

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

LANDSCAPE
management

December 1997

This card is void after February 15, 1998

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE (____) _____ FAX (____) _____
 INTERNET/E-MAIL ADDRESS _____

I would like to receive (continue receiving) LANDSCAPE MANAGEMENT free each month: Yes No

Signature: _____ Date: _____

Fill in ovals as shown: ●

1. My primary business at this location is: (fill in ONE only)

- 01 250 GOLF COURSES (Also fill in questions #3 & #4)
- 02 255 Landscape Contractors (installation and maintenance)
- 03 260 Lawn Care Service Companies
- 04 265 Custom Chemical Applicators (ground and air)

- 05 270 Tree Service Companies/Arborists
- 06 275 Landscape Architects
- 07 280 Land Reclamation and Erosion Control
- 08 285 Irrigation Contractors
- Other (please specify) _____

- 09 290 Sports Complexes
- 10 295 Parks
- 11 300 Right-of-Way Maintenance for Highways, Railroads or Utilities
- 12 305 Schools, Colleges, Universities
- 13 310 Industrial or Office Parks/Plants
- 14 315 Shopping Centers, Plazas or Malls
- 15 320 Private/Public Estates or Museums
- 16 325 Condos/Apartments/Housing Developments/Hotels/Resorts
- 17 330 Cemeteries/Memorial Gardens
- 18 335 Hospitals/Health Care Institutions
- 19 340 Military Installations or Prisons
- 20 345 Airports
- 21 350 Multiple Government Municipal Facilities
- Other (please specify) _____
- 22 355 Extension Agents/Consultants for Horticulture
- 23 360 Sod Growers/Turf Seed Growers/Nurseries
- 24 365 Dealers/Distributors/Formulators/Brokers
- 25 370 Manufacturers
- Other (please specify) _____

2. Which of the following best describes your title? (fill in ONE only)

- 26 10 Executive/Administrator- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27 20 Manager/Superintendent- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28 30 Government Official- Government Commissioner, Agent, Other Government Official
- 29 40 Specialist- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30 50 Other Titled and Non-Titled Personnel (please specify) _____

3. Is your golf course:

- 31 A Public 32 B Semi Private 33 C Private 34 D Hotel/Resort 35 E Municipal

4. If you work for a golf course, how many holes are on your grounds?

- 36 1 9 37 2 18 38 3 27 39 4 36+

5. How many acres are maintained at your facility? _____

6. SERVICES PERFORMED (fill in ALL that apply)

- 40 A Mowing 45 F Turf Fertilization 50 K Paving, Deck & Patio Installation
- 41 B Turf Insect Control 46 G Turf Disease Control 51 L Pond/Lake Care
- 42 C Tree Care 47 H Ornamental Care 52 M Landscape Installation
- 43 D Turf Aeration 48 I Landscape/Golf Design 53 N Snow Removal
- 44 E Irrigation Services 49 J Turf Weed Control 54 O Other (please specify) _____

7a. Do you specify, purchase or influence the selection of landscape products?

- Yes No

7b. If yes, check which products you buy or specify: (fill in ALL that apply)

- 55 1 Aerators 62 8 Herbicides 69 15 Sweepers
- 56 2 Blowers 63 9 Insecticides 70 16 Tractors
- 57 3 Chain Saws 64 10 Line Trimmers 71 17 Truck Trailers/Attachments
- 58 4 Chipper-Shredders 65 11 Mowers (reel/rotary) 72 18 Trucks
- 59 5 De-icers 66 12 Snow Removal Equipment 73 19 Turfseed
- 60 6 Fertilizers 67 13 Sprayers 74 20 Utility Vehicles
- 61 7 Fungicides 68 14 Spreaders

8. Do you have a modem? Yes No

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



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL
 FIRST-CLASS MAIL PERMIT NO 950 PITTSFIELD MA

POSTAGE WILL BE PAID BY ADDRESSEE

LANDSCAPE
management

ADVANSTAR COMMUNICATIONS INC
 PO BOX 5054
 PITTSFIELD MA 01203-9697



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO 950 PITTSFIELD MA

POSTAGE WILL BE PAID BY ADDRESSEE

LANDSCAPE
management

ADVANSTAR COMMUNICATIONS INC
PO BOX 5054
PITTSFIELD MA 01203-9697



LANDSCAPE
management

December 1997

This card is void after February 15, 1998

NAME (please print) _____
 TITLE _____
 FIRM _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE (____) _____ FAX (____) _____
 INTERNET/E-MAIL ADDRESS _____

I would like to receive (continue receiving) LANDSCAPE MANAGEMENT free each month: Yes no

Signature: _____ Date: _____

Fill in ovals as shown: ●

1. My primary business at this location is: (fill in ONE only)

- 01 250 GOLF COURSES (Also fill in questions #3 & #4)
- 02 255 Landscape Contractors (installation and maintenance)
- 03 260 Lawn Care Service Companies
- 04 265 Custom Chemical Applicators (ground and air)

