

HELP WANTED

Landscape 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.,
P.O. Box 64995, Fayetteville, NC 28306,
or fax to (910)433-9052.

MANAGERS SUPERVISORS CREW FOREMEN

Scian's Landscaping, Inc., one of Southern New Jersey's largest and fastest growing landscape contractors, is currently seeking take charge, self motivated landscape professionals to join our management team. These positions require a minimum of 1-3 years supervisory experience in either grounds maintenance, landscape construction, tree removal or irrigation systems. Horticultural degree is a plus. We offer an excellent compensation program and employee benefits package commensurate with experience.

For immediate, confidential consideration, please send or fax resume to Scian's Landscaping, Inc., 444 Commerce Lane, West Berlin, NJ 08091, Attention: Jo Anne Crouch. FAX (609) 768-5236. PHONE (609) 768-5915. EOE/MF

MANAGERS - GREEN INDUSTRY

Senior Managers, Small Business Owners - Please apply. ENVIRONMENTAL CARE, INC., one of the largest, fastest growing national Green Industry companies is expanding in No. Calif. Bay Area market. Positions require 3-5 years proven track record in managing a business in the Green Industry. Experience in financial mgmt, people mgmt, customer service, sales needed. Person must be self motivated, energetic, creative with entrepreneurial qualities. Excellent benefits & compensation package. EOE. Send confidential resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95132.

Landscape Designer/Estimator Needed

Well established landscape/build company seeks highly motivated, well organized, self starter to join our team effort. Must have a minimum of 3 years experience in landscape field and a knowledge of ornamental horticulture. Must have ability to communicate well, design, estimate and sell projects. Competitive salary and benefits package. Send resume to Gradco, Inc., 7341 Cahaba Valley Road, Birmingham, Alabama 35242. Attention Mike Summers.

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

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

MANAGEMENT

OPPORTUNITIES AVAILABLE!

An established Southeast-based leader in professional landscaping, maintenance and irrigation services has immediate openings for several experienced and well-qualified individuals for the following positions:

- VP/General Manager
- Sales Director
- Irrigation Manager
- Field Superintendent

Our client is looking for people who are truly committed to this business and who desire a unique opportunity to work for a company that is experiencing the kind of rapid growth that will lead to future advancement.

Interested and qualified candidates should either telephone, fax or mail their resume to: FSJ Services, Inc., GreenSearch® Division, 550 Spalding Drive NE, Atlanta, Georgia 30328. Tele. (770) 392-1771 Fax (770) 392-1772

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 Landscaping Company, 15127 Marlboro Pike, Upper Marlboro, MD 20774, Fax No.: 301-627-7011.

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 for the Philadelphia and New Jersey 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.

AGRONOMIST

Large private lawn care co. in Buffalo N.Y. needs motivated turf expert. A 4 yr. degree and 5 years exper. is required. Training and safety background helpful. Benefit package includes mid 30's to start.

Send resume to: Funk Lawn Care,
330 Fillmore Ave., Tonawanda, N.Y. 14150
or contact Bill or Bob at 1-800-FUNK-LAWN

LAWN CARE SALES

Would you like to "work in the sunshine"?
Nationally known company is looking for aggressive Sales Reps. to work in the Tampa Bay area. Great benefit pkg. Paid vacation and year round work. Base pay of 17-22K plus commission. Send resume to P.O. Box 12510, Oldsmar, FL 34667.

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: DESNISE ZAPPOLA, 216-891-3162, 1-800-225-4569, (ext. 162), Fax 216-826-2865

HELP WANTED

Heyser Landscaping, Inc., continuing to build on a 68 year reputation, is now hiring supervisors, forepersons, assistant forepersons, for specialty display, planting and maintenance crews in the southeastern PA, northern NJ and DE areas. Excellent wages and benefits including:

Paid holidays, vacation and sick time; health, dental, life, ST/LT disability insurance; vision and prescription drug plans; 401(k) pension plan; uniforms

Send resume and salary requirements to: Heyser Landscaping, 400 North Park Avenue, Norristown, PA 19403, or fax to (610) 630-1288

The City of San Antonio

is seeking an individual for the position of **City Arborist**. Responsibilities include enforcing the Tree Preservation Ordinance and supervision of professional and technical staff. Applicants must have a Bachelor's degree from an accredited university in Forestry, Arboriculture, Landscape Architecture or related field and two years experience in arboriculture, forestry, or a related field. Salary range is \$35,220 to \$52,836 annually. Interested individuals send resumes to the Human Resources Department, PO Box 839966, San Antonio, Texas 78283-3966, or fax resumes to (210) 207-4026, attention: Homer Smith. Closing Date: Open. EOE.

