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CLASSIFIEDS

**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 résumé today to: Tom Davis, Bozzuto Lanscaping Company, 15127 Marlboro Pike, Upper Marlboro, MD 20774, Fax No.: 301-627-7011.

**ORNAMENTAL
HORTICULTURIST
CARETAKER**

We are seeking a full time degreed individual with a minimum of five years experience in the field of landscaping design/grounds maintenance. The individual will be responsible for the supervision and implementation of landscaping and grounds maintenance for approximately ten acres.

If you feel you are qualified and this position is of interest to you, we would appreciate receiving your resume and salary requirements. We will offer a competitive salary, full health care benefits, retirement program, profit sharing, paid holidays and vacation, plus many extras.

**NEWMAN
Sanitary Gasket Company**

P. O. Box 222, Lebanon, OH 45036
FAX 513-932-4493 • E-mail: clswagler@aol.com
Attn: David Newman, President

**LANDSCAPE
management**

Every month the Market Showcase offers readers of *Landscape Management* a complete and up-to-date section of the products and services you're looking for. 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: DENISE ZAPPOLA, 216-891-3162, 1-800-225-4569, (ext. 162), Fax 216-826-2865

SPRINKLER TECHNICIANS Rapidly growing Sprinkler company in Denver Colorado is looking for sprinkler technicians with experience in residential repair. A clean M.V.R. and the ability to efficiently work unsupervised is a must. This is a year round position offering competitive pay, health care benefits and vacation time. 303-778-0534. 4/97

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.** 4/97

HELP WANTED RELOCATE TO PORTLAND, OREGON and join our growing, full service landscape business dedicated to quality since 1964. Experienced arborists, applicators, construction and maintenance crew leaders desiring to join our team should contact our office below. Drug testing, drivers license and good driving record are required. Tree Care Unlimited, Inc., PO Box 1566, 5600 SW Rosewood St., Lake Oswego, OR 97035, 503-635-3165 (office), 503-635-1549 (fax). 4/97

Assistant Park Manager Position The Ohio Department of Natural Resources, Division of Parks & Recreation, Hueston Woods State Park is seeking action-oriented individual to supervise extensive maintenance program. Candidates need hands on experience in carpentry, electrical, plumbing, equipment repair, equipment operation & maintenance crew supervision; must be computer literate, with strong communication skills. The 3,596 acre fully developed park offers attractive work atmosphere with extensive variety, and highly skilled employees. Beautiful 4 bedroom brick house on park available. Hueston Woods is located near city of Oxford. State Park service offers attractive benefit package. Starting salary is \$31,262. Send your application or resume to the Office of Employee Services, 1930 Belcher Dr., Building D-1, Columbus, OH 43224 by May 17, 1997. For more information write to: Hueston Woods State Park, Route #1, College Corner, OH 45003-9625. 4/97

Grounds Management

DuBrow's Nurseries, Inc., a full service Horticultural corporation, has immediate openings for all levels of management. Individuals will be servicing upscale corporate and condo management clientele. Must possess a related college degree, with excellent communication skills, bilingual a plus. Competitive salary and full company benefits.

Please fax resumes to: DuBrow's, attn. Michael Branch, fax: 201-992-6050. E.O.E. M/F

SALES ENVIRONMENTAL CARE, INC. is expanding markets in No. Calif. Bay Area. Must have 3-5 years experience and strong track record in sales. Need to be articulate w/strong interpersonal and organizational skills. Knowledge of local markets and property management a plus. Excellent growth potential, full benefits. Send resume: 825 Mabury Road, San Jose, CA 95133 EOE

HELP WANTED

Assistant Professor of Turf Production and Management, Director of Turfgrass Center
The Department of Horticulture, Plant Science Unit, University of Missouri, invites applications for this tenure-track position to develop an extension program (50% effort) to complement a research program (50% effort) on turfgrass production and management, and to serve as Director of the UM Turfgrass Center. A Ph.D. in Horticulture, Agronomy or related discipline, training and experience in turfgrass management, and effective communication and managerial skills are required. Submit by May 31, 1997, a letter describing qualifications and career goals; resume; transcripts; selected reprints; and request three letters of reference to be sent: Dr. Bruce Barrett, Chair of Turf Search Committee, 1-87 Agriculture Building, University of Missouri, Columbia, MO 65211. **E-Mail:** agbarret@muccmail.missouri.edu, **Telephone** (573) 882-7511, **FAX** (573) 882-1469. The University of Missouri is an Affirmative Action/Equal Opportunity Employer. For more information, visit our web site: <http://www.missouri.edu/~extbsc/turf/turfhp.htm>. 4/97

