

Landscape MANAGEMENT

Every month the Classified Showcase offers an up-to-date section of the products and services you're looking for. Don't miss an issue!

ADVERTISING INFORMATION:

Call Teresa Milam at 800-225-4569 x2670 or 440-891-2670, Fax: 440-826-2865, E-mail: tmilam@advanstar.com

- For ad schedules under \$250, payment must be received by the classified closing date.
- We accept VISA, MASTERCARD, and AMERICAN EXPRESS over the phone.

- Mail LM Box # replies to: *Landscape Management*, (LM Box #___), 131 W. First St., Duluth, MN 55802-2065. Fax replies to: 218-723-9683 (please include box number & magazine title on cover page). E-mail replies to: blindbox@advanstar.com (please include box # and magazine title on subject line).

Business For Sale

LAS VEGAS, NEVADA

Full Service Commercial Landscape Company and Flower Growers

Complete with Nursery and Greenhouses!
Established Business for 25 Years
Prime Las Vegas Real Estate

GREAT CASH FLOW!

\$1,950,000

Call Mike Webster, Broker: 702-870-2199

LANDSCAPE CONSTRUCTION COMPANY

Well Established

**20-year Landscape Company
Boston, Massachusetts Area.**

Annual volume \$3.1 million PLUS!

Company breakdown:

- 70% Construction
- 20% Maintenance
- 10% Snow Operations

Well-managed and organized operation with a meticulous fleet. Will sell with or without the Real Estate, which has all the necessary provisions for repairs and parking. **The 2002 backlog to date is over \$2 million!**

Contact WINOKUR ASSOCIATED

Mr. Robert R. Meara: 1-508-747-3004 ext. 228

**Full Service Landscape Company
in Sarasota, Florida**

Well-established landscape service company operating since 1991 with focus on long-term government contracts, commercial contracts, and custom residential landscape design and installation. Well-trained, uniformed personnel with long-term records with the company willing to stay. Clean fleet with upscale company signage.

- ◆ Gross income for 2001: **\$505,000**
- ◆ Projected gross income for 2002: **\$600,000**
- ◆ Asking price: **\$500,000**

Contact Steve Dore, Broker:
941-954-5555

**LONG ESTABLISHED NURSERY
IN AFFLUENT COMMUNITY**

Features Include:

Approximately six acres with

- Buildings & Facilities
- Nursery Equipment
- Shade Houses
- Wholesale Annuals/Flowers Nursery
- Contract Growers

Asking \$695,000

Please reply to e-mail:

jschwiering@norrisandcompany.net

**LANDSCAPE CONTRACTING
COMPANY**

**Established Landscape Company
Suburban Chicagoland Area**

Located in the 2 fastest-growing counties in Illinois and one of the wealthiest areas of the country.

2001 annual volume of \$800k
2002 annual volume of \$1 million

Well known name recognized as one of the top companies in the area. High end residential as well as commercial clientele.

Turnkey operation including all vehicles, equipment, inventory and existing staff. A great opportunity. Asking price \$495,000. Offers welcome.

Please reply by e-mail to jmbjr154@aol

**Full Service Landscape Maintenance,
Design/Build and Snow Removal
Firm is Now Available**

Proven market share leader in SE Wisconsin is looking for a qualified buyer who wants a quick return on their investment.

Annual sales of 2 million. Great cash flow.

With the following breakdown:

- 50% Landscape Construction
- 35% Landscape Maintenance
- 15% Snow Removal Service

This is a perfect opportunity for any out-of-state firm looking to make this market theirs.

Proven systems and staff in place.

Serious Inquiries Only!
Send inquiries to LM Box 533

Business Opportunities

**PowerHouse Capital
EQUIPMENT LEASE SPECIALISTS
800-476-9673**

Advantages of Leasing:

- \$ Flexible Terms & Payment
- \$ 100% Financing
- \$ Potential Tax Benefits
- \$ Preserves Credit Line & Capital

Programs Available:

- Terms: 12-60 months
- Nationwide Coverage
- Transaction Size: 5K-250K
- Credit Application Only to 50K
- Purchase Options: \$1.00, 10%, FMV

DEALERS WELCOME

Fax: 803-548-5363 or

Email: gseidner@powerhouseequipment.com

Business Opp's (Cont'd)

Looking
for a job?
Great. We'll start
you at CEO.

