

Circle No. 122

MART

CLASSIFIED SHOWCASE

Landscape

Every month the Landscape Management Classified Showcase offers an up-to-date section of products, services, job opportunities and more! Check it out every month.

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:

LESLIE ZOLA, 440-891-2670, 1-800-225-4569, (ext. 2670), Fax: 440-826-2865 Email: Izola@advanstar.com

Business For Sale

LANDSCAPE MATERIAL AND EQUIPMENT SUPPLY COMPANY. Well established nine -year company in the Brunswick Ohio area. \$700 -\$850,000 volume annually. Profits have been in the six digit figures. Break down: 40% contractors, 60% residential. Well run organization, well -maintained fleet. Turnkey operation. Mail responses to: Earth Plus Inc., 2105 Pearl Road, Brunswick, Ohio 44212. 11/99

LANDSCAPE CONSTRUCTION & MAINTE-NANCE COMPANY - Well -established 15 -year company in the Boston, MA Area. \$2.5M to 2.9M volume annually, past 3 years profits have been in the six digit figures. Company breakdown: 70% construction, 20% maintenance & 10% snow operations. Well run organization and well -maintained fleet. The 1999 backlog exceeds \$2M to date. Mail responses of interest with name and financial background to: Corporate Ventures, 271 Canton St., Stoughton, MA 02072. 11/99

Unique lucrative, long established service business with nursery, acreage and facilities in affluent resort community. Approximately six acres, plus buildings, vehicles and equipment. Excellent contracts. Please reply to Email: janeschwiering@ norris-realestate.com 01/00

TREMENDOUS GROWTH POTENTIAL due to rapidly expanding population and a pristine quality of life is available with this lawn and landscape company in the Vail Valley of Colorado. A great opportunity for a local company to expand with well-maintained equipment, established accounts, optional employee housing unit, office/warehouse lease. TRACY BOSSOW, BROKERS 888-966-6400 2/00

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Call Leslie Zola: 1-800-225-4569 ext. 2670 Fax: 440-826-2865 E-mail: Izola@advanstar.com

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P.B.C. 19 W. 555 Central Ave, Downers Grove, IL 60516

708-744-6715 • Fax 630-910-8100

BIO-GREEN INJECTOR SYSTEMS AND FERTIL-IZERS is looking for motivated distributors in your area. Economical, environmentally friendly way to feed trees, shrubs and turf. GREAT INCOME POTENTIAL! Call toll free, 877-557-8866 or visit our web site: www.Bio-Green.com 1/00

MARKETING OPPORTUNITY Energetic persons needed to network market Conklin products nationwide. A very lucrative part-time, home based business. \$799 investment for the product and training. Call 1-800-832-9635 for free catalog. 2/00

FRANCHISE OPPORTUNITY- NaturaLawn of America continues to grow at record levels. We can provide you with our proven marketing and advertising strategies, proprietary state of the art natural, organic-based fertilizers, and ongoing support to grow your business. Isn't it time for you to join a company on the cutting edge where you become a leader- not a follower? Call us today at 800-989-5444 to learn how you can become a NaturaLawn of America franchise owner too. 11/99

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: LF01Y2, 101 Harrison Street, Archbald, PA 18403. 12/99

Become a landscape designer. Approved home study. Create plans for lawns, estates, courtyards, walkways, gardens, shrubbery. P.C.D.I., Atlanta, Georgia. Free career literature. **800-362-7070** Dept. GTM694. 11/99

SWISS PRECISION ENTERPRISES, dedicated to help you succeed! Training and Motivational seminars tailored to the need of your Company or Organization. Seminars given by Kurt Eidam who has 22 years experience in the Green Industry. See us at: www.ida.net/biz/sda/ch OR contact us via e-mail: swiss@ida.net Phone: 208-652-7831. 11/99

CUSTOMER SERVICE: 1-888-527-7008

Educational Opp's (Cont'd)

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. 12/99



1-800-662-1453 SNO-WAY International, Inc.



Help Wanted (Cont'd)

JOIN OUR AWARD WINNING TEAM!!