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

HELP WANTED

Environmental Care, Inc. the largest landscape maintenance company in the United States has positions available in Phoenix, Arizona. We are seeking career minded, experienced individuals to be Account Managers. Qualified individuals will be team oriented with excellent customer service skills. Benefits include medical, dental, life insurance, and 401K.

Send resume to 2902 E. Illini, Phoenix, Arizona 85040 or FAX (602) 276-8191, Attn: Bill Rademacher. EOE. Pre-employment drug/alcohol screen required.

LANDSCAPE/IRRIGATION SUPERVISOR

Excellent opportunity to join a growing industry leader. We seek an energetic, team-oriented, and self-motivated individual with good communication and organizational skills. Ability to coordinate materials and equipment and capacity to run crews efficiently a must. Good compensation and advancement for right candidate.

Send resume or call:

Terraforma Inc., 3780 E. Morgan Rd., Ypsilanti, Michigan 48197 (313)434-3811

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.** 2/97

LANDSCAPE Chapel Valley Landscape Company, Award-winning, quality-oriented landscape firm is looking ahead to spring and expansion! In anticipation of a busy "growing" season, we are seeking reliable, motivated team players to fill the following vacancies in the MD/VA/DC areas: **Foremen, Assistant Foremen, Crew Workers.** We offer excellent compensation, employee development, and benefits in a drug-free environment. EOE. Send resume or call: **HR Dept., Chapel Valley Landscape Company, PO Box 159, Woodbine, MD 21797, 301-924-5400.** 3/97

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

SERVICE MANAGER Join a fast growing company in Southwestern Connecticut. Ambitious, highly motivated individual with good communications skills, management capabilities and mechanical/equipment talent to take charge of lawn care and mowing operations. Send your resume and salary requirements to: President, P.O. Box 214, Greens Farms, CT 06436. 2/97

Landscape Chief Estimator Aggressive, established commercial landscape contractor searching for experienced leader knowledgeable in site development, grading operations, landscape & irrigation installation, and landscape maintenance. Computer experience mandatory; Lotus 123 release 5 or Excel preferred. Successful candidate 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 @ (702)252-7031 and mail to: **Gothic Landscaping, Inc., c/o Chief Estimating Position, 4565 West Nevso Drive, Las Vegas, Nevada 89103.** 2/97

Landscape Installation Foremen - North Carolina commercial landscape firm is seeking qualified personnel for Charlotte operations. 2 years experience and/or Horticulture degree. We offer competitive salary plus incentive plan, excellent benefits, and unlimited opportunities. Respond to: **HR Manager, Southern Tree & Landscape Companies, PO Box 7067, Charlotte, NC 28217. Fax (704)375-7555.** 2/97

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

Great Opportunity - Operations Manager. **Showcase Landscape**, a leader in Minneapolis, St. Paul has a great opportunity for the position of Operations Manager. The qualified applicant should have good organization skills, and a solid background in Grounds Management. Responsibilities include; Grounds Maintenance, Landscape, Irrigation, and Snowplowing. Solid support staff and sales staff already in place. We need a leader who is committed to customer satisfaction and is able to actively find ways to lower costs. Please send resume and salary requirements to **Showcase Landscape 7086 Quantico Lane, Maple Grove, MN 55311, or call Steve st (612)425-5296.** 2/97

FRANCHISE SUPPORT Join Illinois based leader in lawn and tree care franchising since 1977. Spring-Green seeks individual with green industry background to train and support franchise owners in the use of our marketing and operating systems. Qualified candidate must have college degree, be self-motivated and people-oriented. Excellent compensation package includes company car, medical, life, 401K and bonus opportunities. Fax resume to: **Franchise Support 815-436-9056.** 2/97

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

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
April 1997	3/6
May 1997	4/8
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.

CLASSIFIEDS

EQUIPMENT FOR SALE

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. 12/97

FOR SALE

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. 12/97

Protect yourself and your applicators from granular fertilizer and pesticide dust when operating Lesco and Scott's commercial spreaders with the Applicator's Friend shield. Now only \$35.95! Riverside Gardens, Inc. 1-800-595-2774. 3/97

Send Blind Box Replies to:

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

(Please include box number in address)

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 Internet Directory Services today! (800)966-1033 <http://www.landscapeusa.com> 2/97