Landscape Chief Estimator/Estimators Aggressive, established commercial landscape contractor searching for experienced people knowledgeable in site development, grading operations, landscape & irrigation installation, and landscape maintenance. Computer experience mandatory; Lotus 123 release 5 or Excel preferred. Successful candidates must be professional, organized, team oriented and skilled in management. Remarkable opportunity for a career. Salary-D.O.E. Submit credentials and employment references via fax at (702)252-7031 and mail to: **Gothic Landscaping, Inc., c/o Chief Estimating Position, 4565 West Nevso Drive, Las Vegas, Nevada 89103.** 5/97

LAWN SPRINKLERS Exp. Service Techs, Salespeople, and Designers needed for full time employment. Join the team that has been one of the leaders in the Irrigation Industry for over 20 years. Earn top pay, benefits, and 401K. Immediate employment for qualified personnel. Call for interview or send resume to: **ELITE IRRIGATION, 1827 Northfield, Rochester Hills, MI 48309 (810)852-0088 or fax (810)852-2195.** 4/97

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. 12/97

BRANCH SALES MANAGER National Lawn Equipment, Parts & Accessories Supplier expanding into the Northeast, Mid Atlantic and Southeast. Need articulate individual with retail management experience. Computer literate. Several markets available. Send resume with salary history & requirements to: **Landscapers Supply, P.O. Box 459, Spring Valley, NY 10977-0459.** 8/97

Major commercial landscape company in the south-east seeking experienced **Irrigation sales person** with excellent communication and computer design skills. Very beneficial to have ability to sell commercial landscape and maintenance accounts. Also seeking **Maintenance production manager** with ten years experience. Proven communication and management skills. Strong turf background required. For confidential consideration, please fax resume and salary requirements to: (704)527-2913. 4/97

Horticulturist wanted for a private country club. Self-motivated with the ability to lead people. Must work within established landscape design. Two or four-year degree acceptable. Ability to recognize and treat all pests on trees and shrubs. Responsible for the maintenance of clubhouse grounds including purchasing chemicals, fertilizer, soil amendments. Must secure an Ohio Pesticide Applicators License within two months. Excellent work environment. Salary: \$21,000 to \$24,000 dependent upon experience and knowledge. Medical insurance. Disability insurance. 401k retirement plan. Uniforms are provided. Golf privileges on Mondays. Expenses for continuing education. Please send resume to: **The Country Club, Attn: Matt Shaffer, 2825 Lander Rd., Pepper Pike, OH 44124.** 4/97

LANDSCAPE MAINTENANCE SALESPERSON
Well established full service company in the Washington D.C. area seeks highly motivated, well organized person to join our team. The right individual must have a minimum of three years experience in the industry with a strong track record in sales, a horticultural degree a plus. Excellent compensation, benefits, opportunities and reasonable hours. Please mail or fax resume to **Professional Grounds, Inc., P.O. Box 1454, Newington, VA 22079; fax (703)339-6384.** 4/97

The benefits of
Classified Advertising
**IMPACT
EXPOSURE
VALUE
RESULTS**

Call 216-891-2762



ADVANSTAR
COMMUNICATIONS
MARKETING SERVICES

7500 Old Oak Blvd.,
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LANDSCAPE
management

**MARKET SHOWCASE
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
June 1997	5/8
July 1997	6/6
August 1997	7/8
September 1997	8/7
October 1997	9/8
November 1997	10/8
December 1997	TBA

(Please call Sales Rep to confirm dates.)

SEND AD COPY WITH PREPAYMENT TO:
Denise Zappola, **LANDSCAPE MANAGEMENT,**
7500 Old Oak Blvd., Cleveland, OH 44310.

For more information call:

1-800-225-4569 or
216-891-3162, Fax: 216-826-2865.

