

LANDSCAPE management

Every month the Classified Showcase offers the readers of *Landscape Management* a complete and up-to-date section of products, services, job opportunities and more! 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:

LESLIE ZOLA, 440-891-2670, 1-800-225-4569, (ext. 670), Fax: 440-826-2865
Email: lzola@advanstar.com

BUSINESS FOR SALE

LANDSCAPE CONSTRUCTION & MAINTENANCE CO. WELL ESTABLISHED 15 YEAR COMPANY IN THE BOSTON, MA AREA. \$2.5M TO \$2.9M VOLUME ANNUAL, PAST 3 YEARS PROFITS HAVE BEEN IN THE SIX DIGIT FIGURES. COMPANY BREAKDOWN, 70% CONSTRUCTION, 20% MAINTENANCE & 10% SNOW OPERATIONS. WELL RUN ORGANIZATION, AND WELL MAINTAINED FLEET. THE 1999 BACK LOG EXCEEDS \$2M TO DATE. MAIL RESPONSES OF INTEREST WITH NAME AND FINANCIAL BACKGROUND TO: CORPORATE VENTURES, 271 CANTON ST., STOUGHTON, MASS. 02072. 7/99

BUSINESS OPPORTUNITIES



WANT TO BUY OR SELL A BUSINESS?

Professional Business Consultants can obtain purchase offers from numerous qualified potential buyers without disclosing your identity. There is no cost for this as Consultant's fee is paid by the buyer. This is a **FREE APPRAISAL** of your business.

If you are looking to grow or diversify through acquisition, I have companies available in **Lawn Care, Grounds Maintenance, Pest Control, Landscape Installation and Interior Plant Care** all over the U.S. and Canada.
P.B.C. 19 W. 555 Central Ave, Downers Grove, IL. 60516

708-744-6715 • Fax 630-910-8100

Your ad could be here!

To place your ad in the next issue
contact Leslie Zola

800-225-4569 ext. 670, Fax 440-826-2865

Email lzola@advanstar.com

BUSINESS OPPORTUNITIES

The Off-Season Solution



Holiday and Event Decorating

- Keep More Good People Year 'Round •
 - Offset Fixed Costs •
- Utilize Existing Vehicles & Equipment •
- Cross-sell & Expand Customer Base •
 - High Margin, Repeat Service •
- 26th Fastest Growing Franchise Worldwide •



OVER 200 LOCATIONS IN 46 STATES & CANADA

1-800-687-9551

www.christmasdecor.net

Let **ALCA** Be Your Business Partner! Join **ALCA**, the national association for landscape contractors and take advantage of our outstanding resources: publications, seminars, conferences, and national networking. Contact **ALCA** at www.alca.org or call 1-800-395-2522. 7/99

MARKETING OPPORTUNITY Energetic persons needed to network market Conklin products nationwide. A very lucrative part-time, home based business. \$799 investment for the product and training. Call 1-800-832-9635 for free catalog. 2/00

MAKE MORE \$\$\$ How? Join **NaturalLawn** of America, the leader in organic-based lawn care, and let us show you how to expand your customer base and grow your business. There are many reasons why we have been selected as one of the top 100 franchises in the U.S. To learn more, contact us at 800-989-5444 or www.nl-amer.com. Financing and discounts are available to qualified candidates. 7/99

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: LF01Y2, 101 Harrison Street, Archbald, PA 18403. 12/99

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. 12/99

FOR SALE

RADIOS

Radius®

by Motorola
NEW!

UHF 460 • VHF 150 • Low Band

Programmed To YOUR System
[Compatible w/Other Systems]

"Talk to anybody from anywhere
on the course or job!"

Hand Helds from \$155.00

Mobiles from \$278.00

-Full Year Warranty-

CALL 800-231-0103

\$SAVE!

SUPER TOUGH STEEL BUILDINGS

SAVE UP TO **40%**



CALL
FOR SIZES

Perfect for use as a
landscaping business location.

- 20 year roof & wall warranty
- Plenty of room for storage & a workshop

1-800-713-8421 EXT 75

Tire Changers For Small Wheels
Grounds Maintenance Equipment

www.wikco.com

Or Call 800-872-8864

WIKCO INDUSTRIES, INC.
4930 N 57th St., Lincoln, Ne. 68507



40 X 60 X 12
\$7,523

Build It Yourself And Save 10,000 Sizes, All Bolt-Together All Steel Buildings. Call Today For A Price Quote And A Brochure.