- 05 270 Tree Service Companies/Arborists
- 06 275 Landscape Architects
- 07 280 Land Reclamation and Erosion Control
- 08 285 Irrigation Contractors
- Other (please specify) _____

- 09 290 Sports Complexes
- 10 295 Parks
- 11 300 Right-of-Way Maintenance for Highways, Railroads or Utilities
- 12 305 Schools, Colleges, Universities
- 13 310 Industrial or Office Parks/Plants
- 14 315 Shopping Centers, Plazas or Malls
- 15 320 Private/Public Estates or Museums
- 16 325 Condos/Apartments/Housing Developments/Hotels/Resorts
- 17 330 Cemeteries/Memorial Gardens
- 18 335 Hospitals/Health Care Institutions
- 19 340 Military Installations or Prisons
- 20 345 Airports
- 21 350 Multiple Government Municipal Facilities
- Other (please specify) _____
- 22 355 Extension Agents/Consultants for Horticulture
- 23 360 Sod Growers/Turf Seed Growers/Nurseries
- 24 365 Dealers/Distributors/Formulators/Brokers
- 25 370 Manufacturers
- Other (please specify) _____

2. Which of the following best describes your title? (fill in ONE only)

- 26 10 Executive/Administrator- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27 20 Manager/Superintendent- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28 30 Government Official- Government Commissioner, Agent, Other Government Official
- 29 40 Specialist- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30 50 Other Titled and Non-Titled Personnel (please specify) _____

3. Is your golf course:

- 31 A Public 32 B Semi Private 33 C Private 34 D Hotel/Resort 35 E Municipal

4. If you work for a golf course, how many holes are on your grounds?

- 36 1 9 37 2 18 38 3 27 39 4 36+

5. How many acres are maintained at your facility? _____

6. SERVICES PERFORMED (fill in ALL that apply)

- 40 A Mowing 45 F Turf Fertilization 50 K Paving, Deck & Patio Installation
- 41 B Turf Insect Control 46 G Turf Disease Control 51 L Pond/Lake Care
- 42 C Tree Care 47 H Ornamental Care 52 M Landscape Installation
- 43 D Turf Aeration 48 I Landscape/Golf Design 53 N Snow Removal
- 44 E Irrigation Services 49 J Turf Weed Control 54 O Other (please specify) _____

7a. Do you specify, purchase or influence the selection of landscape products?

- Yes No

7b. If yes, check which products you buy or specify: (fill in ALL that apply)

- 55 1 Aerators 62 8 Herbicides 69 15 Sweepers
- 56 2 Blowers 63 9 Insecticides 70 16 Tractors
- 57 3 Chain Saws 64 10 Line Trimmers 71 17 Truck Trailers/Attachments
- 58 4 Chipper-Shredders 65 11 Mowers (reel/rotary) 72 18 Trucks
- 59 5 De-icers 66 12 Snow Removal Equipment 73 19 Turfseed
- 60 6 Fertilizers 67 13 Sprayers 74 20 Utility Vehicles
- 61 7 Fungicides 68 14 Spreaders

8. Do you have a modem? Yes No

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



"Boomer" generation arrives

New Holland's 25 and 30 Series "Boomer" compact tractors offer big-tractor features in 25-34 engine hp units. Large displacement 3-cylinder New Holland diesels provide long engine life with lower noise levels and more fuel efficiency. Hydraulic or 9X3 transmission with speed control, line hydraulics and 540 rpm PTO.

Exclusive SuperSteer FWD front-axle option reduced turn-around diameter up to 50 percent without brakes. Telescoping, tilt steering wheel standard on 30 Series.

Circle No.251

Ferris unit cuts on uneven terrain

The Ferris Pro Cut Z zero-turn riding mower features exclusive, dual-point floating front end. Two mounting joints in the front axle allow vertical travel at each wheel. The company says the mower provides an unbeatable cut on uneven terrain.

To learn more about the Pro Cut Z call Ferris at 800/933-6175, or

Circle No. 250



MACH 2 Insecticide is new chemistry

Now you can control grubs preventively or curatively with a single application with MACH 2 Turf Insecticide from ROHMID. MACH 2 is a new chemistry that accelerates the molting process of target insects. Just hours after ingesting MACH 2, the insect stops feeding. Then it dies beneath the surface in two to three weeks.

MACH 2 kills target enemy insects all season long. Cutworms, Armyworms. Sod webworms. The product is odorless and easy to apply. You don't have to water it in immediately.

For more information about MACH 2 or for the distributor nearest you, call 888/764-6432, or

Circle No.252



Grasshopper means versatility

Grasshopper mowers can be fitted with a variety of labor-saving devices. Attachments include heavy-duty 48 and 60-inch dozer blades, rotary brooms, snowthrowers, AERA-vators and Tine Rakes.

Quick-D-Thatch permits removing and adding attachments in minutes without tools. VAC grass collection available. To find out more about the entire Grasshopper line call 316/345-8621, or

Circle No. 253

INTRODUCING THE NEW

TRC Commander and Sidekick FM

Booth # 811
Ohio
Turfgrass

- Operates All 24VAC Systems
- Three Years Warranty
- 5 Miles of Range
- PDT - FM Transmission
- One 9V Battery
- Automatic Resetting Fuse
- Receiver built-In-Safety Default

Remote Control Technology

(800) 275-8558

Circle No. 125

Our business is growing yours.

