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3. 8HP electric start Briggs & Stratton engine.
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**TERRACARE PRODUCTS CO., INC.**

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HELP WANTED

**HORTICULTURAL SALES**

The Exterior Division of Engledow Group has an immediate opening for a motivated, professional team oriented sales person. Horticulture/Landscape Architecture degree preferred. Three years sales experience or three years production experience with customer contact required. The Exterior Dept. performs 80% Landscape Management and 20% Landscape Installation. Engledow Group is a 66 year old, multidisciplinary horticultural services firm with sales exceeding \$10 million annually. Send resume with salary requirements to: Personnel Dept., Engledow Group, 1100 East 116th St., Carmel, IN 46032.

**GREENTREE, INC.** a leading Commercial Landscape Management Company in the Southeast, is seeking highly qualified, motivated people for supervision in Maintenance and Seasonal Color. Candidate must be organized, exhibit strong supervisory skills and have solid knowledge of southeast region landscape management, and/or Seasonal Color.

GREENTREE OFFERS TOP INDUSTRY SALARY, BENEFIT PACKAGE, 401K AND GROWTH OPPORTUNITIES IN GEORGIA, FLORIDA, TENNESSEE AND THE CAROLINAS.

Submit resume with salary history to:

Human Resources  
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1640 Roadhaven Drive  
Stone Mountain, GA 30083  
Tel: (770) 938-8080  
Fax: (770) 934-0919  
EOE & Drug free workplace

**PROFESSIONAL GROUNDS, INC.**

Established company in Washington, D.C. area has career positions in our landscape division for supervisor and foremen.

Minimum of 3 years experience in landscape construction required. Good pay, benefits, and growth potential.

Call Bill Moss at  
**(703) 339-0600**  
E.O.E.

**LANDSCAPE POSITION AVAILABLE**

SEASONAL COLOR SPECIALIST to develop & implement an annual/perennial color program for large commercial sites including design and planting. Strong horticultural or floricultural background and experience with annuals and perennials needed. Advancement opportunities.

Send resume to: **ENVIRONMENTAL CARE, INC.**  
825 MABURY ROAD, SAN JOSE, CA 95133

**LANDSCAPE management**

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. Send Ad copy with payment to: Dan Hoke, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-2762. Fax Number 216-826-2865.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, LM Box #, 131 W. First St., Duluth, MN 55802. Please include box number in address.

For Advertising Information  
Contact Dan Hoke at  
216-891-2762



## HELP WANTED

### LANDSCAPER DESIGNER/ESTIMATOR/MANAGER

Well established landscape design/build company seeks highly motivated, well organized self-starter to join our team effort. Individual should have a minimum 2 year degree in Ornamental Horticulture and 2 years experience in the landscape field. Must have ability to schedule and manage planting crews, design, estimate and sell projects. Competitive salary and benefit package. Send pay history and resume to Green Biz Nursery & Landscaping, Inc., Landscape Manager, P.O. Box 64995, Fayetteville, NC 28306.

### Grounds Maintenance and Enhancement Supervisors & Managers

Become a part of one of Maryland and Virginia's fastest growing team 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.

Positions are full-time with exceptional compensation, benefits, and advancement opportunities. Mail or fax your resumé today to: Tom Davis, Bozzuto Landscaping Company, 15127 Marlboro Pike, Upper Marlboro, MD 20774, Fax No.: 301-627-7011.

### SALES

#### GROUND MAINTENANCE - DESIGN/BUILD

DuBrow's Nurseries, Inc., a progressive, well established northern NJ horticultural enterprise seeks a mature, experienced sales manager. The right individual must have a minimum of 5 yrs. experience in the industry, knowledge of grounds management a must. Horticultural degree a plus. Excellent benefits. If you have the ability to close sales and win the trust and respect of corporate clients, please fax your resume to 201-992-6050, attn.: Michael Branch. EOE M/F.

### HELP WANTED

One of No. VA's Most Successful Landscape firms has opening for Designer/Estimator. Must have minimum of 2 years experience. Excellent growth opportunity and benefits package.

