

Landscape MANAGEMENT

Each and every month the *Landscape Management Classified Showcase* offers an up-to-date section of products, services, job opportunities & more!

For ads under \$250, payment must be received by classified closing. 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: lzola@advanstar.com

Business For Sale

GREATER PITTSBURGH, PENNSYLVANIA AREA LANDSCAPE CONSTRUCTION BUSINESS. Well established Est. 10 years. Turnkey with experienced staff, owner motivated, \$900,000 gross. High growth potential, optional property-purchase/lease. Trucks & equipment available if needed. Seller financing & willing to assist in transition. \$200k sold for spring, seller is exploring other business interests. Asking \$220,000. Mail inquiries to: PO Box 44324, Pittsburgh, PA 15205. 3/00

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 02/00

Business Opportunities

Professional Business Consultants
PBC
Merger & Acquisition Specialists

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

BUSINESS OPPORTUNITY- Energetic person needed to market environmentally friendly liquid slow-release fertilizer and 0-0-25-17S, chelated micro-nutrients, drift control, surfactants and many other products to turf and landscape industry. Buy direct from manufacturer. Free catalog. Call: 800-832-9635. Fax: 320-238-2390. Email: kfranke@clear.lakes.com 11/00

Business Opportunities (Cont'd)

FRANCHISE OPPORTUNITY- *NaturaLawn of America* continues to grow at record levels. We can provide you with our proven marketing and advertising strategies, proprietary state of the art natural, organic-based fertilizers, and ongoing support to grow your business. Isn't it time for you to join a company on the cutting edge where you become a leader- not a follower? Call us today at 800-989-5444 to learn how you can become a *NaturaLawn of America* franchise owner too. 4/00

Business Wanted

Established Landscape Company, located north of Boston, is seeking to acquire commercial landscape maintenance accounts and companies. Please send info to: PO Box 114, Topsfield, MA 01983 or fax to: 978-352-8874. 2/00

Educational Opportunities

BE A LANDSCAPE DESIGNER

Home study. Design lawns, courtyards, walkways, gardens, shrubbery. Free literature.

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School of Landscape Design, Dept. GTB694
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WESTERN TEXAS COLLEGE

Two year AAS degree program in Golf Course Maintenance Operations & Landscape Contracting
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Contact: Golf Course Operations - Landscape Technology Department
Western Texas College, Snyder, TX 79549
915-573-8511, Ext. 305

SWISS PRECISION ENTERPRISES, dedicated to help you succeed! Training and Motivational seminars tailored to the need of your Company or Organization. Seminars given by Kurt Eidam who has 22 years experience in the Green Industry. See us at: www.ida.net/biz/sda/ch OR contact us via e-mail: swiss@ida.net Phone: 208-652-7831. 3/00

For Sale

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48 rubber stamp symbols of trees, shrubs, plants & more. 1/8" scale. Stamp sizes from 1/4" to 1 3/4".


\$84 + \$6 s/h VISA, MasterCard, or MO's shipped next day. Checks delay shipment 3 weeks. CA add 7.75% Tax.

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CUSTOMER SERVICE: 1-888-527-7008

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Spray Truck For Sale- 1984 GMC C-7000 with 1000 gallon stainless steel tank. Vehicle includes Detroit Diesel 8.2 engine, AT-545 automatic transmission, PTO, power steering, power brakes, 50 gallon fuel tank, 149" wheel base, 9,000# front axle, 17,500# rear axle, and a 21,200 GVW. Runs very good and is in good condition. Tank unit is one compartment with baffles, is in excellent condition, and includes two hose reels mounted behind tank. No pumps or hose included. **This truck has a lot of life left in it! \$5,000.00 or best offer.** Call 1-810-939-3636. 3/00

Help Wanted

REGIONAL DIRECTOR OF OPERATIONS

Fullbach Services, Inc., Kentucky's #1 and the fastest growing regional landscape services organization is seeking an experienced director to:

- Manage \$25 million budget
- Accountable for fixed asset management
- Purchasing/negotiation background

This executive will support and coordinate inventory tracking and will interface with branch offices in several states. This senior staff member will report directly to the President and assume responsibility for loss control, P&L, budget analysis and asset allocation. Submit resume to: S. Merrifield, 9502 Williamsburg Plaza, Suite 204, Louisville, KY 40222 or fax to 502-412-9179.