HERITAGE BUILDING SYSTEMS

800-643-5555

www.metabldg.com

Owner Retiring - Professional Landscaping Equipment For Sale 3,500-gallon hydro-seeder, 500-gallon hydro-seeder, trenching machine, tree planters, irrigation pipe trailer with bins and much more! Contact: **Joe Crisafulli Days:** 406-365-3652, Evenings: 406-377-2474. 8/99

HYDRO-MULCHERS® Hydro-Seeding Machines, Straw Blowers. Most Brands & Sizes - New & Used. James Lincoln Corp. 800-551-2304. www.jameslincoln.com 12/99

HELP WANTED

Grounds Maintenance & Enhancement

Supervisors & Managers

Become a part of one of Maryland's and Virginia's top rated teams 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.

Full-time positions with exceptional compensation, benefits, & advancement opportunities.

Mail or fax your resume today to:

Tom Davis, Bozzuto Landscaping Company

5601 Van Dusen Rd. ■ Laurel, MD 20707

Phone 301-497-3900 ■ Fax 301-497-8939

Visit our website: www.bozzuto.com

NORTHWESTERN

LANDSCAPE COMPANY

The Northwest's fastest growing private commercial landscape and maintenance organization. 15+ years of continuous growth. We are currently looking to fill key management and supervisor 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, including 401(k). Send or fax resume (Attn: President) to: 253-848-8187, P.O. Box 1118, Puyallup, WA 98371.

CAREER OPPORTUNITIES

Are you ready for a change? Come join our team in the beautiful southwest. We are searching for top quality people in the following positions:

- Project Manager
- Landscape Designer
- Crew Leaders

Qualified candidates will possess experience in their respective position as well as excellent communication skills, self-motivation and a strong desire to succeed. Excellent benefits, profit sharing and relocation allowance.

Please mail or fax resume to: Heads Up Landscape Contractor, Inc., 7525 Second Street NW, Albuquerque, NM 87107 Fax (505)898-2105. www.headsuplandscape.com
EOE/Drug free

DIRECTOR OF LANDSCAPE MAINTENANCE OPERATIONS

Major Southern California firm seeking an experienced corporate level maintenance director to oversee and grow the maintenance division within a 25 million dollar landscape firm. 4 years OH degree and corporate level sales experience required. Generous salary and benefits.

L.A. / Ventura Counties

Contact Gary: 661-295-1970

Changing the Landscape...

TRUGREEN • CHEMLAWN®

LANDSCAPE DIVISION

And we need you
to build a strong foundation!

— We're hiring across the nation —

Opportunities Abound:

Field Positions • Technical Positions
Management Positions • Administrative Positions

Call today at **888-698-0200**
for more information!

EOE

of the Landscaping Industry!

NATIONWIDE

LANDSCAPEJOBS.COM
888.729.LAND

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>. 12/99

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 United States. Candidates pay no fee. Complete an on-line application @ www.greensearch.com or call toll-free at 1-888-375-7787, Fax: (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161. 11/99

**Need Subscription
Information or
Customer Service?
888-527-7008**

Let Your
Classified Ad
STAND OUT
Color Increases Ad
Readership by 40%*

Contact Leslie Zola
800-225-4569 ext. 670;
440-891-2670;
Fax 440-826-2865;
or Email
lzola@advanstar.com

*Source: American Business Press

HELP WANTED (continued)

Landscape Design and Sales Positions - HOLLANDIA GARDENS, a leading full service landscape company serving beautiful West Michigan since 1968, has openings for an experienced designer and an aggressive salesperson to meet its growing needs. Our pay and benefits are very competitive and include 401K and profit sharing opportunities. Call or write Hollandia Gardens - 13057 Quincy St., Holland, MI 49424. 616-399-3334. 7/99

\$70,000 - \$100,000 + Percentage of Net Profits* Full service landscape division of 50-year-old horticultural co. located in central NJ seeks an experienced, professional design/build landscape manager to run our progressive, growth oriented division. We are looking for the individual who can turn this operation into an efficient, highly profitable operation. If you are customer focused with 5+ years experience & an excellent track record managing a busy, profitable operation we're anxious to speak with you. We offer a superior salary, commission, 401K, paid vacation, bonus, med/dental benefits & opportunity for a piece of the action. If you have these qualifications and would like to join an energetic team of Hort. professionals, contact Ruth @ the **Parker Companies**, 1325 Terrill Rd., Scotch Plains, NJ 07076. Calls taken @ 800-526-3672 x444; Fax: 908-322-4818. 8/99

OPERATIONS/SALES REPRESENTATIVE Well established full service company in Dallas, Texas, seeks energetic, highly motivated, and well-organized person to join our company. We are seeking an individual with a horticulture degree or equivalent experience in landscape (and/or horticulture), with a strong emphasis on sales and customer service. Excellent compensation and benefits, reasonable hours, professional environment. Please mail or fax resume to **Turtlecreek Landscape Services**, 2607 Manor Way, Dallas, Texas 75235; fax (214) 351-2530. 8/99