Call 703-352-7555

### HORTICULTURAL PERSONNEL

DuBrow's Nurseries, Inc., a full service Horticultural corporation, with locations in Northern/Central NJ and Eastern PA, is looking for all levels of management; managers, foremen/women, assistant foremen/women for our growing Grounds Management, Design/Build and Nursery/Growing divisions. Must possess a related college degree, bilingual is a plus. Competitive salary and full company benefits. Please fax resumes to: DuBrow's, attn. Michael Branch, fax: 201-992-6050. EOE M/F.

### SALES & MARKETING REP

Successful candidates will be involved in new business development and promotion of landscape management and related site services. Directly responsible for estimating, bidding, and sales. Some travel required. Excellent growth potential and benefits are available for qualified applicants.

Qualified candidates should have a horticultural related degree, and/or strong sales record in the landscape industry. High level of communication, interpersonal, and organizational skills are required.

Please send or fax resume to:

Personnel Dept., P.O. Box 110322,  
Stanford, CT 06911-0322  
Fax: (203) 316-5434

### LANDSCAPE MAINTENANCE SUPERVISOR

Well established landscape & maintenance company seeks individual with 2 year degree in Horticultural or work experience equivalent. Knowledge of pests and diseases, pesticide applicator's license. Must be a well organized self starter, knowledgeable in grounds management practices and have the ability to schedule and motivate several grounds crews on a weekly basis. Competitive salary and benefit package. Send pay history and resume to Green Biz Nursery & Landscaping, Inc., Landscape Maintenance Supervisor, P.O. Box 64995, Fayetteville, NC 28306.

Fastest Growing Company in Southern Florida seeks Management and Supervisory Personnel for Pest Control, Lawn, and Termite Control. Excellent growth potential. Full benefits package. All replies strictly confidential. Send resume to: P.O. Box 7011, West Palm Beach, FL 33405-7011. 12/96

**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. 8/96

**Compost Marketing Manager** Lead the development of marketing opportunities for compost made from green waste through recycling partnerships with multiple facilities. Build relationships with plant nurseries, growers, landscape contractors, landscape material suppliers, park and recreation departments, and golf courses to distribute 40,000+ cubic yards of finished compost annually throughout the Southwest. Progressive benefits package and Tucson Arizona corporate location. Send inquiries to Desert Compost, P.O. Box 43820, Tucson, AZ 85733-3820. An EEO employer. 8/96

KT Enterprises, Inc., one of the Metropolitan areas' largest quality oriented landscape companies is seeking applicants for the following positions in Maryland and Northern Virginia: Area Managers to manage satellite offices. Supervisors to manage 3 to 6 landscape maintenance crews. Crew leaders to manage 6 to 24 personnel. KT offers excellent starting salaries, health insurance, dental insurance, 401K, paid holidays and paid vacations. Please call Will Cullen 703/222-0449 Ext. 306 or fax resume to 703/222-0578. EOE/AAP 8/96

## LANDSCAPE management

### MARKET SHOWCASE GOLF COURSE MARKETPLACE 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.

ISSUES	CLOSING DATES
October 1996	9/6
November 1996	10/8
December 1996	11/6

(Please call Sales Rep to confirm dates.)

#### SEND AD COPY WITH PREPAYMENT TO:

Dan Hoke, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44310.  
For more information call: 1-800-225-4569 or 216-891-2762, Fax: 216-826-2865.



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TREE SERVICE AND LANDSCAPE MAINTENANCE BUSINESS in East Tennessee Smoky Mountain area... HIGH GROWTH AREA. Owner will stay for transition. Fidelity Business Network 423-691-7999 or Fax 423-691-0266. 8/96

WANTED

Wanted: Professional/Commercial Landscape Maintenance Company in NM, TX, UT, & CO. Minimum sales \$500,000 annually. Employment agreement & benefits negotiable. Please write: Acquisitions Dept., P.O. Box 43668, Tucson, AZ 85733-3668. 8/96

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. 10/96

NEW PUBLICATION!