If you want help growing your lawn maintenance business, you owe it to your future to look at a U.S. Lawns franchise. Our team will provide you with, step-by-step systems to grow your business, maximize efficiency, cut costs, and even satisfy the toughest customers. And as part of the U.S. Lawns family, you'll be recognized as a company with a reputation for getting the job done right the first time. Which can mean more quality time for you and your family. For more information on becoming a U.S. Lawns franchisee, call us today at 1-800-US LAWN. After all, our business is growing, yours should be too.

Circle No. 109

The Ultimate Wheelbarrow



No more wheelbarrows! Add speed, efficiency, productivity and profit to your landscaping and erosion control projects with an

Express Blower

- ▶ Blows organic mulch with a range of up to 350 ft with a flow rate of up to 55 cu. yds. per hour.
- ▶ One man operates the system by remote control for "on demand" adjustments in flow rate.
- ▶ Features automatic feed & dust suppression systems (patents pending).

Rexius 800-285-7227

Circle No. 122

Perfecting Turfgrass Performance

TMI
TURF MERCHANTS, INC.

For 14 years TMI has offered the latest in improved turfgrass seeds. These include creeping bentgrasses, turf-type tall fescues, perennial ryegrasses, and Kentucky bluegrasses. TMI also offers domestically-produced warm-season grasses such as bermudagrass and zoysiagrass. From its own conventional breeding program, to university sources, TMI is looking forward to offering the latest technologically advanced varieties available anywhere. Call for the distributor nearest you.

TURF MERCHANTS, INC.
33390 Tangent Loop / Tangent, Oregon 97389 / 800-421-1735
Phone (541) 926-8649 / Fax (541) 926-4435 / turfmerchants.com

Circle No. 140



Are Geese a Nuisance at Your Golf Course?

**ReJeX-iT®
Can Help!**

Do you have a problem with geese "dropping" in on your game? If so, tell your grounds keepers about ReJeX-iT® AG-36 Bird Aversion! The safe, harmless and humane way to rid your course of unwanted Geese and their residue.

Contact your local turf supplier,
lawn care center, or phone
1 800- HAD BIRD

Circle No. 127

**Everywhere You Look
- There We Are!**



**Ranked Among the Best
Franchise Opportunities in America!**

Success
Magazine
**GOLD
100**

Entrepreneur
Magazine
**Franchise
500**

Income
Opportunities
**Platinum
200**

Business
Start-ups
**The Top
150**

- Proven Leaders in the Lawn Care Industry
- 17 year Track Record of Successes
- In-depth Training
- Exclusive Territory
- Extensive Support



Call Roger Albrecht at: **1 800-982-5296**

PRO'-fect: having all professional qualities for performance and longevity.

**THE PROFFECT
TRIMMER**

Professionals need PROformance. That's why our new PROFORCE TBC-2510 trimmer has more quality features than others in its class. At 11.6 lbs. with 1.3 hp, it has excellent power-to-weight and outstanding acceleration. A heavy-duty



The New
**PROFORCE
2510 Brushcutter**

anti-vibration system combined with a SOLID-STEEL drive shaft and the new BRAIN® autofeed cutting head ensure smooth and reliable cutting power. The engine has been tested to last over 1500 hours and complies with new emission standards. To enjoy PROfection, see your Tanaka dealer or call **253-395-3900**.

THERE'S MORE
TO LIKE ABOUT
Tanaka



Circle No. 139

Attention Small Landscapers



**Get a real HydroSeeder®
for just \$149 a month***

Don't settle for less than the real thing for small hydroseeding applications. Only a genuine FINN T-30 HydroSeeder® gives you all this:

- Durable 300 gallon steel tank
- Hydraulic reversible agitator for thorough mixing
- Simple one-man controls
- Patented FINN centrifugal pump to handle the thickest slurries with ease

Ideal for use at:

- Residences
- Cemeteries
- Golf courses
- Sports fields
- Office complexes
- Apartment complexes
- Parks, and more



Equipment innovations enhancing the world's landscape.

1-800-543-7166

* Based on list price, 15% down, 48 month lease-purchase, 10% buyout. HydroSeeder® is a registered trademark of FINN Corporation.

9281 LeSaint Drive, Fairfield, OH 45014 • Web site: <http://www.finncorp.com>

Circle No. 115

SEED SULTAN 6
FOR SIMPLY TERRIFIC TURF!

Sultan
brand

Fairway Quality Bermudagrass

Certified **Sultan** brand, variety FMC-6 (**Sultan 6**) seeded bermudagrass is great for any situation that requires attractive, high performance turf from golf course fairway to home lawn. Its increased density, fine texture and dark green color make it ideal for spot repairs and quick fixes in some vegetative bermudagrasses. No special mower required.



