

HELP WANTED

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.

**LANDSCAPE GROUNDS SUPERVISOR:** Allen Keesen Landscape, Inc. has an Immediate Opening for a Customer and Production-Oriented Individual in beautiful Colorado Springs, CO. Manage the Grounds Team at a 19 acre business facility on a campus setting. Qualifications should include: Customer Relations and People Skills, Experience in Turf and Plant Care, Knowledge of Irrigation Systems, Computers, Equipment Operation and Maintenance. Horticultural Degree and Field Experience required. Salary and Benefits Commensurate with Experience and Qualifications. If you are a Quality and Safety Conscious Team Leader send a resume to: **Allen Keesen Landscape, Inc., Attn: CM/LM, 2305 South Syracuse Way #4, Denver, CO 80231.** 11/97

**FIELD OPERATIONS MANAGER MAINTENANCE DIVISION** Are you aggressive with strong organizational and communicational skills and like challenges? Do you have 3 to 5 years experience running day-to-day field operations comprised of 75 employees or more? We are a well established full service landscape company looking for a field manager to oversee several areas supervisors and day-to-day field operations. Located in the Arizona's Greater Phoenix area, we have been in business over 23 years. If you are the right person for the job - we are offering a generous salary, company vehicle, health and dental insurance, 401 K with generous company match, and profit sharing. Our starting package is \$30,000 to \$45,000 depending on past success and experience. Please send your resume to 12629 North Tatum Blvd. Suite 236, Phoenix, AZ, 85032. 11/97

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. 10/97

**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



**COME JOIN THE COMPLETE TEAM!**

"One of the Washington, DC areas largest; award winning; full service companies..."

Due to rapid growth, we are now **SEEKING** high energy, goal driven, visionary, talent for the following positions:

**SALES/ACCOUNT REPRESENTATIVE**

Must have proven track record, degree or industry related experience. Duties to include Landscape Maintenance and Enhancement Sales, Marketing, Client Relations, Quality Control, Budgeting.

Successful applicant shall receive excellent compensation, benefits and incentives.

**SENIOR FOREMAN/PROJECT MANAGER**

Applicants must have 3 to 5 years experience as foreman with strong inter-personal skills, pro-active and organized. Great opportunity to elevate career for motivated individuals. Top pay, year round employment, and many more benefits.

Send Resume Now To Human Resources:  
Complete Industries, Inc.

1641 Maryland Route 3 North, Suite #206  
Crofton, Maryland 21114  
Phone:301-261-0050, Or Fax To 301-261-0928

**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

**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**

ESTIMATOR Florida's Number One Commercial Landscape Contractor located in Orlando, Florida is looking for a motivated, growth oriented team member to help head up our estimating department. Strong math and computer skills necessary. E.O.E., D.F.W. FAX resume to Jim Oyler (407)886-6447 or call at (407)886-3103. 11/97

**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, 216-891-3162, 1-800-225-4569, (ext. 162), Fax 216-826-2865, Email dzappola@advanstar.com

HELP WANTED

**NORTHWESTERN LANDSCAPE COMPANY**

The Northwest's fastest growing commercial landscape and maintenance organization. 15+ years of continuous growth. We are currently looking to fill key management and supervisory positions. Must be committed to integrity, professionalism, the pursuit of industry excellence and have a desire to make a difference in a growing company. Company vision and mission statement will be provided upon request. Excellent pay and benefits, 401K - profit sharing. Send or fax resume (Attn: President) to: (253)848-8187 P.O. Box 1118, Puyallup, WA 98371.

**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.

**Arborist Supervisor**

University of California Santa Cruz seeks a professional arborist to manage 2000 acres of urban forest. Supervise tree care and some landscape maintenance. Contact: UCSC Staff Human Resources, 1156 High St., Santa Cruz, CA 95064, (408) 459-2009 (job #97-09-35) Deadline 12/1/97 EOE



## HELP WANTED

**FIELD TRAINER/DEVELOPER** The Care of Trees' family of companies is looking for an experienced Arborist to deliver field education/training and development in our Chicago and/or Northeastern U.S. operations. This person's areas in impact would include: "safety," "arboricultural techniques," "quality," "teamwork." Learn about our dynamic team and this very unique opportunity in our industry by calling Beverly Strom at (847)394-1596 or send your resume to: **Beverly Strom, The Care of Trees, 2371 S. Foster Avenue, Wheeling, IL 60090.** 11/97

LAKE CITY COMMUNITY COLLEGE is seeking qualified candidates for an Irrigation Management Program Instructor/Coordinator (RE-ADVERTISED). Minimum requirements Bachelor's degree and two (2) years experience in irrigation design, installation and repair in golf/landscape industries. Salary Negotiable, based on degree and experience, plus benefits. Review of applications will begin on October 30, 1997. Position will remain open until filled. Applications should be submitted to: Human Resources Development, Lake City Community College, Route 19, Box 1030, Lake City, FL 32025-8703, (904)752-1822, Ext. 1314. VP/ADA/EO/EA College in Education and Employment. 11/97

**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

**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

**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 northeastern 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.** 11/97

**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/aboriculture/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

**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

**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. The ideal candidate will possess 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, 6690 Roswell Road, Suite 310-157, Atlanta, Georgia 30328-3161.** Toll-free 1.888.375.7787 Fax 770.392.1772. 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

**Sales Turf & Tree Professionals:** Growth Products a manufacturer of Liquid Fertilizers, and Natural Organics seeks experienced professional 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. 11/97

**Certified Arborist—Training & Safety Manager—Northeast** One of the country's largest Tree Care Firms is seeking an individual with at least 7 years experience to manage all aspects of a regional Training & Safety Program. Requirements include: Certified Arborist, Green Industry or Business 4 BA or BS Degree, high level of computer literacy, complete knowledge of ANSI, OSHA, ISA, NAA, EPA, DOT, CPR & EHAP. Excellent benefits. Send cover letter, resume and documents (Microsoft format) to: **Hoey & Associates, Inc., 11 Stuyvesant Oval, NY, NY 10009 Fax: 212-254-0222 Email: [thoey@hoey.com](mailto:thoey@hoey.com)** No Phone Calls. 11/97

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# CLASSIFIEDS

## HELP WANTED

**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

**OPERATIONS MANAGER** Growing Cleveland, Ohio landscape company is looking for a career-oriented person to run our day-to-day operations. Responsibilities will include: purchasing, scheduling labor & equipment, hiring, training & oversee shop, vehicles & yard. Excellent potential to advance as company continues to grow. Send resume to P.O. Box 23352, Chagrin Falls, Ohio 44023 11/97

Immediate openings for people with skills in Landscape Design, Installation, Crew Management and Sprinkler Systems. Excellent earning potential for honest/dependable performance. Resume/Salary history to P.O. Box 4012, Jonesboro, Arkansas 72403. 11/97

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ZAPPOLA**  
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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. For information contact Golf Course Operations/Landscape Technology Dept., Western Texas College, Synder, TX 79549. 12/98

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**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

Curb Machine, Gas powered, brand new, still in crate with all the works! Excellent earning potential! Must go! \$3,500 OBO. (870)935-0357 11/97

## 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](mailto:evialo@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. 12/97

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