REPRINTS

Reprints of *Landscape Management* articles, advertisements, news items or special announcements are available through Advanstar Marketing Services. Customized to meet your specific needs, reprints are highly effective when you use them to:

- ◆ Develop direct-mail campaigns
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LANDSCAPE
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ADVANSTAR MARKETING SERVICES

1-800-736-3665

216-891-2744

FAX: 216-891-2727

BUSINESS FOR SALE

Business for Sale - Rochester, New York Profitable design/build landscape company. Established over 30 years. One of the leading landscape companies in the Rochester area. Winner of several NYS Nurserymen's Association and ALCA awards. Please reply to LM Box 523. 4/97

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: LF0137, 101 Harrison Street, Archbald, PA 18403. 8/97

EQUIPMENT FOR SALE

SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, 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. 12/97

Send Blind Box Replies to:

Landscape Management
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131 W. First St.
Duluth, MN 55802-2065

(Please include
box number in address)

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CLASSIFIEDS

FOR SALE

FOR SALE: 600 & 240 acre Vegetable Farms. CNY Location. Facilities for large scale operation complete with equipment. 315-687-6510. 4/97

Lawn Spray Truck - 1987 Ford F-600, 800/400 gal split tank w/100 gal saddle tank. Excellent condition - For Details call 512-209-1187, Attention: Denise. 4/97

FOR SALE: Residential & Commercial Landscaping Company. Located in South Central Kentucky. Well established, \$300,000 per year plus, with room to grow. Over \$100,000 in equity and \$200,000 in Contracts for 1997. Owner will help assist in transition. For more information, write: **Business Opportunities, 931 Winding Ridge Dr., Somerset, KY 42503. 4/97**

FRANCHISE OPPORTUNITIES

"Is Your Business Stagnate? *Looking for better products? *Does your business require professional marketing experience? *Or, do you want to add lawn care to a new or existing business? Now is the time to consider a franchise with **NATURALAWN OF AMERICA**, the leader in organic-based lawn care. Due to our environmentally responsible approach, we are the fastest growing lawn care company in the U.S. For details, contact us on the Internet at www.nl-amer.com or call Randy Loeb, Franchise Development Manager at 800-989-5444 8/97

SERVICES

Advertise your business on the INTERNET and find LOCAL and REGIONAL customers interested in your services. You've been hearing about it, but is your company taking advantage of it? Have us develop your own home page on our Internet Directory. Call LandscapeUSA.com today! 800-966-1033. <http://www.landscapeusa.com> 4/97

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. 12/97

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Grab Bag

Internet source for tree shoppers

TreeView, started by computer expert/horticulture expert/landscape designer Grant Collier, is a new way to shop for large trees and specimen plants from your personal computer, via the Internet (www.treeview.com). Most of the large specimen plants are accompanied by a photo of the plant. TreeView provides a form for purchase requisition and transmits it to the supplier for delivery arrangements. Each plant is listed with botanical name, size, state, location, USDA growth zone and common name. For information on TreeView, call (520) 527-9266 or E-mail: TreeView@ibm.net.

Publicity tips

The Professional Grounds Management Society offers these tips for publicizing your achievements:

- 1 Know your newspapers, and what kinds of stories they can use.
- 2 Decide what to send: news; new hires; new projects. Include a photo.
- 3 Be patient, persistent and polite with follow-up calls.
- 4 Leverage any publicity you receive with mentions in association newsletters or reprints for customers.
- 5 Get involved in your community.



Couple travels 'back in time' for nuptials

Lawn care business owner Bill Clutter, left, and Ann Miller took the train on their wedding day this past winter. The owner of Turf Gard, Dayton, Ohio, his wife Ann, his daughter Muffy and Mark Hirsheje dressed for the journey on the Whitewater Valley Railroad. Clutter is past president of Ohio Lawn Care Association.

On using natural golf layouts:

"A desert golf course will be framed by the desert. A seaside course must take wind into consideration as the routing is developed. On an ideal site, you must be knowledgeable enough not to do much to the land."

—GOLF COURSE ARCHITECT REES JONES.

Word of caution

Never, never, ever fill a metal gas can in the back of a truck with a plastic bed liner. Why? A big boom can result. The plastic bed liner doesn't allow the metal gas can to become grounded to the truck.

As the gas fills the can, it creates static electricity. If this electricity is discharged and there is a spark—look out!

To avoid this, take the gas can from the truck, put it on the ground and fill it.

—THANKS TO THE WSPCA'S "THE PEST INTELLIGENCER" FOR THE INFO.

Grab Bag 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...

If There's a Twister Heading Your Way, You Should:



- A. Crouch next to an interior wall with your hands over your head.
- B. Ask for a demo.



The answer is B. After all, every mower claims to deliver higher productivity and a high quality cut.

But claims don't do much for your bottom line. So give our new zero turning radius Twister a try. Spin it on a dime. Run it through an obstacle course. You'll see it really is fast, productive,

easy to maintain and delivers a high quality cut. In short, the best equipment value your money can buy. Call, toll-free, 888-423-7897 for more information or the name of a Bunton dealer near you.

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