Another Great Product from
SEEDS West

50505 E. County 1st St. • Roll, AZ 85347 USA
Phone: (520) 783-2050 • FAX: (520) 783-8401
<http://www.seedswest.com>

Circle No. 135

AD INDEX

ALCA(Reg)	55
101 American Cyanamid	Cv2
103 Anchor Wall Systems	85
102 Bayer Corp.	12-13
104 Bayer Corp.	82-83
105 Bayer Corp.	62-63
106 Bayer Corp.	12-13
107 Dalton Gear Co.	58
Dodge	28-29
DowElanco	4-5
DowElanco	50-51
109 Environmental Care	174
110 Excel Industries Inc.	9
116 Ferris Industries	19
112 Fine Lawn Research	11
115 Finn Corporation	175
113 Grasshopper Co.	Cv3
111 Jacklin Seed	36-37
114 Jiffy Prod. of America	8
117 John Deere	38-39
133 Kubota	7
118 McCulloch Corp.	41
121 Melroe Co.-Bobcat	15
119 New Holland	17
Nitro-Green Corp.	175
Novartis	46-47
120 Nutramax	31
134 Plant Health Care	176
137 Plant Health Care	33
138 Plant Health Care	34
125 Remote Control Technology	174
122 Rexius	174
127 RJ Advantage	175
124 Rohmid Ltd./Reg.	54-55
132 Scotts Co.	20-21
135 Seeds West	176
136 Sweepster	8
139 Tanaka	175
126 Tee-2-Green	Cv4
130 Terra/South	5
131 Terra/North	5
140 Turf Merchants Inc.	174
128 Turfco Mfg Co.	57
Turfgrass Trends	77
129 Walker Mfg. Co.	23
Winner's Circle, The43	13L
141 Woods	27

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.

IT'S NOT
EASY BEING
Green

BUT IT JUST GOT EASIER.



Faster Results. Fewer Hassles.

Flexx™ is a potent, dry water soluble biostimulant with fully-chelated micronutrients, nitrogen fixing and phosphorus solubilizing bacteria and Yucca extract wetting agent. The fast-acting Flexx™ formula stimulates root growth, improves resistance to stress and disease, and promotes greener, denser turf that plays more consistently.

Damaged Green not treated with Flexx™

Packaged in pre-measured 7 lb. bags that treat 1 acre, dry Flexx™ Turf Premix costs less per

application, ships more economically, stores more efficiently and won't freeze, separate, degrade or ferment on the shelf like most liquid biostimulant products.

GOLF SPORTS **Flexx**™ TURF PREMIX

Damaged Green treated 3 times with Flexx™ after 2 months



Plant Health Care, Inc.
440 William Pitt Way, Pittsburgh, PA 15238

1(800)421-9051

www.planthealthcare.com

Flexx™ is a trademark of Plant Health Care, Inc. ©1997 Plant Health Care, Inc.

Circle No. 134

EDUCATIONAL OPPORTUNITIES

Train at Home In
PRINCIPLES OF TURFGRASS MANAGEMENT

400+ page manual covers 14 topics, all regions, and all seasons in U.S. Certification by The University of Georgia and the PLCAA. Used internationally. Call 1-800-325-2090.

<http://www.gactr.uga.edu/IS/Turf/>

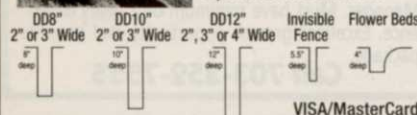
Circle No. 150 on Reader Inquiry Card

EQUIPMENT FOR SALE

Elite Trenchers
Heavy Duty, "Built Tough to Last"



20' to 30' Per Minute Cuts Roots 7" Diameter Low Voltage Wire Flower Bed Edging Sprinkler Installation



1114 SE 12th Court • Cape Coral, FL 33990
1-800-223-5468 • Fax (941) 458-4530
<http://www.elitetrenchers.com>

FOR SALE

FOR SALE

NEARY Model #300 lapping machine w/materials. Used twice. Asking 200.00.

Contact:
Tom Sprague, 7500 Old Oak Blvd., Middleburg Hts., Ohio 44130
440-891-2774



Know your soil pH in seconds!

Kelway HB-2
Professional soil acidity & moisture tester

- Big, easy-to-read dial.
- Low cost.
- Portable
- Built for long-lasting use!

Tells you when to lime.
Now, read your soil pH in seconds with KELWAY HB-2 acidity tester. Learn on-the-job whether to add lime and how much. No batteries. No reagents. No chemicals. Just insert KELWAY soil tester in moist soil. Professionally designed for growers. KELWAY tester gives direct acidity and moisture readings. Contact your local distributor or write for FREE informative literature today.

Kel Instruments Co., Inc., Dept. N
P.O. Box 54, Wyckoff, NJ 07481

MISCELLANEOUS

40 x 60 x 12 \$7,523
Build It Yourself And Save 10,000 Sizes, All Bolt-Together All Steel Buildings. Call Today For A Price Quote And A Brochure.
HERITAGE BUILDING SYSTEMS
800-643-5555
www.metalbldg.com

NEW PRODUCTS

Turf Shield®



The Newest Weapon in Goose Control!!

