

LANDSCAPE management

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BOX NUMBER REPLIES: *Landscape Management*, LM Box #, 131 W. First St., Duluth, MN 55802

FOR ADVERTISING INFORMATION AND AD PLACEMENT, CONTACT: BILL SMITH, 440-891-2670, 1-800-225-4569, (ext. 670), Fax 440-826-2865, Email smith@advanstar.com

HELP WANTED



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 REPRESENTATIVES

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.

FOREMAN/PROJECT MANAGERS For Maintenance & Installation Departments

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

SALES PRODUCTION SUPERVISORS FOREPERSONS

HEYSER LANDSCAPING, INC., continuing to build on a 70 year tradition of top quality maintenance of interior and exterior landscapes, has career opportunities in New York, New Jersey, Pennsylvania and Delaware.

HEYSER is seeking experienced, goal-oriented individuals for sales and production of commercial accounts. Competitive wages and full benefits package, including major medical, dental, 401-K and bonuses.

Excellent working environment and opportunity for advancement. If you are interested in working for a well established and still growing company, mail, fax, or e-mail resume with salary requirements to:

HEYSER LANDSCAPING, INC., ATTN: MARIE
400 NORTH PARK AVENUE NORRISTOWN, PA 19403
FAX: 610-539-3116 / E-MAIL: cheyser123@aol.com
Immediate and confidential consideration.
Pre-employment drug screening. EOE.

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:

Michael D. Stewart
1-800-548-6063

FAX your resume to
732-548-4359

Attn: Personnel Dept.



Grounds maintenance - site managers:

Davey Commercial Grounds Management, a division of The Davey Tree Expert Company - has a variety of career opportunities for experienced landscape/grounds maintenance professionals. Responsibilities include staffing and coordination of large on-site landscape maintenance projects. Qualifications: 5+ years field experience with solid horticultural skills in turf, ornamental and annual plant maintenance, personnel management, job scheduling and estimating. Top-rated candidates will be good communicators, organized, motivated, bi-lingual, customer-focused and understand an income statement. Excellent salary and benefit package available. Send your resume to: "Davey - Grounds Management Opportunities" at 1500 N. Mantua St., Kent, OH 44240 or fax to: 330-673-5406.

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

LANDSCAPE MAINTENANCE

EVERGREEN SERVICES CORP. is an industry leader in the commercial landscape management field. We have nine satellite shops in Western Washington: Everett, Maltby, Issaquah, Bellevue, Seattle, Kent, Poulsbo, Tacoma & Olympia. We are currently seeking motivated individuals for the following positions: Division Superintendent, Foreman (M/F), Crewleader, Irrigation Technician and Horticultural Technician. Celebrating 30 years in business, we offer career opportunities for the experienced supervisory and technician candidates.

All candidates must have experience in all phases of landscape maintenance; pruning, turf management, tree, shrub, annuals & perennials care, and irrigation systems management, plus possess a valid Washington State Driver's License. Candidates must be reliable, self-motivated, organized, flexible and possess excellent team building skills. Spanish language skills helpful.

We offer competitive wages and an excellent benefits plan; Medical/Vision/Dental/Disability/Life, Payroll Savings Plan, 401 (k) Profit Sharing Plan, tuition reimbursement, Vacation/Holiday/Sick Leave, support in acquiring industry certification. We are an equal opportunity employer by choice, and encourage women and minorities to apply.

EVERGREEN SERVICES CORPORATION
12010 SE 32 STREET
BELLEVUE, WA 98005
800-726-1751
(FAX) 425-641-0592

GREAT CAREER OPPORTUNITIES:

LEADING CHARLOTTE, N.C. LANDSCAPE COMPANY IS CURRENTLY SEEKING HIGHLY QUALIFIED, SELF-MOTIVATED PROFESSIONALS.

