Landscape

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. 2670), Fax: 440-826-2865 Email: Izola@advanstar.com

Business For Sale

LANDSCAPE CONSTRUCTION & MAINTE-NANCE 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 FIG-URES. COMPANY BREAKDOWN, 70% CON-STRUCTION, 20% MAINTENANCE & 10% SNOW OPERATIONS. WELL RUN ORGANIZATION, AND WELL MAINTAINED FLEET. THE 1999 BACK LOG EXCEEDS \$2M TO DATE. MAIL RESPONS-ES OF INTEREST WITH NAME AND FINANCIAL BACKGROUND TO: CORPORATE VENTURES, 271 CANTON ST., STOUGHTON, MASS. 02072.

Unique lucrative, long established service business with nursery, acreage and facilities in affluent resort community. Approximately six acres, plus buildings, vehicles and equipment. Excellent contracts. Please reply to Email: janeschwiering@ norris-realestate.com 01/00

Landscape/ Maintenance/ Snow Removal Business for sale in Telluride, Colorado: the 6th wealthiest community in the nation (Worth Mag. May, 99). Company is closing in on seven figures, in a booming economy, in a spectacular alpine setting. The company is the most established in region with a bellwether reputation. Turn key operation with large Hotel contract commitments for seasons ahead. Please Fax inquiry 970-728-9603, or Email sherrygp@rmi.net 10/99

GET FAST ACTION WITH CLASSIFIED ADVERTISING

Call Leslie Zola: 1-800-225-4569 ext. 2670 Fax: 440-826-2865 E-mail: Izola@advanstar.com



The Off-Season

Holiday and Event Decorating

Solution



WANT TO BUY OR SELL A BUSINESS? Professional Business

Merger 4 Acquisition Speciation 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

AVAILABLE FOR ACQUISITION:

SPECIALTY LANDSCAPING CO. Rocky Mts. / Resort Area

- Highly profitable provider of tree relocation & removal services
- Outstanding growth revenues increased 62% in past few years
- Strong relationships in place
- Unique equipment capabilities
- Est. 1999 Sales \$3.3MM; EBIT \$1.5MM Contact Buyer Services at 800.854.4643; Client 463543

ATLANTA METRO

Landscape Contracting Business for Sale. Well established, profitable. Annual sales averaging over \$3M, with maintenance representing approximately 50% of revenues. Sale price \$2,500,000. Includes: land, buildings, & equipment. Please forward all inquiries to: Dru Starnes Investments, PMB 188, 4651 Woodstock Rd., Ste. 203, Roswell, GA. 30075. Or call 770-640-6726 for additional information. 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

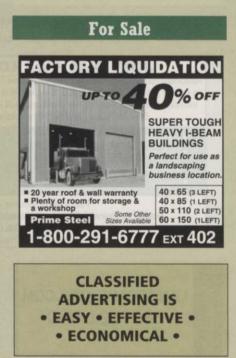
Business Opportunities

Educational Opportunities



Become a landscape designer. Approved home study. Create plans for lawns, estates, courtyards, walkways, gardens, shrubbery. P.C.D.I., Atlanta, Georgia. Free career literature. **800-362-7070** Dept. GTK694. 9/99

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



CLASSIFIED SHOWCASE

For Sale (Cont'd)



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.metalbidg.com



Card Decks The Landscape Management rapid response card deck is a 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: Matt Simoni 440-891-2665



...with its patented planetary motion and unique coring tine design, relieves the hard pan effect. A soil-reliving tine is also available that truly aerates with no cleanup. The 12 tines penetrate the earth to a depth of 4 inches with a span of 48 inches wide. The tractor's forward speed determines hole spacing, making the *Planet Air* highly productive with low PTO horsepower requirement. Clean up is minimal due to its pulverizing capability.

