

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: BILL SMITH, 440-891-2670, 1-800-225-4569, (ext. 670), Fax 440-826-2865, Email bsmith@advanstar.com

BUSINESSES OPPORTUNITIES

The Premier Add-On Business



Holiday and Event Decorating

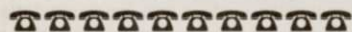
- Keep More Good People Year 'Round •
- Utilize Trucks and Trailers •
- Offset Fixed Costs •
- Sell To Existing Customers •
- Excellent Margins •
- 125 Locations in 40 States •



Purchasing Power • Name Recognition
Shorter Learning Curve

1-800-687-9551
www.christmas-decor.com

Something to Sell?
We Can Help!



Call Bill Smith at
800-225-4569 ext. 670

BUSINESSES OPPORTUNITIES

Professional Synthetic Golf Greens



- Keep your crews busy all year.
- Buy manufacturer direct.
- 300 sq. mile protected territory.
- Carry no inventory.
- Excellent add on service.
- Many extras.

FREE VIDEO



1-800-334-9005

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/>

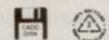
Circle No. 150 on Reader Inquiry Card

FOR SALE

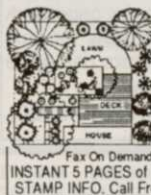
Grasspave²

Introducing Grasspave² now in rolls for quick and easy installation for grass parking and driveways; nine sizes 10 m² to 125 m² (108 sf to 1346 sf). Clients range from private residential to the Orange Bowl in Miami. Details, drawings, and specs on CADD disks — no charge. Landscape Architecture support services.

20100 E. 35th Dr. Aurora, Colorado
80011-8160 • Call 1-800-233-1510
FAX: 800-233-1522 • Overseas: Country Code
+ 303-373-1234 FAX: 303-373-1223



Invisible Features, Inc.



LANDSCAPE DESIGN KIT 3

48 rubber stamp symbols of trees, shrubs, plants & more, 1/8" scale. Stamp sizes from 1/4" to 1 3/4". \$78.50 + \$6 s/h VISA, MasterCard, or MO's shipped next day. Checks delay shipment 3 weeks. CA add 7.75% Tax. AMERICAN STAMP CO. 12290 Rising Rd. LM98, Wilton, CA 95693 Phone or FAX orders to: 916-687-7102

Fax On Demand INSTANT 5 PAGES of STAMP INFO. Call From YOUR FAX 707-429-0999 Doc #319

Equipment Accessories Engines



Lowest Prices Guaranteed

FREE 200 + PAGE CATALOG
Call: 1-800-222-4303
www.landscapersupply.com

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.metalbidg.com

Advanstar's LANDSCAPE GROUP is on the web.

Visit your favorite titles today!

TURFGRASS TRENDS
LANDSCAPE MANAGEMENT
ATHLETIC TURF MAINTENANCE

news • features • calendar
• on line subscription

www.landscapegroup.com

To Place a Classified Ad Call: Bill Smith, Phone: 800-225-4569 ext 670, Fax: 440-826-2865, Email: bsmith@advanstar.com

HELP WANTED

Join Century Rain Aid, America's leading irrigation and landscape lighting distributor, as we continue to grow. Century is now accepting applications for branch management and sales positions. Irrigation experience and a college education are preferred. Century offers industry competitive wages and a complete benefits program, including medical, dental, vision and 401K matching. 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.

Northwestern Landscape Co.

The Northwest's fastest growing commercial landscape and maintenance organization. 15+ years of continuous growth. We are currently looking to fill key management and supervisory positions. Must be committed to integrity, professionalism, the pursuit of industry excellence and have a desire to make a difference in a growing company. Company vision and mission statement will be provided upon request. Excellent pay and benefits, 401K.

Send or fax resume (Attn: President)
to: (253)848-8187, P.O. Box 1118,
Puyallup, WA 98371.

LANDSCAPE FOREMEN

Delhi Flower and Garden Center- a major retail, wholesale, and landscape company in the greater Cincinnati area has an opening for landscape foremen. Must have a good driving record. Quality benefits include: profit sharing, 401K, health & life insurance. Come join a great award winning team.

Reply/Apply: Delhi Flower and Garden Center Landscape Services, 135 Northland Boulevard, Cincinnati, Ohio 45246.

Phone: (513)771-3737
Fax: (513)771-6051

**SILVER CREEK VALLEY COUNTRY CLUB
SAN JOSE, CALIFORNIA
JOB OPENING**

Silver Creek Valley Country Club is looking for self-motivated employee to manage the Clubhouse grounds, Swim and Tennis Facility and the golf course landscaped areas. This person will be responsible for 3 landscape personnel. We are looking for an employee who is imaginative and will assist the superintendent in re-designing and maintaining landscaped areas. This person will be friendly, presentable, with a great attitude and the creativity to help bring the Club's landscape to a different level. Hourly wage is based upon experience and attitude. Full medical, 401K and vacation included.

