

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 440-826-2865, Email dzappola@advanstar.com

HELP WANTED

Managers, Supervisors

The RBI Companies, leaders in the green industries, are looking for managers and supervisors to join their teams. This customer service oriented team of companies in the Western U.S., provide services in landscape and sports field construction and maintenance. Candidates need strong grasp of the agronomy and plant material fields and also possess people and project management skills. Compensation includes 401K, profit sharing, Employee Stock Ownership, health care, and continuing education. EOE/Drug Free Workplace. Send resumes (which will remain confidential) to: **RBI, Attn: Lisa, 4901 S. Windermere St., Littleton CO., 80120.**



Assistant Professor of Turf Production and Management, Director of Turfgrass Center The Department of Horticulture, Plant Science Unit, University of Missouri, invites applications for this tenure-track position to develop an extension program (50% effort) to complement a research program (50% effort) on turfgrass production and management, and to serve as Director of the UM Turfgrass Center. A Ph.D. in Horticulture or Agronomy, training and experience in turfgrass management, and effective communication and managerial skills are required. Submit by January 15, 1998, a letter describing qualifications and career goals; resume; transcripts; selected reprints; and request three letters of reference to be sent to: Dr. Bruce Barrett, Chair of Turf Search Committee, 1-87 Agriculture Building, University of Missouri, Columbia, MO 65211. E-mail: agbarret@muccmail.missouri.edu, Telephone (573)882-7511, FAX: (573)882-1469. The University of Missouri is an Affirmative Action/Equal Opportunity Employer. For more information, visit our web site: <http://www.missouri.edu/~extbsc/turf/turfhp.htm> 11/97

HELP WANTED

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

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:

Century Rain Aid, 31691 Dequindre Rd., Madison Heights, MI 48071, Attn: Wayne Miller.

Pre-employment drug screening required. Century is an Equal Opportunity Employer.

Western States Reclamation, Inc. is one of Denver's leading environmental contractors involved in commercial landscaping, irrigation, revegetation and erosion control projects. We are known for quality employees, top notch equipment, and quality workmanship. We seek resumes immediately to fill several positions between 1/1 and 3/15/98. Interviews for qualified applicants will occur between 12/15/97 and 3/1/98. All positions are full time.

***Reclamation Project Manager:** Requires individual with 5+ years experience in construction management and erosion control/revegetation/restoration projects up to \$2M throughout Colorado and the western U.S. Requires hands-on construction experience including scheduling crews, intervals, machinery, and contract negotiations. Must be an effective manager, good communicator, have a high degree of common sense. Degree in Botany, Plant Ecology, Range Management, Civil Engineering or Construction Management. Estimating experience a plus.

***Reclamation Superintendent:** Requires individual with experience in revegetation and erosion control projects. Must have 5 years experience with farm and heavy equipment, proven experience in managing crews of 15 employees (for highways, mine sites and pipelines). Preference given to individuals with Class A CDL license.

***Estimators:** Senior Level: looking for an individual with 5 years experience with large commercial landscaping projects up to \$3 mil/contract. Must have management experience, good skills in math, Lotus 1-2-3 and able to do take-offs, digitizing, data entry. Position requires degree in landscape architecture, engineering construction or related field. Entry level: Motivated individual with good math skills and degree in related field.

***Landscape Superintendent:** Must have up to 5 years of management experience on large commercial projects.

***Irrigation Superintendent:** Requires up to 5 years of management experience with large mainline systems involving wiring, valves, clocks, layout, etc. We offer excellent incentives, benefits and profit sharing. Please send your resume with salary history to: WSRI, 11730 Wadsworth Blvd., Broomfield, CO 80020 or fax to: (303)465-2478. 12/97

LANDSCAPE CONSTRUCTION PRODUCTION MANAGER

A qualified individual is invited to join the staff of one of Chicagoland'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:

don fiore company, inc.