Help Wanted (Cont'd)

LANDSCAPE/GROUNDS MGMT.
DUBROW'S NURSERIES, LIVINGSTON, NJ
NATIONAL AWARD WINNING COMPANY

SUPERVISORS. Looking for self-motivated, communicative individual to oversee large accounts. Our corporate client base requires experienced personnel with the following credentials. A BA degree in horticulture, 5 years supervisory experience and a current NJ pesticide license. You must be able to coordinate the administration of owner's contract job specifications.

FOREPERSONS. Experienced forepersons needed to instruct and supervise daily work activities of maintenance/landscape crews. Must have minimum of 3 years supervisory experience. Bilingual a plus.

Highly competitive salaries and benefits.
HIRING BONUS



Fax resumes to Bob Greene
 973-992-6050 EOE M/F.
 251 W. Northfield Rd.
 Livingston, NJ 07039

973-992-0598

Put the Power of **Direct Marketing** to Work for You!

● **Direct Mail Lists** Use the Landscape Management targeted list to mail, phone or fax 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-RENTLIST

● **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:

→ Matt Simoni

440-891-2665

Landscape
 MANAGEMENT



Nationally 11th ranked full service landscape, irrigation, maintenance, tree care, construction & pool construction company in South & Central New Jersey is seeking career minded, skilled and highly motivated professionals to join its award winning team. Lipinski's goal is to maintain the leadership position in landscape for commercial & residential customers and to redefine the architectural approach in the horticultural industry as a leading technological edge.

Currently seeking:

Landscape Designers/Architects/Salespersons
Landscape Construction Supervisors & Forepersons
Irrigation Service Technicians & Forepersons
Landscape Maintenance Supervisors & Forepersons
Lawn & Pesticide Applicators
Experienced Tree Climbers
Tree Salespersons

Fax or e-mail resume to

Katy Kelly - Human Resource Manager
Lipinski Landscape & Irrigation, Inc.
PO Box 605, Mt. Laurel, NJ 08054

Fax: 856-234-0206. E-mail: katy@lipinskiland.com

ALASKA:

||| The Last Frontier

An AWARD WINNING and SUCCESSFUL company in beautiful Anchorage, Alaska is seeking energetic, career minded individuals to join our young and rapidly growing company. Take this opportunity to become part of top management in an honorable company with unlimited growth potential. Must have a minimum of 3 years experience in landscape design, sales, and project supervision with knowledge in horticulture and computers. Positions available:

- **Landscape Design and Installation Division Manager** (residential and commercial)
- **Nursery Manager** (retail and wholesale)
- **Deck and Patio Division Manager**

The active season is from March 15 through November 15, work 6 to 9 months a year and earn a twelve month salary + profit sharing. Alaska offers a variety of recreational activities to indulge in during the off season. This is ideal employment for those who love the great outdoors.

Send Fax, or Email Resume to:

Attn: Personnel 7010 Old Seward Hwy. Suite 4
 Anchorage, Alaska 99518

Fax: 907-349-4386 • Email: faltzian@alaska.net

**FOR CUSTOMER SERVICE
 OR SUBSCRIPTION INFO,
 CALL 1-888-527-7008**

Help Wanted (Cont'd)

MANAGEMENT CAREERS

Looking for a new challenge?
Visit our Web site for the latest
career opportunities.
It's quick, convenient, confidential.

www.greensearch.com



E-mail: info@greensearch.com
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Up Heads LANDSCAPE CONTRACTORS

Anyone can plant a flower. Anyone can water a lawn. But understanding site drainage or knowing the best types of vegetation to plant based on specific site conditions, requires expertise. What is your expertise? Maintenance and Landscape Crew Leaders call today! Salaried Crew Leaders are eligible for profit sharing, medical, dental, vision, vacation and holidays.

www.headsuplandscapes.com
Tel: 505.898.9615 Fax: 505.898.2105

Help Keep Central Park Beautiful!