Nationally recognized, ranked 17th, full service Landscape, Irrigation & Maintenance Contractor in rapidly growing South/Central New Jersey is searching for career minded, skilled and highly motivated professionals for key positions to fit into our expansion plans in the following areas: Excellent salary and benefit package with advancement opportunities.

- Landscape Construction Supervisors & Foreman
- Landscape Designers/Architects/Salesman
- Irrigation Foreman/Service Technicians
- Irrigation Service Dispatcher
- Lawn & Pesticide Applicators

• Landscape Maintenance Supervisors & Foreman

Tree Division Manager/Salesman

Fax or email resume with salary history to: Robert A. Lipinski, President, Lipinski Landscape & Irrigation Contractors PO Box 605, Mt. Laurel, NJ 08054 Fax: 856-234-9348 • Email: pharan@lipinskiland.com

Career Opportunities

Come join our team in the beautiful S.W. We're searching for qualified candidates in project management, crew leadership, landscape design and sales management. Outstanding benefits, profit sharing, relocation allowance.

Heads Up Landscape Contractors, Inc.

7525 Second St., Albuquerque, NM 87107 Fax 505-898-2105 • www.headsuplandscape.com • EEO/Drug Free

EMPLOYMENT OPPORTUNITIES AVAILABLE

The Green Plan, Inc., a fifteen year old full service landscape, tree care and irrigation company located at the base of the Colorado Rocky Mountains is continuing to grow and expand operations.

Current Positions Available:

- Chemical Division Manager
- · Licensed Tree and Lawn Spray
- Technicians
- Irrigation Service Technicians
- · Landscape Maintenance Foreman
- · Landscape Installation Foreman
- · Tree Climbers and Bucket Operators Positions include excellent compensation, year around employment, 401(k) and full benefits.

Immediate openings available with a quality ALCA Member firm. Please forward resume to the fax number or address below

The Green Plan, Inc. PO Box 17338, Boulder, Colorado 80308 303-938-8230 Phone • 303-938-8137 Fax tgp@eazy.net



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HORTICULTURIST/FIELD SUPERVISOR- Needed for landscaping company. Will advise clients on appropriate plant choices and care; supervise plantings; determine appropriate care of plants regarding fertilization; pruning; disease and insect identification, treatment and control; incorporate integrated pest management; develop and maintain plant care schedules; maintain pesticide application records; set up and maintain daily work schedules and duties; keep horticulture maintenance records on accounts; assist with future planning and scheduling. Will oversee, supervise and work along with crew of 3-5 employees. M.S. Horticulture, including at least one course each in general subject areas of pest control, plant pathology and soil management. Five years experience in field of horticulture maintenance operations. \$12.84 - \$13.00 per hour depending on qualifications and experience. 8:30 AM to 4:30 PM, 40 hrs/wk. Contact: LA Office of Employment Security, Job Order 109758, 1991 Wooddale Blvd., Baton Rouge, LA 70806. 11/99

EXCITING CAREER OPPORTUNITIES FOR SERVICE INDUSTRY MANAGERS Come join one of the largest vegetation management companies in the United States. DeAngelo Brothers, Inc. is experiencing tremendous growth throughout the country creating the following openings: Branch Managers (Various locations throughout the USA, immediate openings in Virginia and New England). Responsible for managing day to day operations, including the supervision of field personnel. Business/Horticultural degree desired with a minimum of 2 years experience working in the greens industry. Qualified applicants must have proven leadership abilities, strong customer relations and interpersonal skills. We offer excellent salary, bonus, and benefits packages, including 401k and company paid medical coverage. 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: 570-459-5500. EOE/AAP M-F. 1/00

TAKE ADVANTAGE OF **CLASSIFIED ADVERTISING** **CHEMICAL SALES REPRESENTATIVE- Come** join one of the largest Vegetation Management Companies in the United States. DeAngelo Brothers, Inc. has immediate openings for Chemical Sales Representatives throughout the U.S. Responsibilities include direct marketing of DBI's full product line of chemicals and related equipment throughout a regional territory. Horticulture or related degree desired, with a working knowledge of Vegetation Management Chemicals (minimum two years experience). Qualified applicants must have strong interpersonal communications skills. The candidate chosen will work out of a DBI Regional Office and must enjoy travel. We offer an excellent salary and benefits package, including 401(k) and company paid medical coverage. For confidential consideration, please forward resume, including salary history and geographic preference in cover letter. Send or fax resume to: DeAngelo Bros., Inc. Attn: Charlie Sizer, 100 N. Conahan Drive, Hazelton, PA 18201. Fax: 570-459-5500. EOE/AAP/M-F 11/99