CALL 1-907-277-7378 for info and pricing

Move your Geese

Move the Poop!!!

Order NOW for Spring

American Pest Management
403 East Fireweed
Anchorage, AK 99503
fax 907-344-3978

SERVICES

Sun Art Decals Inc., since 1975
Manufacturers & Designers of
Self-Adhesive DECALS



Ideal for Vehicles and Equipment

Call or Write:
SUN ART DECALS INC.
885 W. BAGLEY RD.
BEREA, OH 44017
216-816-0290
800-835-5551
FAX: 216-816-0294
Member of the OHIO LANDSCAPERS ASSOCIATION

For Classified Advertising Information:
Denise Zappola
Phone: 440-891-3162
Fax: 440-826-2865
Email: dzappola@advanstar.com

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, 440-891-3162, 1-800-225-4569, (ext. 162), Fax 440-826-2865, Email dzappola@advanstar.com

SHREDDERS

Topsoil Shredders
THE SCREEN MACHINE®
800-837-3344

7001 Americana Parkway
Reynoldsburg, OH 43068

SOFTWARE

Introducing...
TRIMMER
Software for the Landscape Contractor

TRIMMER Cuts Time Spent On:
Billing
Routing
Site Scheduling
Customer Tracking
Estimating
To Make Your Life Easier!

For a FREE Demo Disk contact us at TRIMS Software International, Inc.
3110 North 19th Avenue, Suite 190
Phoenix, Arizona 85015
(800) 608-7467 • Fax: (602) 277-8029
Or visit us at www.trims.com

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, 440-891-3162, 1-800-225-4569, (ext. 162), Fax 440-826-2865, Email dzappola@advanstar.com

HELP WANTED

Managers, Supervisors

The RBI Companies, leaders in the green industries, are looking for managers and supervisors to join their teams. This customer service oriented team of companies in the Western U.S., provide services in landscape and sports field construction and maintenance. Candidates need strong grasp of the agronomy and plant material fields and also possess people and project management skills. Compensation includes 401K, profit sharing, Employee Stock Ownership, health care, and continuing education. EOE/Drug Free Workplace. Send resumes (which will remain confidential) to: **RBI, Attn: Lisa, 4901 S. Windermere St., Littleton CO., 80120.**



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 or Agronomy, training and experience in turfgrass management, and effective communication and managerial skills are required. Submit by January 15, 1998, a letter describing qualifications and career goals; resume; transcripts; selected reprints; and request three letters of reference to be sent to: 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> 11/97

HELP WANTED

PROFESSIONAL SALESPERSON NEEDED

Looking for a very aggressive person with a minimum of 3 years experience in professional sales to develop commercial and residential design/build landscape clientele. This position would consist of client prospecting, professional presentations, and client follow-up. Experience and education in the landscape industry required. Excellent earning potential with a salary compensation package tied to performance. *Please send resume to:*

TERRAFIRMA, INC.
3780 E. Morgan Road, Ypsilanti, MI 48197

Join America's leading irrigation and landscape lighting distributor, Century Rain Aid, as we continue to grow. Century is now accepting applications for branch management positions in the Northeast and Mid-Atlantic markets. Irrigation experience and a college education are preferred. Century offers industry competitive wage and benefit programs. Please send your resume and salary requirements to:

Century Rain Aid, 31691 Dequindre Rd., Madison Heights, MI 48071, Attn: Wayne Miller.
Pre-employment drug screening required.
Century is an Equal Opportunity Employer.

Western States Reclamation, Inc. is one of Denver's leading environmental contractors involved in commercial landscaping, irrigation, revegetation and erosion control projects. We are known for quality employees, top notch equipment, and quality workmanship. We seek resumes immediately to fill several positions between 1/1 and 3/15/98. Interviews for qualified applicants will occur between 12/15/97 and 3/1/98. All positions are full time.

***Reclamation Project Manager:** Requires individual with 5+ years experience in construction management and erosion control/revegetation/restoration projects up to \$2M throughout Colorado and the western U.S. Requires hands-on construction experience including scheduling crews, intervals, machinery, and contract negotiations. Must be an effective manager, good communicator, have a high degree of common sense. Degree in Botany, Plant Ecology, Range Management, Civil Engineering or Construction Management. Estimating experience a plus.

***Reclamation Superintendent:** Requires individual with experience in revegetation and erosion control projects. Must have 5 years experience with farm and heavy equipment, proven experience in managing crews of 15 employees (for highways, mine sites and pipelines). Preference given to individuals with Class A CDL license.

***Estimators:** Senior Level: looking for an individual with 5 years experience with large commercial landscaping projects up to \$3 mil/contract. Must have management experience, good skills in math, Lotus 1-2-3 and able to do take-offs, digitizing, data entry. Position requires degree in landscape architecture, engineering construction or related field. Entry level: Motivated individual with good math skills and degree in related field.