Tired of struggling in the
landscape industry? We'll give
you a promotion. Call us
today and learn how to start
your very own franchise.



**The U.S. Lawns franchise
Call 1-800-US-LAWNS or
visit www.uslawns.com**

LAWN PROFESSIONALS...





**Improve Your
Opportunities for Success!**

BIDDING STRATEGIES AND MORE

Take advantage of our experience! The information contained in these manuals has taken our lawn service from 9 to nearly 700 accounts. Receive special pricing when you order four or more manuals:

- Bidding & Contracts\$47.95
- Marketing & Advertising\$39.95
- 20 Letters For Success\$29.95
- Contracts & Goals\$39.95
- De-Icing & Snow Removal\$39.95
- Estimating Guide:
Residential & Commercial\$34.95
- Selling & Referrals\$44.95
- Telephone Techniques
(Not a Telemarketing Manual)\$24.95

**Profits Unlimited
"Your Key to Success"**
800-845-0499
www.profitsareus.com

Business Opportunities (Cont'd)



Back-Yard Putting Greens

Synthetic putting greens are the fastest growing segment of the \$20 Billion a year golf industry

Reasons to call us:

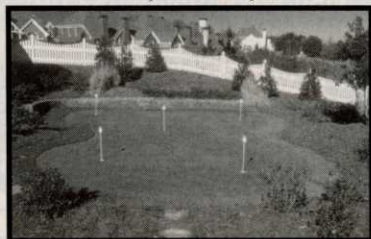
- * Huge Profit Center
- * Easy Install Process
- * Carry NO Inventory
- * Excellent Add-On Service
- * Residential & Commercial
- * Utilize Existing Equipment
- * Buy Manufacturer Direct
- * Many Extras

FREE VIDEO

800-334-9005
www.allprogreens.com



The Best in Synthetic Golf Facilities



We will TRAIN YOU to be SUCCESSFUL in the Backyard Putting Green Business

Call the Putting Green Pros
Toll Free 877-881-8477
www.theputtinggreencompany.com

**FREE APPRAISAL • NO BROKER FEES
SELLING YOUR BUSINESS?**

Professional Business Consultants

can obtain offers from *Qualified Buyers* without disclosing your identity. Consultant's Fees are paid by the buyer.

CALL: 708-744-6715

Fax: 630-910-8100

Repeating an ad ensures it will be remembered

OWN AN EXCLUSIVE DEALERSHIP!

Established pet containment and wireless detection products.

Call: 800-828-9089
Miltronics Mfg., Inc.

CONKLIN PRODUCTS OPPORTUNITY!

Use/market, new technology liquid slow-release fertilizer and micro-nutrients.

Buy Direct from Manufacturer
FREE Catalog: 1-800-832-9635

Email: kmfranke@hutchtel.net
www.frankemarketing.com

For Sale

TURBO TURF HYDRO SEEDING SYSTEMS



For a FREE hydro seeding info pack & video call:

TURBO TECHNOLOGIES, INC.

1500 FIRST AVE., BEAVER FALLS, PA 15010

1-800-822-3437 www.turboturf.com

LANDSCAPE DESIGN KIT 3
48 rubber stamp symbols of trees, shrubs, plants & more. 1/8" scale. Stamp sizes from 1/4" to 1 3/4".
\$89 + \$6.50 s/h VISA, MasterCard, or MO's shipped next day. Checks delay shipment 3 weeks. CA add 7.75%Tax.
AMERICAN STAMP CO.
12290 Rising Rd. LM2, Wilton, CA 95693
Free Brochure
Prices subject to change without notice. 916-687-7102 or fax Toll Free (877) 687-7102

SNGT 614-873-3719

www.gosng.com



Sprayer and sprayer accessories

PHYSAN 20

**ALGAE AND ODOR CONTROL
FOUNTAINS, STATUARY,
BIRDBATHS AND WALKWAYS.
Cost effective and biodegradable.**

Ordering and Dealer information: Maril Products
320 West 6th Street, Tustin, CA 92780

800-546-7711 www.physan.com

30' x 30' x 12'
\$4,127
We Ship Anywhere In The USA! 10,000 Sizes, Bolt-Together All Steel Buildings & Homes. Call Today For A Price Quote And Brochure.
HERITAGE BUILDING SYSTEMS®
800.643.5555
heritagebuildings.com

For Sale (Cont'd)

FACTORY LIQUIDATION



UP TO 40% OFF

**SUPER TOUGH
HEAVY I-BEAM
BUILDINGS**

Perfect for use as a landscaping business location.

