

HELP WANTED

UNIVERSITY OF CALIFORNIA  
COOPERATIVE EXTENSION  
HOME/COMMUNITY HORTICULTURE ADVISOR  
ALAMEDA COUNTY



The University of California Cooperative Extension is seeking a career track academic candidate responsible for implementing educational programs and applied research on the various social, environmental, economic, and ecological dimensions of urban horticulture. The advisor serves as an expert resource to all county residents on the impact of urban horticulture in local communities, production methods for higher food value, bioremediation, revegetation of vacant lots into healthy green areas, and people-plant relationships. The overall goal is to improve the well being of urban communities by conducting research on the environmental dimensions of urban horticulture and alternative food systems. Conduct applied research in home and community horticulture for Alameda, Contra Costa, and Santa Clara counties in collaboration with Home and Community Horticulture Program Representative. Plan and initiate new education programs for Alameda County and provide creativity to continuing programs. Cooperate with specialists and other advisors in Cooperative Extension in meeting clientele needs. Share program methods, and support services with county staff members as appropriate.

Requirements include a minimum of a Master's Degree in horticulture, agricultural science or other related field. Strong background in ecological horticulture methods. Bilingual skills preferred, as well as experience in working with a multi-ethnic community. Training in educational methods. Research is necessary. Beginning salary will be in the Cooperative Extension Assistant level, commensurate with experience and professional qualifications (\$35,500-\$39,600).

A UC Cooperative Extension application form is required. Call or fax to receive your application package: PHONE (message) 530-754-8587; FAX 530-754-8540--Refer to Position #ANC-97-05. Applications must be postmarked by February 20, 1998 for consideration. AA/EOE

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.

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

**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, Hazelton, PA 18201, Phone: (800)360-9333, Fax: (717)459-5500. EOE/AAP M-F 2/98

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**

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

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



**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.

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

## HELP WANTED

**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! 1/98

**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/GROUNDS MANAGER** Supervise crew responsible for maintenance of turf and ornaments in **Golf Course/Residential** development located in western South Carolina. Experience and degree in horticulture preferred. Responsible to Golf Course Superintendent. Salary competitive for this region and good vacation package available during off season. Send information to DB/Golf Course Superintendent, P.O. Box 1378, Seneca, SC 29678. 1/98

**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](http://www.greensearch.com). 3/97

**DEPARTMENT MANAGER** Full-service design-build firm located in Northern New Jersey seeks dynamic self-starter to oversee irrigation department and sell and manage construction projects. A growth-oriented, team player with three to five years irrigation sales/service/installation experience and a background in landscape construction is a must. Estimating and sales is required along with excellent communication, leadership, and organizational skills. A degree in Horticulture, & NJ Irrigation Certification are strongly desired. Responsibilities include estimating; sales; scheduling and supervising crews; purchasing and inventory; and budget and profit administration. Excellent career opportunity with growing, progressive company with outstanding 20-year service record. Competitive salary and benefits. Send or fax resume to: Jacobsen Landscape Design and Construction, 41 Birch Street, Midland Park, NJ 07432, 201.444-4334. 1/98

**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. 1/98

Professional Commercial Landscape Company in Richmond, VA is looking for an experienced individual to manage and run the grading division. We offer excellent benefits, performance bonuses, and salary commensurate with experience. Please fax your resume with salary requirements to: Human Resources, 804-550-1869. Or mail to JRGM, 11008 Washington Highway, Glen Allen, VA 23059 Attn. Human Resources or call 800-813-0003. 6/98

**INSTRUCTOR:** Turf Equipment Management (201 Duty Days) Tenured Track. Responsible for teaching all phases of **SHOP MANAGEMENT, TURF MANAGEMENT AND TURF EQUIPMENT MAINTENANCE AND REPAIR. QUALIFICATIONS:** Vocational certificate in mechanics plus two (2) years work experience or five (5) years work experience in mechanics. Degree, teaching experience two (2) or more years as head equipment technician in large modern shop **a plus.** **SALARY:** Negotiable—based on experience/education, plus benefits. **OPEN:** until filled. **SUBMIT APPLICATION/RESUME TO:** Lake City Community College, Rt. 19, Box 1030, Lake City, FL 32025-8703, Phone: (904)752-1822 Ext. 1314 Fax: (904)755-1521. **VP/ADA/EO/EA/COLLEGE IN EDUCATION & EMPLOYMENT** 1/98

**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 1/98

**COLORADO** Full service landscape and tree maintenance company in business since 1959 has a management position for our Arbor and Plant Health Care departments. Must have a 2 or 4 year related degree, 3-5 years of work experience, good communications skills and ability to manage and motivate people. Excellent compensation and benefits for this year round position. Contact Lee at RB Landscape and Tree Service Co., 1970 S. Valentia St., Denver, CO 80231, 303-745-8286 or fax 303-745-8180. 1/98

**Landscape Irrigation/Lighting Specialist** Experience required in all aspects of irrigation and lighting. Excellent supervisory and communication skills, clean driving record necessary. Year round position offers a competitive salary, hospitalization, benefits, and a good working environment. Please mail resume detailing salary history and requirements: **John D. Wheeler, President, WHEELER LANDSCAPING, INC., P.O. Box 23068, Chagrin Falls, OH 44023.** 1/98

**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

**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.** 1/98

**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 with salary requirements to JRGM, HR Dept., 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 1/98

## 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

14-year-old Retail Nursery and Landscaping business for sale in northcentral Indiana, due to health reasons. Working part-time in 1996, brought in \$312,000 gross. Includes 6 to 30 acres (many large trees growing in field), store + two other buildings, 1997 Series 700 dumptruck, two 1-ton dump trucks, two pick-ups, trailer, other equipment, large inventory, plus home with 4-5 bedrooms, 3 baths, family room with fireplace, in-ground pool. P.O. Box 2124, Warsaw, IN 46581-2124. 1/98

To Place a Classified Ad Call:  
Denise Zappola, Phone: 440-891-3162,  
Fax: 440-826-2865, Email: [dzappola@advanstar.com](mailto:dzappola@advanstar.com)

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

**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, trouble-free, 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! 1/98

**EDUCATIONAL OPPORTUNITIES**

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

**FOR SALE**

**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

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

**FOR SALE:** 6 Motorola MTX 8000, 2 Motorola MTX 800. All with cases and charges. Excellent condition. \$300.00 OBO each. Please contact (510)933-8860 1/98

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**

**RADIOS (blank) HALF PRICE** MOTOROLA mtx - maxtrac- JOHNSON UNIDEN- KENWOOD - GE - STANDARD \$275- \$325 includes programming and warranty we take trades- to escape "digital" go 900 call 800-779-1905 1/98

Billy Goat VQ series vacuum. 33" cleaning path. Shifts on the fly transmission w/5 forward gears and 1 reverse. 8 horse power Briggs & Stratton IC. Less than 10 hours. \$2000. Kevin Felver. (IN) 765-214-5076 1/98

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

**FRANCHISE OPPORTUNITIES**

**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](mailto:natlawn@erols.com); or contact us on the internet at [www.nl-amer.com](http://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](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. 12/98



**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



**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.

<u>ISSUES</u>	<u>CLOSING DATES</u>
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](mailto:dzappola@advanstar.com)