ZONE GARDENERS

The Central Park Conservancy, a prestigious not-for-profit organization, is seeking several Zone Gardeners. Candidates must have a valid driver's license, the ability to operate power equipment and perform manual labor outdoors. You'll perform all horticultural and operational duties in this area. Horticultural experience or education is required.

We offer a competitive salary and a generous benefits package. Please forward your resume to: HR Dept., Central Park Conservancy, 14 E. 60th St., NYC 10022 or e-mail to: hrdept@centralparknyc.org FAX: (212) 310-6633.

Central Park
Conservancy

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Web site: www.brickmangroup.com

EMPLOYMENT OPPORTUNITIES AVAILABLE

The Green Plan, Inc., a fifteen year old full service landscape, tree care and irrigation company located at the base of the Colorado Rocky Mountains is continuing to grow and expand operations.

Current Positions Available:

- Chemical Division Manager
- Licensed Tree and Lawn Spray Technicians
- Irrigation Service Technicians
- Landscape Maintenance Foreman
- Landscape Installation Foreman
- Tree Climbers and Bucket Operators

Positions include excellent compensation, year around employment, 401(k) and full benefits. Immediate openings available with a quality ALCA Member firm. Please forward resume to the fax number or address below.

The Green Plan, Inc.

PO Box 17338, Boulder, Colorado 80308
303-938-8230 Phone • 303-938-8137 Fax
tgp@eazy.net

We are Looking for a LEADER Followers Need Not Apply

We are looking for the best of the best to serve our landscape maintenance clients. Our established high-end residential clients demand the latest & greatest in four-season color designs and installations that are on the cutting edge. Bringing out the beauty in their landscape by developing the proper maintenance program is also required.

A love for plants is essential from *Abies* to *Rhody's* and *Aohillea* to *Waldsteinia*.

Are you looking to challenge your creative abilities? Do you have a strong desire to meet and exceed your clients expectations? Are you a seasoned professional?

If your answers are yes, yes and yes... then you may be the leader we are searching for. Submit cover letter & resume with salary expectations to:

Lied's Nursery Company, Inc.
Attn: H.R.
N63 W22039 Hwy 74
Sussex, WI 53089
Phone: 262-246-6901
Fax: 262-246-3569
E-mail: lieds@worldnet.att.net
www.lieds.com

Exciting Managerial Opportunity in 250 Acre Public Garden

Director of Arboretum and Grounds

Supervise workforce responsible for the planting and maintenance of the arboretum and grounds including: trees, shrubs and turf; disease, insect and weed control; leaf pickup; composting; woody plant nursery; and irrigation systems. Responsible for planning and budgets. Will work with other NYBG departments, consultants and outside contractors. Must have at least 8 years of experience in public gardens and a 2 year degree in Horticulture. Experience with unionized workforce preferred. NYS DEC 3A Pesticide Applicator's License required within 6 months. Competitive salary and excellent benefits including 4 wks vacation. Send resume and letter to:

Recruiter - AGP

The New York Botanical Garden
200th Street & Kazimiroff Boulevard
Bronx, New York 10458
A/EOE/M/F/D/V

WESTERN STATES RECLAMATION, INC.

A sixteen year old landscape revegetation and erosion control company in Broomfield, Colorado who is recognized for our excellent work.

We seek to fill the following positions:

- Project manager Revegetation/Landscape
- Estimators - Senior & Entry Level
- Irrigation Superintendent
- Landscape Superintendent
- Reclamation Superintendent/Foreman

If you are qualified, you will receive above average wages, excellent medical benefits, 401K/profit sharing, company vehicle, (Superintendents & Project Mgrs.), relocation allowance incentive program & working in a great team environment! All positions are full time, year round.