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

Prime Steel

Some Other Sizes Available

40 x 65 (3 LEFT)
40 x 85 (1 LEFT)
50 x 110 (2 LEFT)
60 x 150 (1LEFT)

1-800-291-6777 EXT 402

Discount Sprayer Parts

REPLACEMENT PARTS & PUMPS FOR:

- FMC (John Bean) • Hypro •
 - F.E. Myers • Udor •
 - Comet and General Pumps •
 - Also Spraying Systems Tee-Jet and Albu spray nozzles.
- We have a complete line of sprayer accessories such as spray guns, hoses & hose reels.

Call TOLL FREE: 888-SPRAYER for a free catalog.

Email: spraypts@bellsouth.net
Website: SprayerPartsDepot.com

**2001 C&S TURF TRACKER
Zero Turn Ride-on Sprayer/Spreader**
Spreads & sprays over 4,000 sq. ft. per minute.
Designed for residential and commercial.

87 hours on unit.

Price New \$13,495 – Selling for \$9,950

Call: 513-697-9090

sschloss@cinci.rr.com

MOWER REPLACEMENT PARTS

FREE 200 Page Catalog – Save \$\$\$\$

Mower Blades • Air & Oil Filters
Trimmer Line • Belts • Plugs
Over 20,000 Blades in Stock

MOW MORE SUPPLIES

1-800-866-9667

Order FREE Catalog LM02

turfmaker.com

When responding to
Classified Advertisements,

Say You Saw It In...

**Landscape
MANAGEMENT**

Help Wanted



We're in growth mode. Are you?

When you join TruGreen Companies, you can take advantage of all the resources and innovations of a national leader. But, as part of our local branches, you'll have the chance to really get involved in the business and make a difference. We have opportunities in Northern California for:

ALL LEVELS OF LANDSCAPE MANAGEMENT & SALES!

This is the first step to a long and rewarding career with a fast-growing LandCare leader. With locations across the country, you can virtually go anywhere, and still be a part of the TruGreen Companies family. We offer top salary, bonus, and commission, company vehicle, medical/dental insurance plus 401(k).

For consideration, fax:

(925) 828-1525

or email: nor_cal@landcare.com

TRUGREEN Companies

EOE AA/M/F/D/V Drug Free workplace



For generations, The Scotts Company has been in the business of building beautiful lawns. Our reputation for quality is second to none...helping homeowners enjoy a thick, green lawn they can truly be proud of. Due to our phenomenal growth we currently have needs in our Scotts Lawn Service Division for:

Regional Director

This key position will have responsibility for ten to twelve Scotts Lawn Service branch locations in GA, FL and NC with an estimated sales budget of \$26+ million. Position will have ten to twelve direct reports with over 100 indirect reports. Other responsibilities include all phases of branch operations and results, including multi-unit management, staffing, training, budgeted production, sales and service goals, total branch performance, quality and compliance.

Requirements include: Proven track record in the service industry with over seven years of experience in mid to senior level management; Experience with branch operations including sales, production, equipment use, agronomics, regulatory requirements, safety and operational efficiency. Relocation may be required. College degree in a related field preferred.

Branch Managers

We have an immediate need in several markets and our anticipated growth means opportunities around the country. These positions are responsible for managing a Scotts Lawn Service branch with focus on branch operations and results, including staffing, training, budgeted production, sales and service goals, customer service, quality and compliance.

Requirements include: 4+ years of experience in a managerial or supervisory position in the green industry, specific lawn care industry experience preferred; Knowledge of operations, sales and production; Degree in related field preferred.