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BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 800-597-8283. 12/96

HOWARD 180 HYDRO Lawn mower diesel, power steering. Low hrs. Cuts 15 acres an hr. Ready for the season. Excellent cond. (313)464-8440 8/96

GROUND MAINTENANCE FIRM Upper Midwest based year around ground maintenance firm specializing in large contracted property maintenance, mowing, pruning, weed and feed, and snow removal. Revenues exceed \$2MM. Experienced staff in place. Outstanding reputation, offers turnkey opportunity with established client base. Reply to LM Box 519. 8/96

1987 3/4 TON GMC VAN with 300 gal. tank plus 30 gal. saddle tank. Has a fiberglass bulkhead & floor in the spray compartment. Runs great. Needs body work. Asking \$7,900. Call 708/932-8839 & ask for Jerry. 8/96

Landscape/Maintenance Old established Northern Colorado landscaping, maintenance & snow removal business. Grossing over \$1,000,000. Owner anxious to retire. Terms. VR Business Brokers 970-407-1000. 8/96

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: LF01X8, 101 Harrison Street, Archbald, PA 18403. 12/96

SURVIVE BACK AND ARTHRITIS PAIN! Learn how to sit, sleep, drive, work and perform household chores with less pain. Physical Therapist 1-900-438-1144 only \$1.59/min (18+) W.L. 1-800-450-9617. 8/96

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SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggieri, and Kohler engines & parts. Nichols-Fairfield torque hubs. We repair and rebuild Spyder hydraulic pumps and motors. FAST SERVICE. Call or write: Mobile Lift Parts Inc., 5402 Edgewood, Crystal Lake, IL 60012. (800)397-7509, FAX (815)455-7366. 12/96

FRANCHISE OPPORTUNITIES

FRANCHISE OPPORTUNITY HELP!! WE HAVE MORE CUSTOMERS THAN LOCATIONS TO SERVE THEM. NaturaLawn of America, the leader in organic-based lawn care, has franchises available nationwide. Positioned to take advantage to the increasing demand for environmentally friendly lawn care, NaturaLawn of America offers proven, innovative advertising and marketing strategies, very competitive pricing on our exclusive products, on-going training and operational support, protected territories and more. Call 800-989-5444. 9/96



# Grab Bag

## The 1995 drought: bad in California

"Although the [1995] drought didn't cause many project cancellations, there were cutbacks and delays with water-oriented features such as man-made lakes and streams, waterfalls, fountains and other special effects.

"In addition, projects which required extensive irrigation were scaled back or deleted. These included parks, green belts and other landscapes requiring large expanses of turfgrass."



—MICKEY STRAUSS, PRESIDENT, CLIC



**Just hangin' out** It might not be the safest job in the world, but it can't be beaten for high visibility, as this employee of LaFlamme Services learns from his experience at GTE's world headquarters in Stamford, Conn. "Unusual" is the perfect word for this maintenance job, which entails hanging out over I-95 to trim deep shrubs and taking mowers up a tiny freight elevator. Nevertheless, LaFlamme won a 1994 Merit Award in the Associated Landscape Contractors of America annual contest.

## Bugzappers out of control!

An entomologist from the University of Delaware says electric "bug zappers" are killing a high number of ben-

eficial insects, and very few mosquitoes. Over the summer of 1994, Dr. Doug Tallamy and assistant Tim Frick collected

and identified the kill from zappers at six sites in suburban Newark. Only 31 of the 14,000 electrocuted insects were biting flies; almost half were aquatic insects, caddisflies and midges. Most species of mosquitoes are not attracted to black lights, says Tallamy, and certain mosquitoes bite only during the day.

## A groundsman's dilemma

*'I feel sort of like the superintendent at the local country club. Except that he's got to worry about 200 millionaires, and I've only got to worry about 25. And the only time we hear from them is when they have a complaint.'*



—BRANDON KOEHNKE, GROUNDSKEEPER FOR THE CLEVELAND INDIANS AND JACOBS FIELD

Grab Bag is a new LM department that features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you'd like to share with us, please send it in...