Send resume to: 5460 Country Club Parkway,
San Jose, CA 95138.



START YOUR CAREER, NOT A JOB

Ruppert Landscape Company, is a full-service commercial landscape contractor located throughout the East Coast. Ruppert is seeking strong management and sales candidates for installation, maintenance, and irrigation to join our employee focused, entrepreneurial spirited organization that is dedicated in providing top quality service for our customers. At Ruppert, you will be recognized for your constant efforts and provided with endless opportunities. To be considered call 888-698-0200 or apply directly at www.ruppertlandscape.com

EOE

Need Workers Next Year?

Seasonal H2-B workers from Mexico.

If you have a seasonal need (up to 9 months) for workers for landscape maintenance, installation or general labor, we can help you get "H2-B" workers from Mexico who can only work for you. This process takes a minimum of 120 days, plus 30 days to complete your paperwork for filing, so you must start **now** for next season. These reliable workers can solve your labor problems from now on.

Call Bob Wingfield, (214)634-0500.

The following positions are available: MAINTENANCE/ CONSTRUCTION FOREMAN & LEAD-MEN, IRRIGATION TECHNICIANS & SPRAY TECHNICIANS, MAINTENANCE FIELD OPERATIONS MANAGER Are you aggressive with strong organizational and communication skills and like challenges? Do you have 5 years experience running day-to-day field operations comprised of 75 employees or more? We are a well-established full service landscape company looking for a field manager to oversee several area supervisors and day-to-day field operations. Located in Arizona's Greater Phoenix area, we have been in business for over 23 years. If you are the right person for the job, we are offering a generous salary, company vehicle, health and dental insurance, 401K with generous company match, and profit-sharing. Our starting package is \$30,000 to \$45,000 depending on past success and experience. 5 years minimum experience in the landscape industry. Please send your resume to 3747 E. Southern, Phoenix, AZ 85040. 12/98

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>. 12/98

MAINTENANCE MANAGERS & SUPERVISORS

The Brickman Group, Ltd., one of the nation's largest and fastest growing full service landscape companies, has an immediate need nationally for maintenance managers and supervisors. 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 59-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.** 12/98

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/aboriculture/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 9/98

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. Candidates pay no fee. Call GreenSearch toll-free at 1-888-375-7787, Fax (770)392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161, www.greensearch.com. 12/98

HELP WANTED

LANDSCAPE MAINTENANCE—CENTRAL VIRGINIA AND TIDEWATER AREA The largest landscape maintenance contractor in 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: Project Manager, Spray Technician, Foreman, Crew Members, etc. Excellent benefits including 401-K, bonuses/incentives. Massive growth potential. Send resumes with salary requirements to: JRGM, HR Dept., 11008 Washington Highway, Glen Allen, VA 23059 Fax 804-550-1869. 11/98

Fast paced Design-Build Firm needs Landscape/Irrigation Foreman to install high end residential projects. Year round employment, salary plus bonus & benefits. Minimum 3 years infield experience. Must have references, be self-motivated & well organized. Charlotte, N.C. (704)509-6456. 10/98

DIVISION MANAGER Award winning full service landscape management firm is seeking motivated individuals to build its senior management team. Located in the fast paced San Francisco Bay Area, our growth has created the need for division manager in Maintenance Department. Top candidates will be good communicators, organized, customer-focused, and understand a financial statement. An Associate or Bachelor degree is preferred with five years experience in the commercial field. We offer generous salaries and profit distribution, company vehicle, health/dental/life insurance, and 401k with company match. For immediate confidential consideration, mail, fax or E-mail resume to **Gachina Landscape Management, Inc.**, 1130 O'Brien Dr., Menlo Park, CA 94025, Fax: 650/853-0430, E-mail: jobs@gachina.com. 5/98

LOCATE IN ONE OF FIVE GREAT CITIES! Tell us what city you prefer! We are a leading lawn care company that has been in business for 30 years with locations in **Cleveland, Fort Wayne, Indianapolis, Pittsburgh, and St. Louis.** We are accepting resumes for branch managers and branch manager trainees. Our trainee packages average \$35,000 to \$40,000 per year and our branch manager packages average \$75,000 to \$80,000 per year. Both trainee and branch manager benefits include generous salaries, health benefits, new personal vehicles and a large year end bonus. **Join a fast growing company that "really cares" about its employees!** Branch manager applicants should have managerial experience, and trainee applicants should have assistant manager experience. Send or fax resume to: Kapp's Lawn Specialists, Michael Markovich, 4124 Clubview Dr., Fort Wayne, IN 46804. Fax: 219/432-7892. 10/98

