

HELP WANTED

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.** 1/97

LANDSCAPE MAINTENANCE MANAGER \$63,096-\$76,716/Year The City of San Jose is accepting applications for the position that manages the Neighborhood Parks Maintenance Division. This division maintains 170 park sites, totaling 1,022 acres. The division also provides turf and irrigation management to an additional 26 regional parks, totaling 880 acres. The position supervises an operation of 129 positions through 8 first line supervisors. The division is currently involved in Total Quality Management and this position would be expected to provide leadership in this process. Requires: Bachelor's degree in parks management, landscape architecture, or related field and four (4) years in park management or professional public administration in planning and organizing of landscape parks maintenance programs. OR eight (8) years of responsible experience in the maintenance of parks infrastructure, including four (4) years of supervisory and management experience. A valid driver's license. **APPLY BY: FRIDAY, 1/31/97.** Call the City of San Jose Human Resources Department for application packet at (408) 277-4205. EOE. 1/97

JOIN A WINNING TEAM...CLEAN CUT, INC. is an extremely successful, award-winning, full-service landscape management company. We offer exceptional opportunities for growth, good salaries, benefits and a challenging work environment. We are looking for individuals with experience in the landscape industry (maintenance, construction, irrigation or tree care), who are hard workers with a strong desire to succeed. Must possess excellent management skills (able to manage people, resources and time); ability to negotiate with vendors and sub-contractors; and have an outstanding customer service attitude. Must have a clean driving record with valid D.L., and verifiable references. Bilingual a plus but not necessary. We demand long hours, hard work, and quality results, but we reward those who play a positive role in our growth. We have over 300 employees, are headquartered in Austin with offices in Houston, Dallas and San Antonio. We have openings in various departments and in various offices. Please **FAX** resume to 512-452-2378; or **MAIL** to P.O. Box 15391, Austin, TX 78761. Send atten: Human Resources. 1/97

MANAGEMENT TRAINEES WANTED- Kapp's Green Lawn, an established, fast growing company, is seeking management & sales trainees for our Midwest locations (Indiana, Missouri, Ohio & Pennsylvania). Lawn care experience or college credits helpful. Must be able to relocate. Excellent benefits. Starting salary upper \$20's. Come work for a company that cares about it's employees! Send resume to **Michael Markovich, Kapp's Green Lawn, Inc., PO Box 9038, Ft. Wayne, IN 46899** or fax resume to 219/432-7892. 1/97

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

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 Maintenance and Landscape 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

EQUIPMENT FINANCING

FINANCE your new or used **EQUIPMENT** through **LEASING**. Advantages include: no down payment, \$1,000 and up, tax deductible, flexible terms, start-up financing available, sales/lease back possible. Call **TRIDENT Leasing 1-800-305-3464** or **FAX 412-325-3466.** 1/97

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

FOR SALE

1996 Ford F350-5 speed- 6,000 miles steel bed w/fert box, 600 gal FMC tank, 10/10 Bean pump, 5.5 Honda elec start, Hanney hose reel \$25,900.00. 1995 Chev 1 ton-5 speed- 10,500 miles, alum. bed w/fert box, 600 gal FMC tank, Hanney hose reel, 8 HP Honda eng, 10 gal/min hydro cell pump \$26,900.00. 1990 Chev 15 Series- 5 speed 200 gal FMC spray unit w/elec start and Hanney hose reel \$8,995.00. 1989 GMC 1 ton- 600 gal tank w/mech adj, Hanney hose reel, 10/10 Bean pump \$11,900.00. 1986 Chev 1 ton 6.2 diesel- new 6.2 eng from Good Wrench, 700 gal split FMC tank w/mech adj. 10/10 Bean pump, Hanney hose reel \$9,450.00. **CALL 502 684-4331** 1/97

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

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, e-mail us at natural@nl-amer.com or call Randy Loeb, Franchise Development Manager at 800-989-5444 8/97

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

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 |
|------------|---------------|
| March 1997 | 2/6 |
| April 1997 | 3/6 |
| May 1997 | 4/8 |
| June 1997 | 5/8 |
| July 1997 | 6/6 |

(Please call Sales Rep to confirm dates.)

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

Grab Bag

Fill 'er up with fescue!

David Ramey of Columbus, Ohio, says grass clippings and other sources of organic matter can be used to produce butanol, an industrial solvent used in perfume, rubber, pharmaceuticals and many other products. Butanol is a clean-burning alcohol and it can be used as a substitute for gasoline. His name for the resulting product is Butyl-Fuel™.