# Receive FREE information on products and services advertised in this issue.

**LANDSCAPE**  
management

**AUGUST 1996**

*This card is void  
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FIRM \_\_\_\_\_  
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CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_

I would like to receive (continue receiving)  
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Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:

- |   |  |
|---|--|
| 01 <input type="checkbox"/> 05 Golf Courses   | 08 <input type="checkbox"/> 40 Private/Public Estates & Museums                            |
| 02 <input type="checkbox"/> 10 Sport Complexes  | 09 <input type="checkbox"/> 45 Condominiums/Apartments/Housing Developments/Hotels/Resorts |
| 03 <input type="checkbox"/> 15 Parks  | 10 <input type="checkbox"/> 50 Cemeteries/Memorial Gardens                                 |
| 04 <input type="checkbox"/> 20 Rights-Of-Way, Maintenance for<br>Highways/Railroads & Utilities | 11 <input type="checkbox"/> 55 Hospital/Health Care Institutions                           |
| 05 <input type="checkbox"/> 25 Schools, Colleges & Universities                                 | 12 <input type="checkbox"/> 60 Military Installations & Prisons                            |
| 06 <input type="checkbox"/> 30 Industrial & Office Parks/Plants                                 | 13 <input type="checkbox"/> 65 Airports  |
| 07 <input type="checkbox"/> 35 Shopping Centers, Plazas & Malls                                 | 14 <input type="checkbox"/> 70 Multiple Government/Municipal Facilities                    |
|   | 15 <input type="checkbox"/> Other (please specify) _____                                   |

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- |  |   |
|--|---|
| 16 <input type="checkbox"/> 105 Landscape Contractors (Installation & Maintenance) | 20 <input type="checkbox"/> 125 Landscape Architects                          |
| 17 <input type="checkbox"/> 110 Lawn Care Service Companies                        | 21 <input type="checkbox"/> 130 Land Reclamation & Erosion Control            |
| 18 <input type="checkbox"/> 112 Custom Chemical Applicators (Ground & Air)         | 22 <input type="checkbox"/> 135 Extension Agents/Consultants for Horticulture |
| 19 <input type="checkbox"/> 120 Tree Service Companies/Arborists                   | 23 <input type="checkbox"/> 140 Irrigation Contractors                        |
|  | 24 <input type="checkbox"/> Other Contractor or Service _____                 |

C. SUPPLIERS:

- 25  210 Sod Growers, Turf Seed Growers & Nurseries  
26  215 Dealers, Distributors, Formulators & Brokers  
27  220 Manufacturers

2. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR TITLE? (check ONE only)

- 28  10 EXECUTIVE/ADMINISTRATOR: President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant  
29  20 MANAGER/SUPERINTENDENT: Arborist, Architect, Landscape/Ground Manager, Superintendent, Foreman, Supervisor  
30  30 GOVERNMENT OFFICIAL: Government Commissioner, Agent, Other Government Official  
31  40 SPECIALIST: Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist  
32  50 OTHER TITLED AND NON-TITLED PERSONNEL: (please specify) \_\_\_\_\_

3. SERVICES PERFORMED: (check ALL that apply)

- |  |   |
|--|---|
| 33 <input type="checkbox"/> A Mowing               | 41 <input type="checkbox"/> I Landscape/Golf Design             |
| 34 <input type="checkbox"/> B Turf Insect Control  | 42 <input type="checkbox"/> J Turf Weed Control                 |
| 35 <input type="checkbox"/> C Tree Care            | 43 <input type="checkbox"/> K Paving, Deck & Patio Installation |
| 36 <input type="checkbox"/> D Turf Aeration        | 44 <input type="checkbox"/> L Pond/Lake Care                    |
| 37 <input type="checkbox"/> E Irrigation Services  | 45 <input type="checkbox"/> M Landscape Installation            |
| 38 <input type="checkbox"/> F Turf Fertilization   | 46 <input type="checkbox"/> N Snow Removal                      |
| 39 <input type="checkbox"/> G Turf Disease Control | 47 <input type="checkbox"/> O Other (please specify) _____      |
| 40 <input type="checkbox"/> H Ornamental Care      |   |

4. WHAT IS YOUR ANNUAL BUDGET FOR EQUIPMENT,  
CHEMICALS, SUPPLIES? (please check one)

- 48  1 Less than \$50,000    51  4 \$250,001-\$500,000  
49  2 \$50,000-\$100,000    52  5 More than \$500,000  
50  3 \$100,001-\$250,000