28846 Nagel Court
Lake Bluff, Illinois 60044
(847) 234-0020
(847) 234-0922 (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

BRANCH MANAGER Industry leader, award winning, full service firm in Chicago western suburbs seeks aggressive sale and client-oriented individual to be accountable for a multi-million dollar growing branch operation and be a part of the senior management team. Responsibilities include sales growth, budgets, estimating, bidding contracts, quality control, training and staff development, motivating sales staff, client interaction, operations management and branch profitability. Horticultural/business degree or similar a must, along with working knowledge of all grounds maintenance operations and proven leadership and sales record. This is an excellent career opportunity for an energetic, goals oriented, proven leader with 3-5 years experience as a branch manager and excellent interpersonal and communication skills. Send resumes with salary requirements and references to: **Tandem Landscape Company, 33w480 Fabyan Parkway, Suite 101, West Chicago, IL 60185 or fax to (630)232-6370, Attn: Mark Sorrentino.** 12/97

COLORADO EMPLOYMENT LANDSCAPE OPPORTUNITIES Pratt Companies are facilities providers for business, industry and residential clients in design, construction, landscape, nursery, property management, and hospitality services.

Landscape Crew Foreman Immediate opening for two landscape installation foremen. Three years experience in design build for residential and commercial. Bi-lingual a plus. Must be production oriented. People skills a must.

Sprinkler Installation Foreman Immediate position for experienced individual in all phases of sprinkler installation. Pratt also has several other opportunities available in the landscape division. Our company offers a competitive wage plus a comprehensive benefit package including medical, 401k, profit share, vacation, holidays and sick days. Forward resume to: R. Carlson, 1820 Delaware Place, Longmont, CO, 80501 or fax 303-682-9475. **PRATT MANAGEMENT CO.** An equal opportunity employer by choice. 12/97

HELP WANTED

Greentree, Inc. one of the Southeast's leading commercial Landscape Management Companies is currently seeking a highly qualified, self motivated professional to manage divisions in the South East region. Candidates must be resourceful, exhibit strong leadership skills, and have a solid knowledge of Southeastern Horticulture. Our expansion offers unlimited career growth. To apply contact: Human Resources Dept., 1640 Roadhaven Drive, Stone Mountain, GA 30083. Tel: (800)667-4196 Fax: (770)934-0919. 12/97

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 914-428-2780. 12/97

SALES Hermes Landscaping, recently selected as one of the Top 100 landscape management companies in the nation has an immediate opening for a sales manager. Responsibilities include all aspects of sales and account management. Seeking candidates with bachelor's degree and 2-3 years sales experience. If interested send resume to Tracy Strohm, Hermes Landscaping, 12421 Santa Fe Trail Drive, Lenexa, KS 66215. 913-888-2400. EOE. 12/97

Landscape Architect/Designer Opportunity for a talented professional who possesses exceptional communication skills and a love of the landscape industry. Requires residential and commercial design/build experience, plant knowledge and the ability to work in a fast paced environment. Wheeler Landscaping, Inc, has provided quality design/build/management services to the north-eastern Ohio area since 1976. We offer excellent benefits and an enjoyable work atmosphere where employees and clients are valued and treated as friends. Please mail resume detailing salary history and requirements with handwritten cover letter: **John D. Wheeler, President, WHEELER LANDSCAPING, INC., P.O. Box 23068, Chagrin Falls, OH 44023.** 12/97

Landscape Maintenance Operations Manager Expanding company, full service firm, headquarters 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, motivating, scheduling, training & staff development, supervise daily operations and quality control. This is an excellent career and earnings opportunity. Send confidential resume with salary requirements and references to: Attention: Manuel DeSouza, N.D. Landscaping, Inc., P.O. Box 114, Topsfield, MA 01983 12/97

Excellent opportunity to join a growing Chicagoland industry leader as **Sales Manager, Commercial Salesperson or Design/Salesperson.** We seek accomplished, highly motivated individuals w/on-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 Wauconda 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, Wauconda, IL 60084 (847)526-4580. EOE. 12/97