***Landscape Superintendent:** Must have up to 5 years of management experience on large commercial projects.

***Irrigation Superintendent:** Requires up to 5 years of management experience with large mainline systems involving wiring, valves, clocks, layout, etc. We offer excellent incentives, benefits and profit sharing. Please send your resume with salary history to: WSRI, 11730 Wadsworth Blvd., Broomfield, CO 80020 or fax to: (303)465-2478. 12/97

LANDSCAPE CONSTRUCTION PRODUCTION MANAGER

A qualified individual is invited to join the staff of one of Chicagoland's premier landscape design, build and maintain firms. Qualifications required: Horticulture degree, minimum of 4 years field experience, strong leadership skills, working knowledge of zone 4 and 5 plant materials, operation of related equipment, ability to organize and train construction personnel, and to schedule and supervise daily operations of the residential and commercial construction division. Top wages and benefits. This opportunity offers the last level of advancement for a successful career in the landscape industry. Send detailed resume to:

don fiore company, inc.
28846 Nagel Court
Lake Bluff, Illinois 60044
(847) 234-0020
(847) 234-0922 (Fax)
Attn: Don

HELP WANTED

One of No. VA's Most Successful Landscape firms has opening for Designer/Estimator & Production Manager. Must have minimum of 2 years experience. Excellent growth opportunity and benefits package.
Call 703-352-7555

BRANCH MANAGER Industry leader, award winning, full service firm in Chicago western suburbs seeks aggressive sale and client-oriented individual to be accountable for a multi-million dollar growing branch operation and be a part of the senior management team. Responsibilities include sales growth, budgets, estimating, bidding contracts, quality control, training and staff development, motivating sales staff, client interaction, operations management and branch profitability. Horticultural/business degree or similar a must, along with working knowledge of all grounds maintenance operations and proven leadership and sales record. This is an excellent career opportunity for an energetic, goals oriented, proven leader with 3-5 years experience as a branch manager and excellent interpersonal and communication skills. Send resumes with salary requirements and references to: **Tandem Landscape Company, 33w480 Fabyan Parkway, Suite 101, West Chicago, IL 60185 or fax to (630)232-6370, Attn: Mark Sorrentino.** 12/97

COLORADO EMPLOYMENT LANDSCAPE OPPORTUNITIES Pratt Companies are facilities providers for business, industry and residential clients in design, construction, landscape, nursery, property management, and hospitality services.

Landscape Crew Foreman Immediate opening for two landscape installation foremen. Three years experience in design build for residential and commercial. Bi-lingual a plus. Must be production oriented. People skills a must.

Sprinkler Installation Foreman Immediate position for experienced individual in all phases of sprinkler installation. Pratt also has several other opportunities available in the landscape division. Our company offers a competitive wage plus a comprehensive benefit package including medical, 401k, profit share, vacation, holidays and sick days. Forward resume to: R. Carlson, 1820 Delaware Place, Longmont, CO, 80501 or fax 303-682-9475. **PRATT MANAGEMENT CO.** An equal opportunity employer by choice. 12/97

HELP WANTED

Greentree, Inc. one of the Southeast's leading commercial Landscape Management Companies is currently seeking a highly qualified, self motivated professional to manage divisions in the South East region. Candidates must be resourceful, exhibit strong leadership skills, and have a solid knowledge of Southeastern Horticulture. Our expansion offers unlimited career growth. To apply contact: Human Resources Dept., 1640 Roadhaven Drive, Stone Mountain, GA 30083. Tel: (800)667-4196 Fax: (770)934-0919. 12/97

Sales Turf & Tree Professionals: Growth Products, a manufacturer of Liquid Fertilizers, and Natural Organics seeks experienced professionals in the golf and tree markets. Openings for Texas, Northcentral and Southeast territories. Salary + commissions, and company vehicle. AS or BS in turf management or related field, willing to travel, sales skills. Send/fax resume to Growth Products, PO Box 1259, White Plains, NY 10602 914-428-2780. 12/97

SALES Hermes Landscaping, recently selected as one of the Top 100 landscape management companies in the nation has an immediate opening for a sales manager. Responsibilities include all aspects of sales and account management. Seeking candidates with bachelor's degree and 2-3 years sales experience. If interested send resume to Tracy Strohm, Hermes Landscaping, 12421 Santa Fe Trail Drive, Lenexa, KS 66215. 913-888-2400. EOE. 12/97

Landscape Architect/Designer Opportunity for a talented professional who possesses exceptional communication skills and a love of the landscape industry. Requires residential and commercial design/build experience, plant knowledge and the ability to work in a fast paced environment. Wheeler Landscaping, Inc, has provided quality design/build/management services to the north-eastern Ohio area since 1976. We offer excellent benefits and an enjoyable work atmosphere where employees and clients are valued and treated as friends. Please mail resume detailing salary history and requirements with handwritten cover letter: **John D. Wheeler, President, WHEELER LANDSCAPING, INC., P.O. Box 23068, Chagrin Falls, OH 44023.** 12/97