POSITIONS INCLUDE:

- IRRIGATION MANAGER
- MAINTENANCE FOREMAN
- LANDSCAPE FOREMAN
- COLOR SPECIALIST
- LANDSCAPE DESIGNER
- PLANT PURCHASER
- LANDSCAPE BILLING/JOB TRACKING SPECIALIST

WE OFFER EXCELLENT STARTING SALARY, INSURANCE, FRIENDLY WORKING ENVIRONMENT, BONUSES, VACATION, PROFIT SHARING, AND 401(K) PROGRAM. FOR CONFIDENTIAL CONSIDERATIONS, SEND RESUME TO:

THE METROLINA LANDSCAPE COMPANY
P.O. BOX 669003
CHARLOTTE, NC 28266-9003

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

LANDSCAPE DIVISION MANAGER

Well established full service, high end commercial/residential firm located in southern West Virginia has an immediate opening for a self motivated, detailed oriented person with clear communication skills. Successful candidate must have proven leadership skills, ability to manage all facets of daily landscape operations and installations. Capable of supervising multiple crews, job estimating and sales. Generous compensation package and great working environment. Excellent career opportunity. Starting salary 35K to 42K with performance bonus plan. For confidential consideration, please send resume to ASPEN CORPORATION P.O. BOX 737, DANIELS, WV 25832 OR CALL 304-763-4573. FAX 304-763-4591.

Classifieds Work!

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.

Maintenance and construction Sales/Supervisor: Rapidly expanding landscape contracting firm has immediate opening for a highly motivated individual to design, estimate and oversee construction and maintenance contracts. Experience preferred will consider recent grads who are self motivated and have good organization and presentation skills. Salary and benefits negotiable. Excellent opportunity for growth and advancement. Mail or Fax your resume with desired compensation to; **John R. Greer IV, Greer Landscaping & Maintenance, Inc., 13301 Southwest Highway, STE E, Orland Park, IL 60462, 708 361-5638 FAX.** 3/98

FIELD OPERATIONS MANAGER MAINTENANCE DIVISION Are you aggressive with strong organizational and communication 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 for 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. 5 years minimum experience in the landscape industry. Please send your resume to 12629 North Tatum Blvd. Suite 236, Phoenix, AZ 85032. 2/98

KEEP YOUR CREWS BUSY ALL WINTER LONG. LANDSCAPERS...Buy manufacturer direct professional synthetic turf putting greens for home and commercial use. Dealer Program includes Exclusive Distribution Area, Market Research Report, carry NO inventory, many extras **FREE VIDEO** 1-800-334-9005 2/98

NATIONAL Sprayer Company Wants YOU As A DISTRIBUTOR! New company producing top quality sprayers suitable for golf course, lawn care, nurseries, and municipalities, is now accepting applications for qualified distributors. Call 1-800-710-9446 for information on how you can make money with us! 2/98

GARDEN CENTER RETAIL MANAGER Well established company is searching for individual with retail management experience. Great opportunity for a career. Salary DOE. Submit credentials and employment references to Avery & Assoc., 8120 Green St., New Orleans, LA 70118 2/98

Golf Course Horticulturist. Year Round position of installation & maintenance of Landscape & Flower bed areas. Salary \$20-25,000 and benefits. Experience and education preferred. Send Resume By Feb 28 to Beechmont Country Club, 29600 Chagrin Blvd., Cleveland, OH 44122. Please no phone calls. 2/98

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. 2/98

Assistant Professor, Environmental Horticultural Science Department. Full-time teaching position, tenure-track, academic year appointment. Develop and direct a turf management program, teach undergraduate classes, advise students, supervise enterprise and senior projects, and establish applied research activities in related areas. Specific courses to be taught will include beginning and advanced turf management, and may include landscape/floral design fundamental courses or other lower division horticultural fundamental courses. Salary commensurate with qualifications and experience. Preferred starting date: Fall 1998. Minimum qualifications: Ph.D. in Horticultural Science or closely related field; a demonstrated commitment to and involvement with the science and practice of ornamental horticulture; strong undergraduate teaching skills and academic background; and experience in turfgrass management. Additional experience in landscape design and landscape horticulture is highly desirable. To obtain an official application, send a resume and names of three references to Virginia R. Walter, Department Head, Environmental Horticultural Science Department, Cal Poly, San Luis Obispo, CA 93407; (805)756-2279, FAX (805)756-2869; vwalter@calpoly.edu. (Refer to Recruitment Code 83045). Closing date: May 1, 1998. *Cal Poly is strongly committed to achieving excellence through cultural diversity. The university actively encourages applications and nominations of women, persons of color, applicants with disabilities, and members of other underrepresented groups.* AA/EEO. 2/98