> Call for a Dealer Near You! PlanetAir Aerator 2305 9th Ave. S.W., Austin, MN 55912 1-800-475-5846, ext. 04 Email: planetar@smig.net

> > Dealer Inquiries Invited

CHRISTMAS TREES: LIVE AND CUT. Fir, Pine and Spruce available in all grades. Fraser and Boxwood wreaths and White Pine roping also offered. Serving the Mid-Atlantic and Mid-Western states. AMERICAN CHRISTMAS TREES: 800-578-6040. 10/99

Owner Retiring- Professional Landscaping Equipment For Sale. 3,500-gallon hydro-mulcher, 500-gallon hydro-mulcher, big straw bale blower, trenching machine, tree planters, landscaping irrigation pipe and much more! Contact: Joe Crisafulli. Days: 406-377-3652 Evenings: 406-377-2474. 10/99

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

Tremendous growth potential due to rapidly expanding population and a pristine quality of life in the Vail Valley of Colorado. A great opportunity for a local company to expand with well-maintained equipment, established accounts, optional employee housing unit, office/warehouse lease. TRACY BOSSOW, BROKERS 888-966-6400 2/00

Help Wanted



motivated professionals for key positions to fit into our expansion plans in the following areas: Excellent salary and benefit package with advancement opportunities.

- Landscape Construction Supervisors & Foreman
- Landscape Designers/Architects/Salesman
- Irrigation Foreman/Service Technicians
- Irrigation Service Dispatcher
- Landscape Maintenance Supervisors & Foreman
- Lawn & Pesticide Applicators
- Tree Division Manager/Salesman

Fax or email resume with salary history to: **Robert A. Lipinski**, President, *Lipinski Landscape & Irrigation Contractors* PO Box 605, Mt. Laurel, NJ 08054 Fax: 856-234-9348 • Email: pharan@lipinskiland.com

LANDSCAPEJOBS.COM 888.729.LAND

Career Opportunities

Come join our team in the beautiful S.W. We're searching for qualified candidates in project management, crew leadership, landscape design and sales management. Outstanding benefits, profit sharing, relocation allowance.

Heads Up Landscape Contractors, Inc. 7525 Second St., Albuquerque, NM 87107 Fax 505-898-2105 * www.headsuplandscape.com * EEO/Drug Free

Help Wanted (Cont'd)

AGC Turf and Ornamental Spray Systems, a Raleigh, NC based company is searching for an outside sales person to cover NC, SC, VA, GA. The individual must have past turf experience, high level of integrity and professionalism, excellent communications skills and the desire to make a big difference in a growing company. Fax, e-mail or send resume along with salary history/requirements to: AGC, 8613-B Barefoot Industrial Drive, Raleigh, NC 27613, 919-787-9106, gqc@agc-inc.com. 9/99

Need Workers Next Year? Seasonal H-2B workers from Mexico for up to 10 months who can only work for you. Process takes a minimum of 120 days. So start NOW for next season and solve your labor problems. Call: Bob Wingfield, 214-634-0500. www.amigos-inc.com. 10/99

CITY OF ROWLETT PARKS SUPERINTENDENT \$35,561.00 ANNUALLY Requires Bachelor's Degree in Horticulture or Turf Management or a related field. Three years experience as Park Maintenance Manager or comparable position. Requires advanced knowledge of turf grass management, maintenance of automatic watering systems, oversee park maintenance and staff. For information contact 972-412-6182. EOE. 9/99

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

JOIN OUR GROWING TEAM! GREENSCAPES LANDSCAPE ARCHITECTS AND CONTRACTORS, a progressive full service design/build landscape company is seeking motivated professionals to fill key management positions: NURSERY MANAGER needed to manage nursery, order plant material, care for field and container stock, pull and oversee loading of trucks, supervise staff. Good attitude and plant knowledge required. Must have experience in nursery field production or container management. MAINTENANCE OPERATIONS MANAGER needed to coordinate the day-to-day operations of commercial and residential maintenance services. Must be very familiar with pest management, daily operations management (scheduling, supervising crews, quality control, etc.) and staff development (evaluating, disciplining, training, etc.). Previous landscape maintenance experience required. Salary commensurate with experience. Great benefits including 401(k), pension and profit sharing plans. See our website at www.landscapingcolumbus.com, then send resume to: GreenScapes Landscape Architects and Contractors, Attn: Maureen Gootee, 4220 Winchester Pike, Columbus, Ohio 43232-5612. Email: grnscp@aol.com, Phone: 614-837-1869 Fax: 614-837-2393. 10/99

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

Help Wanted (Cont'd)

LANDSCAPE MAINTENANCE DIVISION MANAGER position available. Candidate would possess related degree, broad experience in commercial landscape maintenance with emphasis on turf and ornamental pest. Interested candidates should submit resume and cover letter with salary expectations to: Growing Image Inc., P.O. Box 34231, Indianapolis, IN 46264. Fax: 317-229-6946. Email: growing Image@compuserve.com. 10/99