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. 12/99

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 United States. Candidates pay no fee. Complete an on-line application @ www.greensearch.com or call toll-free at 1-888-375-7787, Fax: 770-392-1772. GreenSearch, 6690 Roswell Road, #310-157, Atlanta, Georgia 30328-3161. 11/99

Premier, full-service residential landscape firm in Atlanta, Georgia seeks an OPERATIONS MAN-AGER for our rapidly growing Maintenance Department. We're looking for an energetic, highly motivated individual whose focus is on quality and excellence. Qualified candidate will have extensive experience with high-end residential customer service. Responsibilities include field operations management, personnel management and development and financial accountability. Strong technical and horticulture knowledge also required. Excellent compensation and benefits package. If you are interested in working for a distinctive company with an excellent reputation, please mail or fax resume to: HABERSHAM GARDENS, 1134 Dalon Road, Atlanta, Georgia 30306. Fax: 404-873-6581. 11/99

SEARCH JOBS • POST JOBS • www.nurseryjobs.com • www.irrigationjobs.com • www.treecarejobs.com www.landscaping careers.com 11/99



Help Wanted (Cont'd)

CAREER OPPORTUNITIES: Well -established, fullservice design /build firm in Northeast New Jersey seeks energetic, highly motivated and wellorganized people to join our company. Candidates should have minimum 3-5 years experience in landscape industry with strong emphasis on sales and customer service for both residential and commercial accounts. Dept. Mgr. -Irrigation should have superior technical knowledge to coordinate underground sprinkler installations and service, systems operations and analysis of system deficiencies. Dept. Mgr. -Maintenance & Lawn/Tree Care needs thorough knowledge of insect /disease identification and control. State Certification 3A/3B desirable. Strong Commercial and Residential Maintenance experience. Dept. Mgr. -Design /Construction should have extensive landscape sales /management /production experience. A degree in Horticulture or Landscape Design desired. All candidates should have excellent communication skills plus strong supervisory and organizational ability. Responsibilities include estimating; sales; scheduling and supervising crews; purchasing and inventory; and budget and profit control. Competitive salary and benefits. Growth potential. Mail or fax resume to: Personnel Dept., Jacobsen Landscape Design and Construction, 413 Godwin Avenue, Midland Park, NJ 07432. Fax: 201-444-4334 11/99

LANDSCAPE MANAGEMENT INCORPORATED-

LMI is one of the nations premier independent landscape and irrigation service organizations. Based in Dallas, Texas with a satellite office in Jacksonville, Florida, we are currently seeking to fill key management and supervisory positions. Candidates must be committed to excellence in upholding organizational values and embrace the desire to make a difference. Corporate mission statement and values will be provided upon request. We provide competitive pay and benefits, including insurance, 401k and bonus. Fax resume, 11/90 ATTN: HR Dept. 972-446-0028.

LANDSCAPEJOBS.COM- National Search for Landscape Professionals. See what we can do for you, check out our website: www.landscapejobs.com This month's hot job: FIELD OPERATIONS MAINTE-NANCE MANAGER. CALL: 1-888-729-LAND. 4/00



EXCITING CAREER OPPORTUNITY - Munie Outdoor Services, Inc., a well-established (20 - years) full service commercial landscape maintenance and construction company located in St. Louis area is searching for a skilled, highly motivated individual to fill the key position of VP OF **OPERATIONS.** This position is a direct report of the President and oversees all operations and is responsible for the profitability of three business units in landscape maintenance and construction (\$100 million in total revenue). The ideal candidate will have a minimum of 10 years in the industry with at least 5 years in a management role. Requirements include a demonstrated ability in organization management, a minimum of 5 years accountability to profit / loss results and excellent communication and people skills. A Bachelor's degree is preferred, as well as previous commercial landscape maintenance and construction experience. We offer a competitive salary with bonus plan and full benefits. Please forward resume with salary history to: Munie Outdoor Services, Inc., Attn: HR Manager. 1000 Milburn School Road, Caseyville, IL 62232 or Fax to: 618-632-5475. EOE/AA 11/99