BUSINESSES FOR SALE

LANDSCAPE CONSTRUCTION & MAINTENANCE CO. Well estab. co. in the Boston, MA area. 1996 year-end \$2.5M volume, net \$335K, 1997 profits in six digit figures as well, 65% construction, 10% maintenance + 25% snow plowing operations. Well run, great money maker. Owner is willing to stay on board but has other ventures. Selling at \$1.75M. Mail responses of interest with name and financial background to: (Great Opportunities) 271 Canton St., Stoughton MA 02072. 7/98

15-year-old Retail Nursery and Landscaping business for sale in Northcentral Indiana, due to health reasons. Working part-time in 1996, brought in \$312,000 gross. Includes 6 to 30 acres (many large trees growing in field), store + two other buildings, 1997 Series 700 dump truck, two 1-ton dump trucks, two pick-ups, trailer, other equipment, large inventory, plus home with 4-5 bedrooms, 3 baths, family room with fireplace, in-ground pool. P.O. Box 2124, Warsaw, IN 46581-2124. 9/98

BUSINESSES FOR SALE

Landscape & Maintenance Co. Well established - good reputation. 1997 Gross over \$300,000.00. 1998 will surpass 1997. Equipment value over \$110,000.00. Partial owner finance. Includes all equipment, contracts, customer lists and assets. Located in Southern New Mexico -13th fastest growing city in U.S.! Must sell due to illness. Mail inquires to LM Box 528. 9/98

BUSINESS OPPORTUNITIES

WANT TO BUY OR SELL A BUSINESS?

Professional Business Consultants can obtain purchase offers from numerous qualified potential buyers without disclosing your identity. There is no cost for this as Consultant's fee is paid by the buyer. This is a **FREE APPRAISAL** of your business.

If you are looking to grow or diversify through acquisition, I have companies available in **Lawn Care, Grounds Maintenance, Pest Control, Landscape Installation and Interior Plant Care** all over the U.S. and Canada.

P.B.C. 682 Phelps Ave., Lockport, IL 60446
708-744-6715 • Fax: 630-910-8100

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: LF01Y1, 101 Harrison Street, Archbald, PA 18403. 12/98

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, Snyder, TX 79549. 915-573-8511 ext. 305 12/98

FOR SALE

MOWER REPLACEMENT PARTS. FREE 200 page catalog **SAVE \$\$\$** on mower parts, air & oil filters, trimmer line, belts, plugs, oil, tools, water garden supplies. Mow More Supplies **1-800-866-9667** Order free catalog MM98LM. 11/98

MKI THE LANDSCAPERS SUPERSTORE™ WHOLESALE PRICES PARTS & SUPPLIES CALL FOR A FREE CATALOG 1-800-724-2229 BUY DIRECT & SAVE!!! 9/98

FOR SALE (2) HOWARD PRICE MOWERS- Model 1260-10' batwing, 2nd season, approx. 1000 hrs & 700 hrs., 4-WD, spare tire/blades, diesel engine, roll over protection. Excellent Cond. Call (847)695-0080. 9/98

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. 12/98

Looking for Someone Special?
Call Bill Smith:
Phone: 800-225-4569 ext.670,

HELP WANTED

DIVISION MANAGERS- Well established Central Indiana full service Co. specializing in commercial accounts in need of professional managers for the following divisions: **MAINTENANCE DIV. MANAGER-** This division encompasses T&O treatments, Annual Flowers, Pruning & Bed care. Position entails customer service, plant diagnosis estimating, employee management & sales. Candidate should possess related degree. 5 yr. exp. in all facets of landscape maintenance. **CUTTING DIV. MANAGER-** This division encompasses grass cutting for commercial properties of up to 20 acres, bushog & fall leaf removal. Position entails customer service estimating, employee management & sales. Candidate should possess a college degree, strong communication and organizational skills, 5 yr.'s experience in commercial cutting. All positions offer competitive salary, insurance, company truck & profit sharing. We are an Equal Opportunity Employer. Send resume to: P.O. Box 34231, Indianapolis, IN 46234. 8/98