101	119	137	155	173	191	209	227	245	263	281	299
102	120	138	156	174	192	210	228	246	264	282	300
103	121	139	157	175	193	211	229	247	265	283	301
104	122	140	158	176	194	212	230	248	266	284	302
105	123	141	159	177	195	213	231	249	267	285	303
106	124	142	160	178	196	214	232	250	268	286	304
107	125	143	161	179	197	215	233	251	269	287	305
108	126	144	162	180	198	216	234	252	270	288	306
109	127	145	163	181	199	217	235	253	271	289	307
110	128	146	164	182	200	218	236	254	272	290	308
111	129	147	165	183	201	219	237	255	273	291	309
112	130	148	166	184	202	220	238	256	274	292	310
113	131	149	167	185	203	221	239	257	275	293	311
114	132	150	168	186	204	222	240	258	276	294	312
115	133	151	169	187	205	223	241	259	277	295	313
116	134	152	170	188	206	224	242	260	278	296	314
117	135	153	171	189	207	225	243	261	279	297	315
118	136	154	172	190	208	226	244	262	280	298	316



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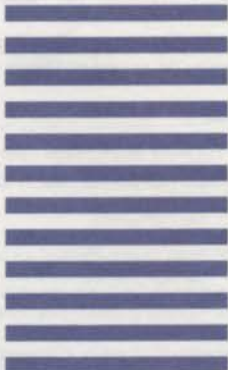
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31  40 SPECIALIST: Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist  
32  50 OTHER TITLED AND NON-TITLED PERSONNEL: (please specify) \_\_\_\_\_

3. SERVICES PERFORMED: (check ALL that apply)

- |  |   |
|--|---|
| 33 <input type="checkbox"/> A Mowing               | 41 <input type="checkbox"/> I Landscape/Golf Design             |
| 34 <input type="checkbox"/> B Turf Insect Control  | 42 <input type="checkbox"/> J Turf Weed Control                 |
| 35 <input type="checkbox"/> C Tree Care            | 43 <input type="checkbox"/> K Paving, Deck & Patio Installation |
| 36 <input type="checkbox"/> D Turf Aeration        | 44 <input type="checkbox"/> L Pond/Lake Care                    |
| 37 <input type="checkbox"/> E Irrigation Services  | 45 <input type="checkbox"/> M Landscape Installation            |
| 38 <input type="checkbox"/> F Turf Fertilization   | 46 <input type="checkbox"/> N Snow Removal                      |
| 39 <input type="checkbox"/> G Turf Disease Control | 47 <input type="checkbox"/> O Other (please specify) _____      |
| 40 <input type="checkbox"/> H Ornamental Care      |   |

4. WHAT IS YOUR ANNUAL BUDGET FOR EQUIPMENT, CHEMICALS, SUPPLIES? (please check one)

- 48  1 Less than \$50,000    51  4 \$250,001-500,000  
49  2 \$50,000-\$100,000    52  5 More than \$500,000  
50  3 \$100,001-\$250,000

101	119	137	155	173	191	209	227	245	263	281	299
102	120	138	156	174	192	210	228	246	264	282	300
103	121	139	157	175	193	211	229	247	265	283	301
104	122	140	158	176	194	212	230	248	266	284	302
105	123	141	159	177	195	213	231	249	267	285	303
106	124	142	160	178	196	214	232	250	268	286	304
107	125	143	161	179	197	215	233	251	269	287	305
108	126	144	162	180	198	216	234	252	270	288	306
109	127	145	163	181	199	217	235	253	271	289	307
110	128	146	164	182	200	218	236	254	272	290	308
111	129	147	165	183	201	219	237	255	273	291	309
112	130	148	166	184	202	220	238	256	274	292	310
113	131	149	167	185	203	221	239	257	275	293	311
114	132	150	168	186	204	222	240	258	276	294	312
115	133	151	169	187	205	223	241	259	277	295	313
116	134	152	170	188	206	224	242	260	278	296	314
117	135	153	171	189	207	225	243	261	279	297	315
118	136	154	172	190	208	226	244	262	280	298	316

# INVENTORY CONTROL.



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