Exciting opportunities for sixteen year old environmental contracting company in the Denver metro area that grew by 30% last year and is continuing to grow. We are seeking to fill the following positions **IMMEDIATELY: *Landscape Project Manager *Landscape Maintenance Superintendent *Landscape Irrigation Superintendent *Landscape Designer/Architect for NEW DIVISION! *Senior Estimator/Sales *Reclamation Project Manager *Reclamation Superintendent*** We offer excellent wages, benefits, incentive program, and profit sharing. Company vehicle provided for some positions. Send resume with salary history to **WSRI**, 11730 Wadsworth Blvd., Broomfield, CO 80020 or fax to (303)465-2478. Check out our website at WSReclamation.com. 7/99

MAINTENANCE DEPARTMENT MANAGER: STM Landscape Services, Inc., one of the Mid-Atlantic region's largest landscape maintenance firms with an outstanding 22-year service record, seeks a qualified, career-oriented manager with minimum 5 years' experience running day-to-day large field operations. Excellent leadership, organizational and communications skills a must. Responsibilities include estimating, sales, scheduling and supervising crews, budget and profit control. Competitive benefits and growth opportunities. Fax resume to: 888-352-7555. 7/99

AD INDEX

102	AA Tach	.96
101	American Honda Power Equip	.73
105	ASV	CV3
108	Brillion Iron Works	.83
106	Color Blends	.9-10
127	Dixie Chopper	.61
	Dow AgroSciences	.24-25
	Dow AgroSciences	.28-29
	Dow AgroSciences	.34-35
	Dow AgroSciences	.37
	Dow AgroSciences	.39
	Dow AgroSciences	.42-43
	Dow AgroSciences	.46
107	Echo	.6-7
110	Finn Corp	.96
132	Florists Mutual	.65
125	FMC	.20
126	FMC	.53
121	Grasshopper	.58-59
114/15	Jacklin Seed	.89-90
128/129	Jacklin Seed	.89-90
109	John Deere	.48-49
111	John Deere	.5
00.	JRCO	.96
0.6	Kawaski	.55
104	Kubota Tractor Corp	CV4
117	LESCO	.17
142	Monsanto	.12-13
006	Outdoor Lighting	.18
140	Penn State	.94
116	Perma Green Supreme	.03
122	Rexius	.79-80
118	Rhone Poulenc	.64-65
141	Rohmid LLC	CV2-1
103	Tru-Cut	.19-22
112	Valent	.3
123	Van Waters & Rogers	.15
124	Versalok	.24

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.

Put the Power of Direct Marketing to Work for You!

Direct Mail Lists Use the Landscape Management targeted list to mail, phone or fax to over 50,000 highly responsive decision makers in the landscape industry!

Target your message according to your specific needs...demographic selects are available—our data is also available for database enhancement or overlay.

For List counts and pricing contact:
Joe Gilliam
440-891-2773 or 888-RENTUST

Card Decks The Landscape Management rapid response card deck is another cost efficient direct marketing tool. Use this deck to introduce new products, test products and markets, and direct prospects to your website.

For Card Deck details contact:
Jim Knaggs
440-891-2665

THE VOICE OF THE GREEN INDUSTRY
LANDSCAPE
management

Business travel made easy.

The 1999 *Travel Agent Official Travel Industry Directory* puts more than 15,000 travel industry contacts at your fingertips for just \$31.95.



ORDER YOURS NOW!
800-598-6008
outside the u.s.
218-723-9180

ADVANSTAR
COMMUNICATIONS

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc., 131 W. First St., Duluth MN 55802-2065. **Subscription rates:** one year, \$39, two years \$58 in the United States & Possessions; \$66 for one year, \$99 for two years in Canada and Mexico; all other countries \$130 for one year, \$195 for two years. For airmail delivery, include an additional \$70 per order annually. Single copies (pre-paid only): \$4 in the United States; \$7 in Canada and Mexico; \$12 all other countries. Back issues, if available: \$8 in the U.S.; \$14 in Canada and Mexico; \$24 all other countries. Add \$5 per order for shipping and handling. **Periodicals postage paid** at Duluth, MN 55806 and additional mailing offices. **POSTMASTER:** Please send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806. Canadian G.S.T. number: R-124213133. Publications Mail Agreement Number 841919. Printed in the U.S.A.

Copyright ©1999 Advanstar Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including by photocopy, recording, or information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923 phone: 978-750-8400 fax 978-750-4470, call for copying beyond that permitted by Sections 107 or 108 of the U.S. Copyright Law. For those not registered with the CCC, send permission request in writing to Permissions Dept. Advanstar Communications Inc., 7500 Old Oak Blvd., Cleveland, OH 44130 or fax to 440-891-2740.