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

AD INDEX

101	Agrevo	3
160	American Cyanamid	45
102	American Cyanamid/Lawn ..	Cv2
103	American Cyanamid/Golf ..	Cv2
104	Bayer Corp	14-15G
105	Bayer Corp	18G
106	Bayer Corp	2-3G
107	Bayer Corp	2-3L
108	Bush Hog	Cv3
109	CNA Insurance	21L
110	Dingo Diggers	17L
111	Dixie Chopper	18-19L
	Dodge Chrystler	12-13
113	Grasshopper	37
114	Gravelly	39
115	Great Salt Lake Minerals	4
116	Howard Price	32
117	Husqvarna	5
	ISK Biosciences/Golf	40A-D
170	Int'l Lawn Garden Expo	24L
118	Jacklin Seed	14-15
119	John Deere	6-7L
120	Kubota	17
121	Millcreek	20L
122	Milliken	5G
171	Milliken	7G
123	Nitro Green	48
124	Nutramax	17G
	Nutramax/Bellyband Golf ..	Cv1
125	Oregon Tall	19
126	PBI /Gordon	24-25
127	Plant Healthcare	48
128	Rexius	48
130	RJ Advantage	49
132	Rhone Poulenc	30-31
133	Sandoz Barricade	10-11L
134	Sandoz Sentinel	10-11G
135	Scag	13L
136	Schipper	48
137	Stihl	7
138	Tanaka	49
139	Tee 2 Green	Cv4
141	Terra/North	9
142	Terra/South	9
143	Textron/Jacobsen	13G
144	Walker	15L
140	Wells	9L

INFORM ♦ INTRODUCE ♦ INFLUENCE ♦ INSTRUCT

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Grab Bag

Back to grass: more reasons why

Dr. Richard Cayton of the New Jersey Turfgrass Association agrees that the support for artificial turf just isn't there as it once may have been.

"Grass is much more forgiving, and the economics of synthetics are frightening," says Cayton. Nor is synthetic turf "maintenance free," as many have been led to believe.

"Maintenance [of artificial turf] is just as high," Cayton says, "and it has to be replaced every six to 10 years. And there are non-hit related injuries such as cleats grabbing in the surface."

Pesticides in perspective

A part per million is equal to: one ounce of salt in 62,500 pounds of sugar; or, one inch in 16 miles; one second in 16 days.

1 part per trillion amounts to a pinch of salt in 10,000 tons of potato chips or one inch in 16,000,000 miles.

How wet is it?

A contest by the *Oregon Statesman Journal* asked readers to answer that very question, during a period of heavy rain. Here are three of the best one-liners:

It's so wet that...
"...our alphabet runs from H₂O."
"...my sponge cake is leaking."
"...I saw a catfish using a litter box."

COURTESY LARRY KASSELL

Trooper uses entomology on the job

Name: Jack Webb.

Occupation: Delaware state trooper.

Specialty: Forensic entomology.

Those are the facts, ma'am. And Webb, an entomologist from the University of Delaware, has made forensic entomology—a little known branch of criminology—his crime fighting niche. Webb has catalogued the types and progression of insects that mark corpse decomposition in the mid-Atlantic area of the U.S.

Pig carcasses were left to decompose on the university research farm, and Webb returned to the scene every so often to capture nesting insects and catalog them as to species, cycle of life and time of collection since the pig's death. Webb has five boxes of insects, from flies the size of pinpoints to large beetles. The catalog of insects has helped solve homicides in Delaware and surrounding states.

"I knew I always wanted to do something positive with my life," says Webb.

"Troopers are here to help and to protect."

PHOTO BY CHRISTINA MUZZI



Charlie's description of a customer

Charlie Racusin, top man at Environmental Landscape Services, Inc., Houston, donned a chef's outfit at the 1996 ALCA Conference to describe the "recipe" for success. The main ingredients? Quality of service and high-touch service, said Charlie. He added the following description of today's customer:

"I am much more demanding than I was years ago. I've grown accustomed to better things. My needs are more complex. I'm perfectly willing to spend more money with you; I have more money to spend, but I insist on good service. I am above all, a human being and I'm sensitive, especially when I'm spending my money. . . . My ego needs some nourishment, including a friendly, personal greeting from you. It's important that you recognize my importance, that you appreciate my business."

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...

New Turf Champ Zero Turns Deliver One-Two Punch To Your Competitors.



Mr. Contractor, we know that top appearance and competitive pricing are the one-two punch you want to deliver to your competitors. Because top appearance and competitive pricing are what your customers want. You get both with Bush Hog's new Turf Champ Zero Turn Mowers.

One - The best appearance delivered by any Zero Turns.

Two - Unmatched efficiency because Bush Hog's Turf Champ Zero Turn mower line offers a choice of rugged mowers that let you match your equipment to your applications.

Check out these features:

- Air-cooled 18 HP Briggs & Stratton and 22 HP Kohler Command engines
- Water-cooled 20 HP Kawasaki engines
- 48-, 52- and 61-inch wide decks
- 10-gauge steel decks with 7-gauge stiffeners
- Standard anti-scalp rollers
- 90-degree deck tilt for easy maintenance
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- Adjustable seat
- Large footrests

Give your competitors the one-two punch. Call or write for free literature today.



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