The Scotts Company offers a competitive compensation and benefits package. For immediate consideration, please send your resume today. Apply online at www.scotts.com or e-mail resume and salary requirements to human.resources@scotts.com or fax to 937-644-7244, Attn: SLS Recruiter. Scotts is an EOE, dedicated to a culturally diverse, drug free workplace. Drug screen required

Landscape Maintenance Opportunity - Dallas Area

Landscape Maintenance Sales Manager for the Dallas Market

Proven Market Contacts, Self Motivated, Successful Sales Development with Five Years Experience. Competitive Salary and Industry High Commission Structure, 401(k), Car Allowance, Medical/Dental. Call 817-481-6668 or email resumes@acconstructors.com



3 BRANCH MANAGERS-IMMEDIATE!

Rapidly expanding vegetation Management Company now entering its 12th year, seeking 3 managers for Long Island/Westchester/Rockland counties. Must be Sales/Estimating & Customer Service oriented. Able to work unsupervised for periods at a time; self-starter. Accountable for profit/loss.

- *Excellent communication skills*
- *Organized-Responsible*
- *Personable-Articulate-Energetic*
- *Able to wear many hats*

College degree or 7 years prior related work experience within green industry or other service type sector a must. Must possess DEC (Cat3 A) pesticide applicator license or be readily able to pass written exam shortly after hire. Plant identification knowledge a plus, as is the desire to succeed.

FIELD TECHNICIANS (3)

Full-time applicator position. Requires category (DEC3 A) pesticide applicator license or technician and clean drivers license, 3 years prior chemical lawn care, tree spray or landscape service experience necessary. Plant identification skills.

Excellent salaries; specify job applying for.

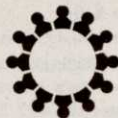
RESUMES: Fax: 631-421-3008,

Email: PIRELEIF88@aol.com

NAILDOWN YOUR WORKFORCE for 2003!

Reliable Workers: More Profits. Legal Workers: Less Worry. Skilled Workers from Mexico. ALL Documentation. Visas. Transportation. Guaranteed, Affordable, Fast-Friendly Service. Call Now for Information. Free Employer Booklet. **David Donaldson, USAMEX- 501-724-8844, David@USAMEX.org, www.USAMEX.ORG and www.MexicanWorkers.com**

1/03



Labor Consultants INTERNATIONAL (LCI)

Foreign Labor Specialists (H2B)

LCI has the expertise to create a workforce that will fulfill whatever your labor need is: H2B, H2A, Seasonal, Peakload, Permanent, etc. LCI has met the workforce needs of many landscaping companies in the U.S. with workers from countries throughout the world. LCI has vast experience in bringing over workers from many countries as well as Mexico. LCI has the labor experience you can rely on!

Contact LCI for more information: Our foundation is creative labor solutions.

E-mail: info@laborci.com

Call 208-777-2654

Visit our Website: www.laborci.com

Plant Health Care Specialist

Seeking experienced Plant Health Care Specialist to service prestigious and historical properties and to lead team by example. An MS in horticulture (or related science); course work in plant psychology, entomology, plant pathology; expertise in the identification of abiotic and cultural conditions affecting tree and shrub health; insect, disease and plant identification; and experience with innovative techniques used in the management of plant health.

Competitive salary, great benefits.



E-mail dhade@savatree.com



LOOKING TO HIRE SOMEONE?

Place Your Recruitment Ad Here! For rates and schedules, call **Teresa Milam: 800-225-4569 x2670 or 440-891-2670**

Help Wanted (Cont'd)

Western States Reclamation, Inc.

Western States Reclamation, Inc. (WSRI) is a 20-year-old multi-faceted environmental contracting company involved in landscape/irrigation construction, landscape maintenance and revegetation and erosion control. WSRI has been involved in a variety of high profile projects throughout the years. We are located in our new facility at Frederick, Colorado that is a short drive from the Denver metro area and close to Boulder, Colorado. We are a progressive company with growth opportunities for hard working and dedicated employees.

PROJECT MANAGERS

WSRI seeks Project Managers for either the Landscape Division or the Reclamation Division. Must have at least 5 years commercial experience to oversee construction of both hard dollar bid projects as well as negotiated projects in the range of 1K to \$4 million in size. Project Managers will supervise up to 6 crews that range in size from 2-25 personnel. Prefer an individual with a degree in landscape architecture, landscape construction, construction management, range management, or soil science.