SALES OPPORTUNITY- Seeking a highly motivated individual to join a highly successful NJ based landscape firm. Must have extensive background in sales for commercial grounds, maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, excellent job management skills and a general working knowledge of all aspects of the landscape grounds-maintenance industry. Base salary with commission, full benefits, 401(k). Please submit resume with salary history to: ARCORP Properties, Pershing Road, Weehawken, NJ 07087. 10/99

Career Opportunities - Lawns of Dallas, a full service landscape company, has been providing quality service to a high-end client base since 1981. Our continued growth and expansion of operations allows us to offer the following opportunities: RESIDENTIAL MAINTENANCE MANAGER • CUSTOMER SERVICE/SALES REPRESENTIVE • IRRIGATION SERVICE TECH-NICIAN • LICENSED SPRAY TECHNICIAN. Positions include excellent compensation, retirement package and full benefits. Please fax or forward resume to: Lawns of Dallas, PO Box 35448, Dallas, TX 75235. Phone: 214-357-6522 * Fax: 214-352-8243. www.lawnsofdallas.com.

CONSTRUCTION SUPERVISOR, WANTED Duties- run, supervise landscape construction crews on commercial and up-scale residential work, must be able to operate all types of landscape construction equipment. CDL a plus, 2 or 4 year education a plus, 3 plus years at the management level required. Salary and commission based on field experience. If you are a motivated individual please call LCC LANDSCAPES Lou Caggiano Jr. 973-227-8581. 11/99



WANT TO GROW? PLANTSCAPE, INC., a 26 year old nationally recognized interior and exterior landscape co. offering design, build, and management services in Western Pennsylvania and surrounding area, has the following positions available due to tremendous growth: Field Managers, Foreman, Spray Technicians, Irrigation, Crew Members, Interior Delivery and Installation, Interior maintenance for high profile accounts. Candidates should be highly motivated and have previous landscape experience in their respective position as well as excellent communication skills and a strong desire to succeed. We provide competitive pay, benefits, and 401(k). To be an important part of an ALCA member co., please call, write, or fax resume to: Chris Commella, Plantscape, Inc., 3101 Liberty Avenue, Pittsburgh, PA 15201. Phone: 412-281-6352 Fax: 412-281-4775 9/99

SUNRISE OF NASHVILLE, 20 years experience. We are one of Nashville's best Landscape/Irrigation/Maintenance companies, interested in quality individuals looking to relocate to the Middle Tennessee area. We are currently searching for the following: Maintenance Foremen • Irrigation Technician • Landscape Foremen. Also: Operations Manager to oversee employees and facilities. We offer good pay, health/dental benefits, retirement program and the opportunity to share responsibility and grow with a quality company. Please contact us via Email: sunrise7@ bellsouth.net. Phone: 800-793-1652. Mail: Sunrise of Nashville, 2707 Larmon Drive, Nashville, TN 37204 10/99

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. 9/99



Ad Index

28	American Cyanamid	56-57
133	American Cyanamid	105 (reg)
104	American Honda	8
122	Aquascapes Designs	
113	Ariens Co	4
115	Bayer Corp	30-31
109	Brillion Iron Works	
114	Caterpillar Inc	
132	Daniels Pull Plow	
118	Dixie Chopper	15
150	DTN	SR12
123	Environmental Care	41
130	Excel Industries	
129	Ferris Industries	
102	Finn Corp	107
151	Fischer Engineering	SR2
124	Grasshopper Co	46-47
111	John Deere Co	20-21
108	Kawasaki	13
141	Lesco	CV2-1
103	Lesco	CV4
112	Melroe Bobcat	11
105	Monsanto	
120	Outdoor Lighting Perspectives	
101	PBI Gordon	CV3
106	Riverdale Chemical	2
126	Rohm & Haas Co	50-51
119	Rohmid LLC	
131	Turf Merchants Inc	63
107	Turfco	103
135	Turfco	103
121	Turfs Seed Inc	
134	Van Waters & Rogers	
125	Walker Mfg	
127	Woods Equipment	
116/117	United Horticultural Supply .	33-34

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

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, \$39 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 01999 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, 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.