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.** 12/98

Landscape Installation Foreman—Carroll County Landscape is looking for an experienced foreman, skills should include training, communicating and working well with crew members, salary commensurate with experience, benefits include profit sharing and continued education. Send resume to: P.O. Box 237, Wolfeboro Falls, NH 03896 or fax (603)569-2013 2/98

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

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>. 12/98

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. Candidates pay no fee. Call GreenSearch toll-free at 1-888-375-7787, Fax (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161, www.greensearch.com. 3/97

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. 2/98

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. 2/98

Operations Manager Hermes Landscaping, recently selected as one of the Top 100 landscape management companies in the nation has an immediate opening for an operations manager. Individual supervises all activities of production including staffing, work schedules, purchasing, quality control, safety, coordinating training and equipment maintenance. Candidates must have excellent organizational and people skills. Prefer candidates with bachelors degree. Send resume to: 12421 Santa Fe Trail Drive, Lenexa, KS 66215. 913-888-2400. EOE. 2/98

HELP WANTED

JASSO TREE SERVICE, INC.—A long standing tree company serving the Tri-county area since 1928. A drug free environment, dedicated to continued education. We are looking for a pesticide applicator/spray department manager. We are a full service tree company and need someone with a strong will to succeed. Degree helpful but not necessary. Good driving record and CDL a must. We have excellent benefits, paid holidays, vacations, retirement, and health insurance. Wages are open for discussion. Please call 243/391-0030 for an appointment. 2/98

LAKE CITY COMMUNITY COLLEGE is seeking qualified candidates for an Irrigation Management Program Instructor/Coordinator. Grant Funded Temporary Position (231 Duty Days). 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. 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.** 2/98

PROFESSIONAL LAWN CARE TECHNICIAN Excellent working conditions and salary. Vacation/holidays/ 401K/ health insurance. Work Monday-Friday. Must be self starter. Position is for a lawn nutrition applicator. Must have or be willing to obtain Mass. applicators license ASAP & relocate to central Mass (outside Worcester). Please call Rutland Nurseries, Inc. 508-886-2982 or fax resume to 508-886-2981. 3/98

SENIOR PESTICIDE APPLICATOR Longwood Gardens, Inc., the world's premier horticultural display, located in Kennett Square, PA has an opening for a Senior Pesticide Applicator. This person will oversee and perform pesticide spray operations in a variety of horticultural display environments, primarily outdoor specimen trees and shrubs. Other responsibilities include performing arboricultural duties such as tree climbing and aerial lift operation; operating, maintaining, and performing repairs to hydraulic spray equipment, and maintaining pesticide spray facility and related inventory. A Bachelor's degree or higher in an agriculturally related field with a minimum of 2 years experience in horticultural pesticide application is required. Further experience in Horticulture, Entomology, and/or Plant Pathology is a plus. Must have or be able to acquire a Pennsylvania Pesticide Applicator License and Pennsylvania CDL Class B driver's license. We offer an excellent starting salary and an outstanding benefits package. Please mail your resume to Mr. Kiran Taunk, Business Division Manager, Longwood Gardens, Inc., P.O. Box 501, Kennett Square, PA 19348. EOE. 2/98