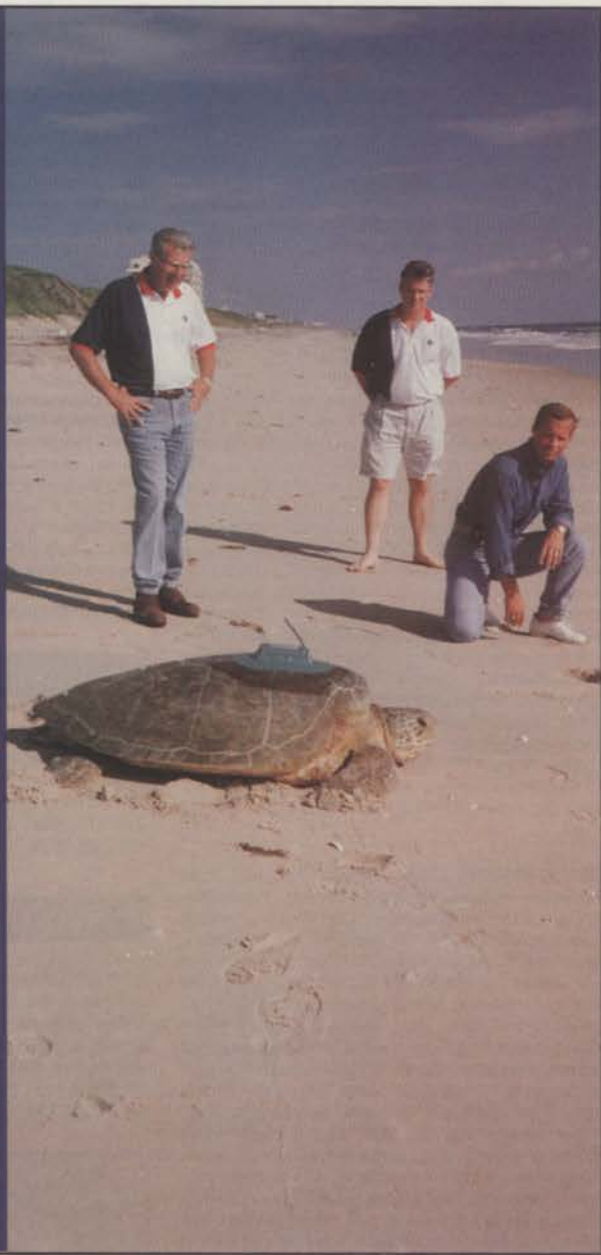
Armed with patent-pending and trade secrets, Ramey claims the product can double the yield of butanol from organic matter such as corn. Ramey is proceeding with plans to build a production facility in northwest Ohio. Depending on the level of investor interest, he believes the plant can become operational and producing 5 million gallons of butanol a year by 2000.

"We're not trying to reinvent anything," he tells LANDSCAPE MANAGEMENT. "The fermentation of organic matter into butanol and acetone, which are industrial solvents, started in 1912 and flourished up until the 1950s. But they used mostly corn and sugar cane syrup from Cuba. So when Cuba became nationalized they stopped that. Also, the petrochemical companies could make it (butanol) cheaper because oil was \$1.23 a barrel in those days."

Ramey is at Environmental Energy, Inc., Columbus, Ohio, at (614) 487-3629.

SLOW AND STEADY

Snapper Mower has helped launch a research project that uses state-of-the-art technology to rescue endangered marine turtles. The program is called the Sea Turtle Migration-Tracking Education Program. The Sea Turtle Survival League is Snapper's not-for-profit partner in the project. Four turtles have been put to sea wearing satellite transmitters, which will help scientists track the green turtles migration patterns. Researchers say it's still a mystery where these turtles spend 90 percent of their lives. Shown in the photo at Florida's Melbourne Beach are (behind turtle, from center to right) Snapper President and CEO Jerry Schweiner; Snapper area sales manager, Todd McMahon; and Florida Commissioner of Education, Frank Brogan. The four turtles are named Sam, Snapper, Amelia and Carmen. You can track the turtle trace yourself if you visit the Sea Turtle Survival Web Page, at www.ccturtle.org.



Words of wisdom, with green industry relevance

"Turfgrass is the Rodney Dangerfield of the plant world."

—TERRY KURTH, BAREFOOT GRASS, MADISON, WISC.

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...

LANDSCAPE
management

January 1997

This card is void after March 15, 1997

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: _____

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

01 250 GOLF COURSES

CONTRACTORS/SERVICE COMPANIES

- 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) _____

INSTITUTIONAL FACILITIES

- 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) _____

SUPPLIERS & CONSULTANTS

- 22 355 Extension Agents/Consultants for Horticulture
 23 360 Sod Growers/Turf Seed Growers/Nurseries
 24 365 Dealers/Distributors/Formulators/Brokers
- 25 370 Manufacturers
 26 Other (please specify) _____

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

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

3. SERVICES PERFORMED (Check ALL that apply)

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

4a. Do you specify, purchase or influence the selection of landscape products? Yes No

4b. If yes, check which products you buy or specify: (check ALL that apply)

- 46 1 Aerators
 47 2 Blowers
 48 3 Chain Saws
 49 4 Chipper-Shredders
 50 5 De-icers
 51 6 Fertilizers
 52 7 Fungicides
 53 8 Herbicides
 54 9 Insecticides
 55 10 Line Trimmers
- 56 11 Mowers (reel/rotary)
 57 12 Snow Removal Equipment
 58 13 Sprayers
 59 14 Spreaders
 60 15 Sweepers
 61 16 Tractors
 62 17 Truck Trailers/Attachments
 63 18 Trucks
 64 19 Turfseed
 65 20 Utility Vehicles

5. Do you have a modem? Yes No

6. Do you subscribe to an on-line service? Yes No

7. Is CD-ROM available in your workplace? Yes No

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



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Choose the 52 or 61 horsepower Yanmar diesel and tackle the toughest jobs. The deck system has a 62" full floating front deck that raises vertically for ease of service, and two 41" side decks supported by four caster wheels for full floatation. The side decks are swept forward for maximum trimability.

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