OPERATIONS MANAGER for up scale design/build/maintain firm located in Naples Florida. Duties to include supervision of 6 maintenance crews and 1 pesticide/fertilizer crew. Working knowledge of irrigation, South Florida Turf Grass and plant material, English/Spanish required. Please fax or mail resume to: Attention Ray: Ray's Lawn and Garden Inc., 465 Nursery Lane, Naples, FL 34119. Phone: 941-455-6266. Fax: 941-455-8472 1/00

OPERATIONS MANAGER- Tovar's Landscape Contractors Inc., located 25 miles west of Chicago, is seeking a self-motivated operations manager with 5 -10 years industry experience. Candidate must have strong management skills and be familiar with remote location. Responsible for complete operations including scheduling, purchasing and supervision of field personnel. Salary based on experience. Please forward resume to: TLC, 977 Elizabeth St., Elgin, IL 60120 or Fax to: 847-695-0417. 11/99

OPERATIONS/SALES REPRESENTATIVE Well established full service company in Dallas, Texas, seeks energetic, highly motivated, and well-organized person to join our company. We are seeking an individual with a horticulture degree or equivalent experience in landscape (and/or horticulture), with a strong emphasis on sales and customer service. Excellent compensation and benefits, reasonable hours, professional environment. Please mail or fax resume to Turtlecreek Landscape Services, 2607 Manor Way, Dallas, Texas 75235; fax 214-351-2530. 11/99

CLASSIFIEDS WORK FOR YOU

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cleanup crew

Plant heists: Part 2

When we reported about the Brooklyn, NY, rash of plant thefts (see Grab Bag, July 1999), we thought the thieves were just a pocket of crazed urban Tom Thumbs overdosing on all the concrete they see, but apparently some California suburbanites have the same kleptomaniac urges. The *San Jose Mercury News* reports that healthy oleanders and Japanese maples have been disappearing in Atherton and Menlo Park, nearby communities.

To make matters worse, the thieves are suspected of "blending into the army of gardeners, landscapers and construction workers" in the area, says the News. Local growers suspect the culprits have green industry knowledge because they target trees of considerable value and make a point of keeping the root balls intact when they grab them.

Plant thieves have been known to swipe fruit trees from a nursery's demonstration landscape, as well as to peel off with Los Angelesarea palm trees. One grower even reports that some southern California homeowners actually chain their palm trees to metal stakes, hoping to deter the thieves.

Although we're not betting police will stake out those neighborhoods, it should seem logical that landscape crews usually *bring* plants to the customers, rather than haul them away, leaving a gaping hole in their place!

Click for lawn care, billing

Customers of Middleton Pest Control in Orlando, FL, have a new alternative for estimates and booking their services. Middleton's Web site, <u>www.web-</u> <u>solvers.net/middleton</u>, gives users instant estimates for lawn care services, based on less than 10 questions about lawn size, condition and services requested. The site even lets customers specify preferred treatment days and time, as well as information about locked gates or outside pets.



OUTSTANDING ACHIEVEMENTS

Way to go, Dave!

The Ohio State University recently honored David R. Mellor with its Young Professional Achievement Award. The award goes to four young men and women under the age of 35 for their early accomplishments in their careers and community involvement. Mellor, an OSU graduate, is assistant director of grounds for the Milwaukee Brewers and a former *Landscape Management* advisor. He now serves as advisor for our sister publication, *Athletic Turf*.

Gardners' Guild garners award

Gardners' Guild Inc. was selected as a 1999 WRAP winner by the San Rafael, CA, Waste Board. The Waste Board's WRAP awards are designed to recognize companies that develop creative and aggressive programs to reduce the amount of waste they generate.

"This year, we are really making a push to partner with our vendors," said Linda Novy, president and CEO of Gardners' Guild. "Our staff is also encouraged to recycle everything it can. Managing waste saves money and resources, the key to sustainable business practices."





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