Check our website @ www.Wsreclamation.com

Fax resume to: 303-465-2478 or mail to:
WSRI, 11730 Wadsworth Blvd.
Broomfield, CO 80020

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. 02/00

I.P.M. SPECIALISTS NEEDED for growing full service tree company located in **Fairfield County, Connecticut**. We are looking for qualified, motivated specialists for year round employment with a starting compensation of \$35,000, depending on experience and qualifications. Will need to have Connecticut supervisory license, Horticulture/Arboriculture degree, or minimum of 2 years experience. Benefits include paid holiday, vacation, medical and dental insurance, 401k plan, mileage reimbursement. Send resume to **Bruce S. Pauley Tree Care, Inc., PO Box 878, New Canaan, CT 06840** or call 203-966-0869 or schedule interview. 3/00

Help Wanted (Cont'd)

CHEMICAL SALES REPRESENTATIVE- Come join one of the largest Vegetation Management Companies in the United States. DeAngelo Brothers, Inc. has immediate openings for Chemical Sales Representatives throughout the U.S. Responsibilities include direct marketing of DBI's full product line of chemicals and related equipment throughout a regional territory. Horticulture or related degree desired, with a working knowledge of Vegetation Management Chemicals (minimum two years experience). Qualified applicants must have strong interpersonal communications skills. The candidate chosen will work out of a DBI Regional Office and must enjoy travel. We offer an excellent salary and benefits package, including 401(k) and company paid medical coverage. For confidential consideration, please forward resume, including salary history and geographic preference in cover letter. **Send or fax resume to: DeAngelo Bros., Inc. Attn: Charlie Sizer, 100 N. Conahan Drive, Hazelton, PA 18201. Fax: 570-459-5500. EOE/AAP/M-F** 11/00

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.** 12/00

CAREER OPPORTUNITIES! Seeking highly organized and motivated individuals for a fast-growing, award winning landscape design company. Qualified candidates will be self-motivated professionals with a positive attitude, and the willingness to learn our business. Sales positions are full-time year round, all other positions are full-time seasonal. We offer company training, a competitive salary, commission structure (sales only), and great benefits. The following positions are now available: MAINTENANCE ACCOUNT SALESPERSON, CONSTRUCTION ESTIMATOR (SALES), CONSTRUCTION DESIGN SALESPERSON, PROJECT MANAGERS, LANDSCAPE CONSTRUCTION LABORERS, MAINTENANCE SUPERVISORS, GROUNDS MAINTENANCE LABORERS, COMMERCIAL IRRIGATION TECHNICIANS, SERVICE MANAGER & CDL DRIVERS. **Apply within, fax, e-mail, or send cover letter & resume to: Greenscape Land Design, Inc., 100 Cotley St. East, E. Taunton, MA 02718. Attn: Human Resources. E-mail: landhr@aol.com Phone: 508-977-9100 Fax: 508-977-2488. For more information about GREENSCAPE, visit our website: www.greenscapemass.com** 2/00

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 46234. Fax: 317-299-6946. Email: growing_image@compuserve.com** 2/00

CAREER OPPORTUNITIES: Well-established, full-service design/build firm in Northeast New Jersey seeks energetic, highly motivated and well-organized people to join our company. Candidates should have minimum 3-5 years experience in landscape industry with strong emphasis on sales and customer service for both residential and commercial accounts. **Dept. Mgr. -Irrigation** should have superior technical knowledge to coordinate underground sprinkler installations and service, systems operations and analysis of system deficiencies. **Dept. Mgr. -Maintenance & Lawn/Tree Care** needs thorough knowledge of insect/disease identification and control. State Certification 3A/3B desirable. Strong Commercial and Residential Maintenance experience. **Dept. Mgr. -Design/Construction** should have extensive landscape sales/management/production experience. A degree in Horticulture or Landscape Design desired. All candidates should have excellent communication skills plus strong supervisory and organizational ability. Responsibilities include estimating; sales; scheduling and supervising crews; purchasing and inventory; and budget and profit control. Competitive salary and benefits. Growth potential. Mail or fax resume to: Personnel Dept., Jacobsen Landscape Design and Construction, 413 Godwin Avenue, Midland Park, NJ 07432. Fax: 201-444-4334. 2/00