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.** 12/97

EXCITING CAREER OPPORTUNITIES FOR VEGETATION MANAGERS Rapidly growing Vegetation Management Company is looking for experienced Division Managers to work out of our regional and branch locations throughout the U.S. Must have a minimum of two (2) years experience in Vegetation Management and/or a degree in horticulture/arbiculture/urban forestry or related field. Must be self-motivated, decisive, creative and have strong organizational skills. **WE OFFER:** —Excellent starting salary, —Company paid health insurance, —Excellent working environment, —Bonuses, —Vacations, —401 K Program. For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: **DeANGELO BROTHERS, INC., Attention: Paul D. DeAngelo, 100 North Conahan Drive, Hazleton, PA 18201, Phone: (800)360-9333, Fax: (717)459-5500. EOE/AAP M-F** 2/98

LANDSCAPE ARCHITECT - PHOENIX, ARIZONA Premier Landscape Contractor requires in house Registered Architect to take charge of busy Custom Residential design office. Work directly with clients and general contractors. Assist in field as needed. Currently drawing w/CAD and manual techniques. Must possess knowledge of Xeriscape principals and current desert plant pallet. Assisted by CAD draftsman. Huge opportunity. Start immed. Salary negotiable. **602-585-7830 Fax 602-585-4765** 12/97

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>. 12/97

TRAINER With 68 years of experience, over 950 employees and 36 offices in the Mid-Atlantic states, it's no wonder why privately owned Ehrlich is profitable and still growing. Due to our continued success and expansion, we are seeking an ambitious, career-minded Trainer for our Lawn and Tree Care Division. You will provide customer service and technical training, assist with sales and service issues, serve as an internal consultant to Operations and District Managers, and advise the Division Manager. Daily travel to district offices is required. The successful candidate will have a BS in Plant Science, Horticulture, or Agronomy, or possess equivalent industry experience. Effective communication skills are required and ISA Certified Arborist status is preferred. We offer salary and bonus based upon years of experience, a comprehensive benefits package, vehicle, and 401k retirement plan including profit sharing. This position is intended to provide a career track to line management or major account sales opportunities. If you are seeking a career in the green industry and are interested in advancement, please send or fax your resume, cover letter, and earnings history to: **J. C. Ehrlich Co., Inc., Attn: John Carson, PO Box 13848, Reading, PA 19612, Fax: 610/378-9525** 12/97

Sales/Account Manager Challenging opportunity with a full-service firm for an aggressive person. Must have extensive background in sales and account management for commercial grounds maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, annual budgeting for clients, excellent job management skills, and a general working knowledge of all aspects of the grounds management industry. Positions available at our Mundelein and West Chicago offices. Send resume with salary history to: Tandem Landscape Company, 33w480 Fabyan Parkway, West Chicago, IL 60185 or fax to: Mark Sorrentino (630)232-6370. 12/97

MAINTENANCE DIVISION MANAGER Leading Dallas-based landscape company is currently seeking aggressive, goal-oriented manager for its residential landscape maintenance division. Position requires comprehensive knowledge of all phases of residential maintenance as well as customer relations. Must be able to effectively manage a division with an annual income of 750,000 +, Horticultural degree, appropriate licensing and bilingual are preferred. Excellent salary and benefits package. Send resume for confidential consideration to **General Manager, P.O. Box 35448, Dallas, TX 75235** 12/97

LANDSCAPE MAINTENANCE— CENTRAL VIRGINIA The largest landscape maintenance contractor in central Virginia is constantly in search of 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 to JRG, HR Dept., 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 6/98

GreenSearch—Attention Employers... can't find good managers and supervisors? Or maybe you're a job seeker looking for a new opportunity? We can help you! Serving Green Industry company categories throughout the Southeast U.S. Call GreenSearch toll-free at 1-888-375-7787, Fax (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161. 12/97

Send Blind Box Replies to:
Landscape Management,
Classified Ad Dept.,
LM Box XXX,
131 W. First St.,
Duluth, MN 55802-2065
(Please include box number
in address)