Landscape Maintenance Operations Manager Expanding company, full service firm, headquarters 30 miles north of Boston in Georgetown, MA. Preferred candidates would have a minimum of 5 years management experience in the maintenance of commercial and single family developments. Responsibilities include: Client relations, managing, motivating, scheduling, training & staff development, supervise daily operations and quality control. This is an excellent career and earnings opportunity. Send confidential resume with salary requirements and references to: Attention: Manuel DeSouza, N.D. Landscaping, Inc., P.O. Box 114, Topsfield, MA 01983 12/97

Excellent opportunity to join a growing Chicagoland industry leader as **Sales Manager, Commercial Salesperson or Design/Salesperson.** We seek accomplished, highly motivated individuals w/on-target estimating capability & proven sales techniques. Expected commercial volume 1 million+ & residential \$600,000+. Manager to coordinate and enhance sales efforts for Maintenance, Construction and Nursery operations. We offer an excellent salary w/commissions & great benefits (co. vehicle, insurance, 401(k), etc.) all in a friendly environment w/advancement potential. Work out of either our Naperville or Wauconda office. For immediate confidential consideration, please call Maureen (847)526-4554 or fax/send resume & salary history to: 610 W. Liberty St., P.O. Box 448, Wauconda, IL 60084 (847)526-4580. EOE. 12/97

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.** 12/97

EXCITING CAREER OPPORTUNITIES FOR VEGETATION MANAGERS Rapidly growing Vegetation Management Company is looking for experienced Division Managers to work out of our regional and branch locations throughout the U.S. Must have a minimum of two (2) years experience in Vegetation Management and/or a degree in horticulture/arbiculture/urban forestry or related field. Must be self-motivated, decisive, creative and have strong organizational skills. **WE OFFER:** —Excellent starting salary, —Company paid health insurance, —Excellent working environment, —Bonuses, —Vacations, —401 K Program. For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: **DeANGELO BROTHERS, INC., Attention: Paul D. DeAngelo, 100 North Conahan Drive, Hazleton, PA 18201, Phone: (800)360-9333, Fax: (717)459-5500. EOE/AAP M-F** 2/98

LANDSCAPE ARCHITECT - PHOENIX, ARIZONA Premier Landscape Contractor requires in house Registered Architect to take charge of busy Custom Residential design office. Work directly with clients and general contractors. Assist in field as needed. Currently drawing w/CAD and manual techniques. Must possess knowledge of Xeriscape principals and current desert plant pallet. Assisted by CAD draftsman. Huge opportunity. Start immed. Salary negotiable. **602-585-7830 Fax 602-585-4765** 12/97

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

TRAINER With 68 years of experience, over 950 employees and 36 offices in the Mid-Atlantic states, it's no wonder why privately owned Ehrlich is profitable and still growing. Due to our continued success and expansion, we are seeking an ambitious, career-minded Trainer for our Lawn and Tree Care Division. You will provide customer service and technical training, assist with sales and service issues, serve as an internal consultant to Operations and District Managers, and advise the Division Manager. Daily travel to district offices is required. The successful candidate will have a BS in Plant Science, Horticulture, or Agronomy, or possess equivalent industry experience. Effective communication skills are required and ISA Certified Arborist status is preferred. We offer salary and bonus based upon years of experience, a comprehensive benefits package, vehicle, and 401k retirement plan including profit sharing. This position is intended to provide a career track to line management or major account sales opportunities. If you are seeking a career in the green industry and are interested in advancement, please send or fax your resume, cover letter, and earnings history to: **J. C. Ehrlich Co., Inc., Attn: John Carson, PO Box 13848, Reading, PA 19612, Fax: 610/378-9525** 12/97

Sales/Account Manager Challenging opportunity with a full-service firm for an aggressive person. Must have extensive background in sales and account management for commercial grounds maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, annual budgeting for clients, excellent job management skills, and a general working knowledge of all aspects of the grounds management industry. Positions available at our Mundelein and West Chicago offices. Send resume with salary history to: Tandem Landscape Company, 33w480 Fabyan Parkway, West Chicago, IL 60185 or fax to: Mark Sorrentino (630)232-6370. 12/97

MAINTENANCE DIVISION MANAGER Leading Dallas-based landscape company is currently seeking aggressive, goal-oriented manager for its residential landscape maintenance division. Position requires comprehensive knowledge of all phases of residential maintenance as well as customer relations. Must be able to effectively manage a division with an annual income of 750,000 +, Horticultural degree, appropriate licensing and bilingual are preferred. Excellent salary and benefits package. Send resume for confidential consideration to **General Manager, P.O. Box 35448, Dallas, TX 75235** 12/97

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 JRG, HR Dept., 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 6/98

GreenSearch—Attention Employers... can't find good managers and supervisors? Or maybe you're a job seeker looking for a new opportunity? We can help you! Serving Green Industry company categories throughout the Southeast U.S. Call GreenSearch toll-free at 1-888-375-7787, Fax (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161. 12/97

Send Blind Box Replies to:
Landscape Management,
Classified Ad Dept.,
LM Box XXX,
131 W. First St.,
Duluth, MN 55802-2065
(Please include box number
in address)