LANDSCAPEJOBS.COM- National Search for Landscape Professionals. See what we can do for you, check out our website: www.landscapejobs.com This month's hot job: **FIELD OPERATIONS MAINTENANCE MANAGER.** Call: 1-888-729-LAND. 4/00

LANDSCAPE / IRRIGATION CONSTRUCTION SUPERVISORS & IRRIGATION TECHNICIANS

Longhorn Maintenance, Inc. has immediate openings for hands on Construction Supervisors and Irrigation service technicians. We are a 20 year old rapidly expanding high end Irrigation and Landscape contractor in the Dallas area searching for key team members to fill this hands on position. Our team members are loyal, flexible, honest, ethical people with the desire to be challenged and the drive to advance and grow both professionally and personally. The team member we are looking for will have a minimum of 3 years experience. Compensation will include benefits, above average wages, and continued education at company expense.

For more information about our team, please mail, fax, or E-mail your resume to human resource dept at:

Longhorn Maintenance, Inc.
PO Box 736, Allen, TX 75013
Ph: 972-562-8873 • Fax: 972-562-6265
E-mail: lmi@airmail.net

GROUNDS MANAGER - Las Vegas Convention Center and AAA Baseball Stadium at Cashman Center, home of the LAS VEGAS STARS. The search is on for a top-notch individual to direct the daily operation of our Grounds department in the maintenance and enhancement of turf, playing field, trees, woody ornamentals, flowers & outdoor structures of the Las Vegas Convention and Visitors Authority. Duties will include annual budget preparation, equipment acquisition and purchase of supplies; plant and turf care schedules, playing field maintenance & prep schedules; plant selection and watering techniques; pest & disease detection; deterrent strategies & corrective measures; health and safety regulation compliance. Must have HS diploma or GED; Assoc degree in Horticulture or equivalent combination of education, training and experience; min 10 yrs commercial landscape and sports turf mgmt and 5 yrs supervisor exp; expertise in sports playing field management; thorough knowledge of procedures, practices, tools, equipment and techniques used. Certified Grounds Manager (CGM) by PGMS desirable. Knowledge in use of PC; effective communication skills, fiscal & human resource mgmt; mentor & instruct subordinates; establish & maintain effective working relationships; work under all environmental conditions & stress, handle demands of physical strength when required and assure that work schedule deadlines are met. **In addition to base pay (\$45,801.60 - \$68,681.60), full benefit package includes insurance, retirement, holidays, sick & vacation leave. EOE-M/F/D. Please FAX resume to 702-892-7555, e-mail it to Rbooper@lvcva.com or mail it to LVCVA Human Resources Dept, 3150 Paradise Road, Las Vegas, NV 89109.** 2/00

IMMEDIATE POSITIONS AVAILABLE - Fast paced firm servicing North Florida and its surrounding areas has openings for maintenance foreman, irrigation foreman, landscape foreman and pesticide applicators. Year round employment, excellent salary and benefits package. We provide an innovative team environment that promotes **TREMENDOUS GROWTH POTENTIAL.** For immediate consideration call 850-877-7056. 5/00

Territory Manager for an established company- The chosen professional will be responsible for generating sales and expanding markets within our professional turfgrass division. This includes developing and executing micro-market strategies, and representing our company to various producers and distributors. We require a BS Degree in agricultural business related field, i.e. Ag Econ, Agronomy, Weed Science or Horticulture. Several years of practical experience in agricultural marketing or professional turfgrass management is beneficial and will be considered in lieu of formal education. Extensive travel is required. We offer a competitive compensation and benefits package. For consideration, please send your cover letter, resume and three references to: **LM Box 527.** 2/00

PUT CLASSIFIEDS TO WORK FOR YOU!

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