CLASSIFIEDS

BUSINESS FOR SALE

LANDSCAPE CONSTRUCTION & MAINTENANCE CO. Well estab. co. in the Boston, MA area. 1996 yearend \$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. 2/98

BUSINESS WANTED

Successful California contractor desires to purchase Denver metropolitan area or Northern California landscape management firm in the \$500K to 2 million+ dollar volume range. Will relocate for hands-on management. Reply in confidence to LM Box 525. Finders fee paid for referral which results in purchase. 1/98

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: LF01X9, 101 Harrison Street, Archbald, PA 18403. 12/97

Two year AAS degree program in Golf Course Maintenance Operations, Landscape Contracting, and 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 Dept., Western Texas College, Synder, TX 79549. 915-573-8511 ext. 305 12/98

EQUIPMENT FOR SALE

NO ONE BEATS OUR PRICES Parts-Engines-Equipment **LANDSCAPERS SUPPLY** Free 200+ Page Catalog 1-800-222-4303 Lowest Prices Guaranteed. Free Gift w/First Order. TF

FOR SALE

Two 1994 Nissan Diesel 14,500 G.V.W. Cabover—Low Mileage. Each truck equipped with: Two Tufflex fiberglass tanks (one 600 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

LAWN TRUCK: GMC Cabover 14,000 GVW Auto Trans Turbo Charged Diesel, 1989 Built by Warner Engineering. Total Stainless Steel Body Twin Hose Reels, 25 G.P.M. Warner Hydrocell pump, compartment for DRY Storage, Split tank 650 Gal, 150 Gal. Chemlawn gun. Truck has low mileage, well maintained. Ready for production. New \$42,000 Asking \$25,000. Call: 561-776-6216 FAX: 561-776-6218 1/98

FOR SALE

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

BUY ICE MELTER WHOLESALE!! A natural alternative to rock salt, our unique ice melting formula sustains melting down to -12 F, and does not destroy the vegetation. Call today for truckload pricing 800-989-5444 12/97

After 30 years in business Serving greater SE Minnesota **SCHULTZ LANDSCAPING, MINERAL SOD FARMS, CHOOSE AND CUT CHRISTMAS TREE FARMS** and **ORGANIC LAWN CARE** businesses are for sale/lease in part or parcel. For a complete inventory and equipment listing, please call 507-288-3999 or toll free at 1-800-934-7696. 5/98

FRANCHISE OPPORTUNITIES

FRANCHISE OPPORTUNITY Tired of running your business without any support? With a **NaturalLawn of America** franchise, you not only get comprehensive agronomy support through the use of our proprietary natural, organic-based fertilizers and biological controls, but you get to use our proven marketing strategies to easily grow your lawn care customer base to virtually the size you want. For info call us at **800-989-5444**; e-mail us at natlawn@erols.com; or contact us on the internet at www.nl-amer.com. 4/98

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. 12/97

SERVICES

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 evialo@compuserve.com 1/98

THE VOICE OF THE GREEN INDUSTRY
LANDSCAPE
management

DIRECT MAIL

List

targeted, influential audience:

- ▶ 50,000 decision makers
- ▶ Highly responsive
- ▶ 98% deliverable guaranteed
- ▶ Selects available

FOR DETAILS CONTACT

Michael Balzano
440-891-2697

LANDSCAPE
management

1998 CLASSIFIED ADVERTISING

For all ads under \$250, payment must be received by the classified closing date. We accept VISA, MASTERCARD & AMERICAN EXPRESS. Credit card orders are accepted by phone.

ISSUES	CLOSING DATES
February 1998	1-8-98
March 1998	2-10-98
April 1998	3-10-98
May 1998	4-9-98
June 1998	5-8-98
July 1998	6-10-98
August 1998	7-9-98
September 1998	8-10-98
October 1998	9-10-98
November 1998	10-8-98
December 1998	To Be Announced

(Please call Sales Rep to confirm dates.)

For Classified Advertising Call:
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Fax 440-826-2865, email dzappola@advanstar.com