

HELP WANTED

IPM SPECIALIST The Chicago Botanic Garden located in Glencoe, IL seeks a professional with turf and/or ornamental experience for integrated pest management department for preventative, biological, cultural and chemical control of weeds, diseases and insect pests. Applicant should have an understanding of monitoring, identifying, diagnosing, and determining appropriate control measures. Winter work includes pruning, equipment maintenance, writing, record keeping, and project planning. Ideal candidate should have a college degree in horticulture, turf, or a closely related area of study and two years of practical work experience in the landscape field. Must be able to obtain an Illinois pesticide applicator's license and lift and carry 50lbs. Send resume with cover letter to: Carol Chaney, 1000 Lake Cook Road, Glencoe, IL 60022. 8/97

LANDSCAPE SALES South Florida full service landscape company has immediate opening for a highly motivated sales professional. Applicant must have minimum 3 years exp. in the landscape industry, strong interpersonal, communications and organizational skills. Salary plus commission, medical & dental. Growth opportunity. Fax resume to Ron 1-561-997-0971 or call 1-800-718-9619. Drug testing required. E.O.E. 8/97

LANDSCAPE MAINTENANCE— CENTRAL VIRGINIA The largest landscape maintenance contractor in central Virginia is constantly in search of qualified, determined individuals who want to be a team player and part of a rapidly growing, profitable organization. Positions included: Production Manager, Project Manager, Spray Technician, Foreman, Crew Members, etc. Excellent benefits including 401-K, bonuses/incentives. Massive growth potential. Send resumes to JRGM, HR Dept. 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 6/98

BRANCH MANAGER National Lawn Equipment Supplier expanding into Northeast, Mid-Atlantic & Southeast. Previous retail management experience required. Computer literate. Send resume to: Landscapers Supply, P.O. Box 459, Spring Valley, NY 10977-0459. 8/97

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. Email: Hortsearch@aol.com. Website: http://www.florapersonnel.com. 12/97

LANDSCAPE DESIGNER WANTED Must have experience reading blue prints, drawing landscape designs, and measuring footage, knowledge of south Texas plants and degree preferred. Apply at Fox Tree & Landscape Nursery, 5049 La Costa, Corpus Christi, TX 78414, (512)992-6928, FAX: (512)991-7841. 8/97

LANDSCAPE MANAGER: Design, Build, Landscaping, Irrigation & Maintenance Company is looking for qualified person to do residential & commercial designs/sales & manage production & materials. Must be self-motivated & organized. Horticulture degree or equivalent experience plus 3-5 yrs. in sales & management. Send or fax resume, salary history & references to: W. W. Landscaping, 3078 W. Hayden Ave., Rathdrum, ID 83858 Fax: 208-762-0811. 8/79

Sales Territory Reps National Company needs professional & dynamic sales reps with equipment sales experience. Competitive salary, paid expenses + company vehicle provided. Fax your resume with salary requirements to: Attn: Sales Manager (803)548-2762. 8/97

GROW WITH THE BEST Are you looking for a future in your career? **Landscape Management Services Inc.**, a leading northern California commercial landscape maintenance firm, seeks a professional **Area Supervisor**. Our growing, dynamic company provides a powerful opportunity for an experienced, energetic professional to soar. Join a well managed team with career-track training, excellent compensation, and great working conditions! Fax your resume in confidence to 415-428-1802. 8/97

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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

LANDSCAPE
management

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- ▶ 98% deliverable guaranteed
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FOR DETAILS CONTACT

Mark Fleischer
216-891-2773

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Grab Bag

Trees help reduce energy costs

Few people realize that trees can reduce home cooling bills by as much as 50 percent, write our friends at Laflamme Services, Inc., Bridgeport, Ct. Planting trees to shade the roof, walls and windows of a home or office will reduce energy costs, even if only 20 percent of the roof is shaded for a day. The amount of shade provided by a tree depends largely upon the type of tree used. Deciduous trees are a good choice: they cool a home in summer and warm it in winter. In summer, deciduous trees block the sun and cool anything underneath. In winter, trees help block the wind while allowing the sun to shine through their bare branches to provide warming sunlight for home or office.

AAN now ANLA

The American Association of Nurserymen is now to be known as the American Nursery and Landscape Association. The change follows a two-year study by members and leaders, says Carl Meyer, president. "Our commitment to excellence in serving [ANLA members] has not changed," says Meyer, who adds that leadership will deliver "unique knowledge" to members.

LM editor, wife blessed in marriage

June 21 was not only the first day of summer, it was also a most special day for LANDSCAPE MANAGEMENT editor, Terence 'Terry' McIver, who married Terrie Lynn Banar of Berea, Ohio. The service was held at Grace Christian & Missionary Alliance Church in Middleburg Hts., Ohio. The weather was everything a green industry editor could pray for: sunny and warm, and not a cloud in the sky. McIver says a heartfelt 'thank you' to his green industry friends who have expressed best wishes to the happy couple!

PHOTO BY RON HALL



Compatibility counts

"We urge crew leaders to recruit their help, someone they will work well together with, and it's helped. They're on fire to find somebody good to work with. Usually it's someone they get along with already. So at supervisor meetings we don't hear a whole lot about incompatibility of work styles."

CULLEN WALKER, PRESIDENT, WORKAHOLICS LANDSCAPE MANAGEMENT, NAPLES, FLA.

Moderation in management

"The healthiest grass plant or tree or shrub is the one that has just enough water, just enough fertilizer and is sprayed with pesticide only when it is absolutely necessary. Sometimes less is better."

MKE MEINDERTSMA, DIRECTOR OF GOLF, GRAND TRAVERSE RESORT, ACME, MICH.

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...



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