SENIOR ESTIMATOR

WSRI seeks a well-versed individual to supervise an estimating department of 3-5 personnel. Must have 5 years of previous supervisory experience and exceptional computer skills including estimating software. Must have experience in large-scale commercial landscape and preferably revegetation projects. Also, prefer an individual with minor earthwork and civil engineering estimating experience. Must have previous experience with both negotiated and hard dollar bid projects. Prefer an individual with a degree in related field including landscape architecture, landscape construction, construction management, civil engineering or earth sciences.

Exceptional salary, benefits, company vehicle, 401(k) profit sharing and a unique year-end incentive/bonus program.

Visit our website at www.wsreclamation.com
Fax resume with salary history to:
303-833-4447 attention Liz
or email wsriac@aol.com

THE BRICKMAN GROUP, LTD.

Careers in landscape management available in:

California - Colorado
Connecticut - Delaware
Florida - Georgia
Illinois - Indiana
Maryland - Massachusetts
Minnesota - Missouri
New Jersey - New York
North Carolina - Ohio
Pennsylvania - South Carolina
Tennessee - Texas
Virginia - Wisconsin

Fax: 301-987-1565

E-mail: jobs@brickmangroup.com
www.brickmangroup.com

GreenSearch

Providing professional executive search, human resource consulting and specialized employment solutions to Green Industry companies and allied horticultural trades throughout the United States.

www.greensearch.com

E-mail: info@greensearch.com

Toll free: 1.888.375.7787

Local Phone: 770.392.1771 Fax: 770.392.1772
1117 Perimeter Center W., Suite 500 E., Atlanta, GA 30338

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

407-320-8177 ♦ Fax: 407-320-8083

E-mail: hortssearch@aol.com

www.florapersonnel.com

BOZZUTO LANDSCAPING COMPANY

Serving Maryland & Virginia

BLC is a stable, profitable, award-winning firm, seeking career-minded individuals.

Positions Available in:

- Field
- Sales
- Management

E-mail: tdavis@land.bozzuto.com

Web Site: www.bozzuto.com

Phone: 301-497-3900

GREENSCAPE LANDSCAPE CONTRACTORS, INC.

Providing landscape design/build, tree service, irrigation, site work, hardscaping, snow removal throughout the PA, NJ and DE areas.

We are currently seeking qualified, highly motivated individuals who are interested in securing a long-term position with the firm, and have experience in the following areas of service:

- Commercial maintenance salesperson and account managers with strong, affluent ties to commercial clientele within the Tristate area.
- Landscape designer
- Arborist and tree climbers
- Irrigation technicians
- Hardscaping technicians
- Aquatic and pond construction
- IPM technicians
- Lawn maintenance foreman
- Landscape installation foreman
- Heavy equipment operators
- CDL drivers
- Truck equipment mechanics

Multiple year-round positions are currently available. Extensive experience in the industry is preferred, complete benefit package including 401(k) available.

For more information please contact our NJ office at 856-667-5296 and fax all resumes to 856-321-0105.

Check it out-ONLINE!

The products & services to help you do business better can now be found online at www.landscapemanagement.net

Software



WINTAC™

Download a free demo of the software everyone is talking about!

www.wintac.net

Or call 24 hours for a free demo CD:

1-800-724-7899 ext.2

The #1 best-selling all-in-one software for specialty trades

- Unlimited Customers & Locations
- Automatic Scheduling, Routing
- Automatic Invoicing, Job Costing
- Service History & Profit Tracking
- Labor and Productivity Tracking
- Material & Chemicals Tracking
- Letter Writer w/ auto Mail-Merge: Send Sales and Service Notices
- Print Proposals, Invoices, Work Orders, Statements, Purchase Orders, Reports, Labels. Even design your own forms in Word®
- Full Accounting: G/L, A/R, A/P, Payroll, Checking, Inventory, Financial Reports and Graphs
- Built-in links to QuickBooks®, Peachtree®, MS Office®, Street Mapping, Emailing, and more!

TURFGOLD SOFTWARE

Do you want to have MORE CONTROL OVER YOUR BUSINESS, INCREASE SALES AND MAKE MORE MONEY?

We'll show you how with software designed specifically for lawn and landscape companies.

Call Tree Management Systems, Inc. at 1-800-933-1955

or visit our website at www.turftree.com for a free demo presentation.

2002

landscape illustrator
www.Lsisoft.com

Repeating an ad increases sales and profits