSE, CA 95133

**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. Brickman seeks energetic, team oriented college graduates with proven leadership, communication and interpersonal skills. Brickman offers full-time positions, excellent advancement opportunities and exceptional 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.** 7/96

**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. 11/96

Fastest Growing Company in Southern Florida seeks Management and Supervisory Personnel for Pest Control, Lawn, and Termite Control. Excellent growth potential. Full benefits package. All replies strictly confidential. Send resume to: P.O. Box 7011, West Palm Beach, FL 33405-7011. 12/96

**Landscape Maintenance Foreman - KT Enterprises, Inc.**, a large Northern VA landscaping firm, is currently seeking highly qualified individuals to supervise within our commercial maintenance division. Candidates must have strong supervisory skills, solid horticulture background, CDL licensing and certified pesticide applicator license. Excellent wages, complete benefit package, 401(k) retirement plan and unlimited advancement. Submit resume with salary history to: Human Resources Department, 4001 Westfax Drive, Chantilly, VA 22021. (703)222-0449, fax (703)222-0578. EEO/AAP 7/96

Send Box Number Replies to:

Landscape Management  
Classified Ad Dept.  
131 West First St.  
Duluth, MN 55802-2065.

Don't forget to include box  
number in address!