

Help Wanted (Cont'd)

LANDSCAPE MAINTENANCE DIVISION MANAGER position available. Candidate would possess related degree, broad experience in commercial landscape maintenance with emphasis on turf and ornamental pest. Interested candidates should submit resume and cover letter with salary expectations to: **Growing Image Inc., P.O. Box 34231, Indianapolis, IN 46264. Fax: 317-229-6946. Email: growing_image@compuserve.com. 10/99**

SALES OPPORTUNITY- Seeking a highly motivated individual to join a highly successful NJ based landscape firm. Must have extensive background in sales for commercial grounds, maintenance and landscape clientele. Experience should include client prospecting, contract negotiations, estimating, excellent job management skills and a general working knowledge of all aspects of the landscape grounds-maintenance industry. Base salary with commission, full benefits, 401(k). Please submit resume with salary history to: **ARCORP Properties, Pershing Road, Weehawken, NJ 07087. 10/99**

Career Opportunities - Lawns of Dallas, a full service landscape company, has been providing quality service to a high-end client base since 1981. Our continued growth and expansion of operations allows us to offer the following opportunities: **RESIDENTIAL MAINTENANCE MANAGER • CUSTOMER SERVICE/SALES REPRESENTATIVE • IRRIGATION SERVICE TECHNICIAN • LICENSED SPRAY TECHNICIAN.** Positions include excellent compensation, retirement package and full benefits. Please fax or forward resume to: **Lawns of Dallas, PO Box 35448, Dallas, TX 75235. Phone: 214-357-6522 * Fax: 214-352-8243. www.lawnsofdallas.com. 9/99**

CONSTRUCTION SUPERVISOR, WANTED Duties- run, supervise landscape construction crews on commercial and up-scale residential work, must be able to operate all types of landscape construction equipment. CDL a plus, 2 or 4 year education a plus, 3 plus years at the management level required. Salary and commission based on field experience. If you are a motivated individual please call **LCC LANDSCAPES Lou Caggiano Jr. 973-227-8581. 11/99**

WANT TO GROW? PLANTScape, INC., a 26 year old nationally recognized interior and exterior landscape co. offering design, build, and management services in Western Pennsylvania and surrounding area, has the following positions available due to tremendous growth: **Field Managers, Foreman, Spray Technicians, Irrigation, Crew Members, Interior Delivery and Installation, Interior maintenance for high profile accounts.** Candidates should be highly motivated and have previous landscape experience in their respective position as well as excellent communication skills and a strong desire to succeed. We provide competitive pay, benefits, and 401(k). To be an important part of an ALCA member co., please call, write, or fax resume to: **Chris Commella, Plantscape, Inc., 3101 Liberty Avenue, Pittsburgh, PA 15201. Phone: 412-281-6352 Fax: 412-281-4775 9/99**

SUNRISE OF NASHVILLE, 20 years experience. We are one of Nashville's best Landscape/Irrigation/Maintenance companies, interested in quality individuals looking to relocate to the Middle Tennessee area. We are currently searching for the following: **Maintenance Foremen • Irrigation Technician • Landscape Foremen.** Also: **Operations Manager** to oversee employees and facilities. We offer good pay, health/dental benefits, retirement program and the opportunity to share responsibility and grow with a quality company. **Please contact us via Email: sunrise7@bellsouth.net. Phone: 800-793-1652. Mail: Sunrise of Nashville, 2707 Larmon Drive, Nashville, TN 37204 10/99**

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. 9/99**

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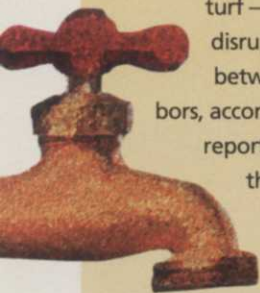
Grab Bag

Drought turns neighbors into rats

This summer's drought in the mid-Atlantic area has taken its toll on more than turf — it's seriously disrupted relations between neighbors, according to news reports. It seems that strict anti-watering bans have unleashed a rash of calls to police, informing on neighbors who wash cars or water their landscapes.

According to Associated Press reports, authorities in the area have gotten calls reporting people for collecting condensation dripping from air conditioners, washing their luxury cars with bottled water and even complaining a neighbor's lawn was "too green." One sour grapes call came from neighbors who had been snubbed from a holiday party.

Most offenders get off with a warning, but some persistent ones have been fined several hundred dollars for watering flower beds full of expensive plants. AP quotes a local police officer on the phenomenon: "They figure 'If their lawns are going to have to die, all the lawns in their neighborhood are going to die.'"



Colorful Clock

Up to 20 million people visit Niagara Falls each year, and one of the attractions of the park is the 40-ft. diameter clock made entirely of flowers. The colors on the clock face change twice a year. John Dick, manager of horticulture, keeps the clock (which keeps accurate time) and the 35 miles worth of landscapes that make up the park in shape on a budget of \$7.5 million (Canadian) and 190 workers. The park never closes, and during the winter, ice packs one foot thick can form on plants overnight.

Clarence Davids, Sr., tells his story

Look for Clarence Davids Sr. on the speaking circuit this fall and winter. The founder of Clarence Davids & Co., one of the foremost landscape companies in the Chicago area, officially retired July 1, but he apparently has no intention of slowing down. Davids is writing an autobiography entitled "Out of the Air and on the Ground—the Clarence Davids Story." It's due to be released soon.

Why did they pick you?

Consumers are notoriously fickle, but they do have some logic when picking professionals to handle their landscapes. Here's what a recent Gallup Poll reported as reasons to choose landscape and lawn care professionals:

Reason	Percent
Good references and reputation	67.4
Satisfaction guaranteed	39.5
Provides free estimates	33.8
In business for years	32.9
Locally owned and operated	32.4
Insured and bonded	27.9
Member of professional trade association	13.3
Certification of professional training	12.4
Licensed by government	7.4
Local representative of national company	5.7
Other	4.6
Award-winning company	3.0

SOURCE: AMERICAN NURSERY & LANDSCAPE ASSOCIATION, FOR MORE

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