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 2/98

LANDSCAPE DESIGNERS, LANDSCAPE CREW LEADERS AND TRAINEES Newtown Home & Garden Center, an established fast growing residential landscape nursery is seeking career minded people with 3-5 years experience, hardscaping exp. helpful. Excellent starting salary plus benefits (vacation, health and retirement). Designers must have estimating ability and proven sale techniques. This is a job for a pro who can design and organize. Crew leaders must have the ability to coordinate materials and equipment and capacity to run crews efficiently. Come work for a company that cares about their employees. For immediate confidential consideration send or fax resume and requirements to Martin at **NEWTOWN HOME & GARDEN CENTER, 398 DURHAM ROAD, NEWTOWN, PENNSYLVANIA 18940 215-860-3281.** 2/98

Golf Operations Supervisor-Skokie Park District seeks FT Golf Operations Supervisor to manage maint. of new Golf Center, Skokie Sports Park & Weber Park Golf Course. Golf Center will incl. two-tier driving range, adventure golf courses, batting cages, & athletic fields. Resp. for repair, development & construction of grounds of Golf Center and Golf Course. Resp. for training & supervising maint. staff. 1-3 yrs. golf course &/or driving range maint. exp. &/or 2-4 yr. degree in Agronomy, Horticulture, or related fields. Pesticide Public Applicator license req. \$27K-\$32K. Excellent benefits. Submit resume to: Skokie Park District, Danica Johnson, HR, 9300 Weber Park Place, Skokie, IL 60077. Fax#: (847)674-9201. 2/98

BUSINESS FOR SALE

Well established medium size \$500K landscape and snow removal business in the north suburbs of Chicago, is for sale to an energetic, ambitious, knowledgeable person, who would work the business on a buy-out basis. We are retiring after 40 years but will stay on to train. Reply in confidence and fax background to: (once in a lifetime opportunity) to 847-634-3910. 2/98

LANDSCAPE CONSTRUCTION & MAINTENANCE CO. Well estab. co. in the Boston, MA area. 1996 year-end \$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

Owner retiring from well established **LANDSCAPING/MAINTENANCE** business in beautiful Northern Oregon. 200K sales with owner net profit over 60K. Price 180K includes 125 commercial and residential contracts, vehicles and equipment. Call (541)386-1942. 2/98

Commercial Lawn Care Company located in Atlanta, Georgia. Ten years in the north metro area. Sales average over \$420,000.00 annually. Selling price is \$305,000.00 for all accounts, trucks and equipment. Land and warehouse available. Fax all inquiries to 770-720-4842. 2/98

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Bill Smith, Phone: 440-891-2670,
Fax: 440-826-2865, Email: bsmith@advanstar.com

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: LF01Y1, 101 Harrison Street, Archbald, PA 18403. 12/98

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, Snyder, TX 79549. 915-573-8511 ext. 305 12/98

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FOR SALE

NEW NATIONAL SPRAYER COMPANY NOW PRODUCING TOP QUALITY SPRAYERS FOR TOP QUALITY COMPANIES! In the market for a new sprayer? We have the machine for you. We have forty years of manufacturing experience and have combined it with the top named components in the industry. Add all aluminum frames, reel mounts, and manifolds, and it becomes rust free. Add a belt drive to make it simple, troublefree, and easy to operate. The result is the best sprayer on the market for the money. Call Banko Manufacturing, Inc. at 1-800-710-9446 for Free details and pricing. Call by January 31st and mention this ad: you become eligible for early pricing discounts as well as a FREE strategy on how you can make extra money working with us. This is a limited time offer, so call now! You have absolutely nothing to lose! 2/98

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**

MOWER REPLACEMENT PARTS. FREE 200 page catalog **SAVE \$\$\$** on mower parts, air & oil filters, trimmer line, belts, plugs, oil, tools, water garden supplies. Mow More Supplies **1-800-866-9667** Order free catalog MM98LM. 5/98

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

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

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FRANCHISE OPPORTUNITY Tired of running your business without any support? With a **NaturaLawn 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

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

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. 12/98

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

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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
April 1998	3-1098
May 1998	4-998
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 bsmith@advanstar.com**