CLASSIFIEDS

BUSINESS FOR SALE

LANDSCAPE CONSTRUCTION & MAINTENANCE CO. Well estab. co. in the Boston, MA area. 1996 yearend \$2.5M volume, net \$335K, 1997 profits in six digit figures as well. Well run, great money maker. Owner is willing to stay on board but has other ventures. Selling at \$1.5M. Mail responses of interest with name and financial background to: (Great Opportunities) 271 Canton St., Stoughton MA 02072. 2/98

BUSINESS WANTED

Successful California contractor desires to purchase Denver metropolitan area or Northern California landscape management firm in the \$500K to 2 million+ dollar volume range. Will relocate for hands-on management. Reply in confidence to LM Box 525. Finders fee paid for referral which results in purchase. 1/98

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: LF01X9, 101 Harrison Street, Archbald, PA 18403. 12/97

Two year AAS degree program in Golf Course Maintenance Operations, Landscape Contracting, and one year Golf and Grounds Certificate. Fully accredited, VA approved, expanded learning facilities, new equipment. Graduate placement assistance available. Contact Golf Course Operations/Landscape Technology Dept., Western Texas College, Synder, TX 79549. 915-573-8511 ext. 305 12/98

EQUIPMENT FOR SALE

NO ONE BEATS OUR PRICES Parts-Engines-Equipment **LANDSCAPERS SUPPLY** Free 200+ Page Catalog 1-800-222-4303 Lowest Prices Guaranteed. Free Gift w/First Order. TF

FOR SALE

Two 1994 Nissan Diesel 14,500 G.V.W. Cabover—Low Mileage. Each truck equipped with: Two Tufflex fiberglass tanks (one 600 gallon/one 100 gallon), Two complete electronic Hannah hose reels, Pumps are PTO driven, One large aluminum fertilizer box directly behind cabs (44" tall x 31" wide x 91" long). Beautifully set-up on complete 10 foot aluminum bed. Selling at a steal for \$27,500. **Green Thumb Lawn Care, Inc., Dallas, TX (972)727-9595 - Office, (972)727 - 1806-Fax** 2/98

LAWN TRUCK: GMC Cabover 14,000 GVW Auto Trans Turbo Charged Diesel, 1989 Built by Warner Engineering. Total Stainless Steel Body Twin Hose Reels, 25 G.P.M. Warner Hydrocell pump, compartment for DRY Storage, Split tank 650 Gal, 150 Gal. Chemlawn gun. Truck has low mileage, well maintained. Ready for production. New \$42,000 Asking \$25,000. Call: 561-776-6216 FAX: 561-776-6218 1/98

FOR SALE

MKI THE LANDSCAPERS SUPERSTORE™ WHOLESALE PRICES PARTS & SUPPLIES CALL FOR A FREE CATALOG 1-800-724-2229 BUY DIRECT & SAVE!!! 3/98

BUY ICE MELTER WHOLESALE!! A natural alternative to rock salt, our unique ice melting formula sustains melting down to -12 F, and does not destroy the vegetation. Call today for truckload pricing 800-989-5444 12/97

After 30 years in business Serving greater SE Minnesota **SCHULTZ LANDSCAPING, MINERAL SOD FARMS, CHOOSE AND CUT CHRISTMAS TREE FARMS** and **ORGANIC LAWN CARE** businesses are for sale/lease in part or parcel. For a complete inventory and equipment listing, please call 507-288-3999 or toll free at 1-800-934-7696. 5/98

FRANCHISE OPPORTUNITIES

FRANCHISE OPPORTUNITY Tired of running your business without any support? With a **NaturalLawn of America** franchise, you not only get comprehensive agronomy support through the use of our proprietary natural, organic-based fertilizers and biological controls, but you get to use our proven marketing strategies to easily grow your lawn care customer base to virtually the size you want. For info call us at 800-989-5444; e-mail us at natlawn@erols.com; or contact us on the internet at www.nl-amer.com. 4/98

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

SERVICES

SPANISH TRANSLATION Business, technical and legal documents. Training manuals, notices, safety guidelines, benefits, company rules. 10 yrs' experience as Spanish translator for major California landscape management company. **LANGUAGE EXPRESS.** TEL: (408)395-5917 FAX: (408)395-3457 evialo@compuserve.com 1/98

THE VOICE OF THE GREEN INDUSTRY
LANDSCAPE
management

DIRECT MAIL

List

targeted, influential audience:

- ▶ 50,000 decision makers
- ▶ Highly responsive
- ▶ 98% deliverable guaranteed
- ▶ Selects available

FOR DETAILS CONTACT

Michael Balzano
440-891-2697

LANDSCAPE
management

1998 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
February 1998	1-8-98
March 1998	2-10-98
April 1998	3-10-98
May 1998	4-9-98
June 1998	5-8-98
July 1998	6-10-98
August 1998	7-9-98
September 1998	8-10-98
October 1998	9-10-98
November 1998	10-8-98
December 1998	To Be Announced

(Please call Sales Rep to confirm dates.)

For Classified Advertising Call:

Denise Zappola, 440-891-3162, 1-800-225-4569 (ext. 162),
Fax 440-826-2865, email dzappola@advanstar.com