AD INDEX

101	American Cyanamid	CV2
106	American Cyanamid	.57reg
134	American Honda Power Equip	.11L
137	ATI	.80
104	Corona Clippers	.3
	Dodge	SR2-SR3
105	Echo	.4-5
102	Fine Lawn Research	CV3
122	Grasshopper	SR8-SR9
121	Green Industry Expo	.54
142	Husqvarna	.49
	Intl Irrigation Expo	.60
109	JJ Mauget	.11
126	John Deere	10G-11G
129	John Deere	.5L
141	Kubota Tractor Corp	.19
113	Lofts	.7
127	Monsanto	.17G
133	Monsanto	.9L
139	Nitro-Green Corp	.80
	Novartis	2G-3G
131	Nu-Gro Technologies Inc	.7G
130	Nutramax Laboratories	.19G
117	Otterbine Barebo Inc	.37
116	PBI Gordon	.21
119	Plant Health Care	.41
120	Plant Health Care	.43
128	Rain Bird	.7L
112	Rexius	13-14
108	Riverdale Chemical	.9
128	RJ Advantage	.6G
114	Rohmid LLC	.47reg
103	Tee-2-Green	CV4
125	Terra Prof Prod	.39
140	Terra Prof Prod	.15L
107	Toro Irrigation Div	.13G
118	Turf Merchants Inc	.23
111	Turf Merchants Inc	.24
115	Tyvar	.27
110	United Horticultural Supply	.33-34
138	Versa Lok	.80
135	Walker Mfg Co	.13L
136	Western Products	.SR16

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

Grab Bag

NGF to study the 'state of the game'

The National Golf Foundation reported in August that it would begin a comprehensive study on the future of golf. The study will analyze the current golf growth environment, examine changes made over the past 10 years and make some predictions about what lies ahead in the next decade. Golf demand in specific demographic segments of the population—including "baby boomers" and their children—will be studied.

Big harvest for '98

Pennington Seed, Inc. has announced that it will harvest more than 100 million pounds of turfgrass seed this year. As dramatic as that number sounds it accounts for only 10 percent of the one billion pounds of turf and forage seed produced industry-wide.

The unusually rainy conditions during the winter and spring benefited the Oregon crops, which annually produce half the seed worldwide, increasing turf seed supply. Increased acreage and strong yields mean good news for retailers and consumers. Turf-type tall fescue pricing could drop 10 to 15 percent and Kentucky bluegrass and perennial rye varieties could be 5 percent lower.

Supplies for varieties produced outside of Oregon are also plentiful.



Last look at one of 100

The Mohonk Mountain Resort, New Paltz, NY, is truly deserving of *LM 100* membership. John van Etten is the grounds manager at the 500-acre, 110-year-old resort. This organic show garden is one of the many highlights.

21,000 attend Expo in Louisville

The International Lawn, Garden and Power Equipment Expo was successful once again in attracting both exhibitors and visitors in its 15th year.

Of the 613 exhibitors, 218 were either returnees to the Expo after a break or new, while 68 were recognized as having exhibited every year of the Expo, and 174 companies exhibited in the demo area. In attendance were international exhibitors from Australia, Canada, Finland, France, Germany, Ireland, Italy, Sweden and Switzerland.

Of the 21,135 visitors, 35 percent were dealers; 34 percent were lawn and landscape professionals; 12 percent were distributors; 10 percent merchandisers/buyers, retailers, lawn and garden centers; and 9 percent were manufacturers representatives.

Arizona companies form compost alliance

The Groundskeeper, parent company of Desert Compost, and Western Organics, Inc. have joined forces at Desert Compost's Tempe, AZ facility. Western Organics will manage the site, receiving, mulching and composting yard waste, grass clippings, sawdust and wood waste products. This will allow The Groundskeeper to focus on its core business and maintain its commitment to environmental sensitivity.

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...

SUPRANOVA SUPINA BLUEGRASS

**The Dunthorpe Garden Tour.
Five exquisite estate gardens.
Rows of award-winning roses.
Rainbows of peonies and azaleas.
Elegant fountains and waterfalls.
But what really stole the show,
was the grass.**

It's not everyday a lawn gets more attention than endless acres of magnificent flowers. Unless, of course, it was seeded with Supranova Supina Bluegrass from Fine Lawn Research. Or one of 14 other Fine Lawn varieties, each specifically developed to thrive in a particular environment. Whether your lawn basks in the humid heat of the Southeast, or drowns in the moisture-rich Northwest, the experienced



agronomists at Fine Lawn can help you select a seed mixture that will exceed your expectations. We can even blend different varieties to solve specific needs.

The benefits of using Fine Lawn seed are easy to see in residential lawns, athletic fields, parks, golf courses and commercial properties. For more information, or to find the location of the dealer nearest you, please give us a call.

P.O. Box 1051, Lake Oswego, OR 97034

Fine Lawn Research, Inc.

(503) 636-2600 FAX (503) 636-7020

www.finelawn.com