

# products

## Tends to turf

Dakota's new Turf Tender topdresser/spreader is designed to pull behind any utility vehicle or tractor. The standard machine is designed to operate with a vehicle that has a minimum hydraulic flow of 3.5 gpm. An optional 8 hp Honda motor with electric start powers the hydraulic system. Its hopper is built to hold more than .75 cu. yd. of materials and designed to fit loader buckets up to six ft. wide to reduce spilling and waste. The machine can spread any typical material used in landscapes.



For more information contact Dakota at 218/773-1946 or [www.dakotapeat.com](http://www.dakotapeat.com) / circle no. 258

## Versatile wheel loader

Caterpillar's new wheel loader features a VersaLink Loader Linkage with a one-piece, fabricated box-section design. The standard model's linkage features a hydraulic quick coupler for fast work tool changes, while a high lift VersaLink option adds 20-in. of dump height. Other features include a pilot-controlled loader hydraulic system with a low-effort joystick control and a turbocharged, six-cylinder, 114-hp diesel engine. Optional remote forward/neutral/reverse switch fits machines equipped with the joystick control.



For more information contact Caterpillar Inc., P.O. box 10097, Peoria, IL 61612-0097 / circle no. 259

## Maintenance-free grate

Fibergrate Composite Structures' Aqua Grate™ is made of pultruded fiberglass reinforced plastic and designed with a fine grit-top surface for slip resistance. For use in recreational and industrial marine applications, it is resistant to corrosion and UV. The 1/4-in. space between Aqua Grate's bearing bars was designed to further reduce slips, and the grating's 1 1/2-in. wide flange provides ensures comfort to pedestrian traffic.

For more information contact Fibergrate at 972/250-1633 or [www.fibergrate.com](http://www.fibergrate.com) / circle no. 260

## Chase those deer away

R.J. Advantage has added ReJex-iT® to its line of benign wildlife control products, a repellent that keeps deer from grazing on flowers, decorative and ornamental plants, shrubs, conifers and deciduous trees. The company claims ReJex-iT, a taste and odor deterrent, can be effective for up to two weeks and won't change the color, texture or appearance of plants.

For more information contact R.J. Advantage at 800/423-2473 / circle no. 261

## Mulch-n-More

Spyker Spreaders says that its Mulch-N-More can spread PennMulch™ in one pass without bridging or clogging. And, in the push, pull or electric models, a removable spinner blade and optional calibration tray ensures accuracy for maximum cost efficiency.

For more information contact Spyker at 888/877-9537 / circle no. 262

## Hungry for weeds

Weed Tiger's trimmer lines eliminate the need to "tap and go" with a trimmer, the company says, because the line begins and remains at a

fixed length and doesn't need winding. Drill a hole near the existing grommet hole, insert the Weed Tiger from the outside and restart. The bright yellow color increases visibility.

For more information contact Weed Tiger at 804/636-9333 or circle no. 263

## Tall grass mower

Bachtold Bros.' 7001 weed and brush cutter has an optional 30-in. cutting head powered by an 8-hp engine that was made to deal with grass up to 6 in. tall. Nickel-plated, 20-in. wheels and a 9-to-1 chain reduction drive with positive traction assists the mower through tough terrain. It comes with a standard Briggs & Stratton 8-hp engine.

Contact Bachtold Bros. Inc. at 217/784-5161; [www.bachtoldbros.com](http://www.bachtoldbros.com) or circle no. 264

## ad index

130	AA Tach	96
161	ABT Independent Seed	87
123	American Cyanamid	68-69
103	American Honda	2
115	Aquascape Designs	34
112	Aquatrols Corp	29
120	Bayer Corp	60-61
	Bobcat/Ingersoll Rand	39-46
	Dow AgroSciences	78-79
109	Echo Inc	14-15
114	FMC Chemicals	33
101	Florist Mutual	CV3
107	GMC Truck	11
	Greenbuyer.com	73-76
105	Howard Price Turf Equipment	6
160	Irritrols	26
160	I-Com	26
119	J J Mauget	53
131	JRCO	96
102	John Deere	CV4
113	John Deere	30-31
129	John Deere	71
	Kawasaki	17-22
141	Lesco	CV2-1
127	Leons Mfg Co	84
122	Monsanto	64-65 (reg)
	New Jersey Landscape 2000	47
	New England Reg Turfgrass	96
106	Novartis	8-9
108	Oregon Tall Fescue Comm	12
117	PBI Gordon	35
133	PlanetAir Turf Products	97
125	Profile Products	55-56
120	Redexim Charterhouse	59
126	Rohmid LLC	63
110	Roots Inc	25
165	Textron Turf Care	88a-88b
118	Turfco Direct	52
104	Valent PPG	5
128	Van Waters & Rogers	83
132	Versa Lok Retaining Walls	97
111	Walker Mfg	27

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

## Landscape MANAGEMENT

Each and every month the *Landscape Management Classified Showcase* offers an up-to-date section of products, services, job opportunities & more!

For ads under \$250, payment must be received by classified closing. 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: lzola@advanstar.com

### Business For Sale

**GREATER PITTSBURGH, PENNSYLVANIA AREA LANDSCAPE CONSTRUCTION BUSINESS.** Well established Est. 10 years. Turnkey with experienced staff, owner motivated, \$900,000 gross. High growth potential, optional property-purchase/lease. Trucks & equipment available if needed. Seller financing & willing to assist in transition. \$200k sold for spring, seller is exploring other business interests. Asking \$220,000. Mail inquiries to: PO Box 44324, Pittsburgh, PA 15205. 3/00

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 02/00

### 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. 19 W. 555 Central Ave, Downers Grove, IL 60516

708-744-6715 • Fax 630-910-8100

**BUSINESS OPPORTUNITY-** Energetic person needed to market environmentally friendly liquid slow-release fertilizer and 0-0-25-17S, chelated micro-nutrients, drift control, surfactants and many other products to turf and landscape industry. Buy direct from manufacturer. Free catalog. Call: 800-832-9635. Fax: 320-238-2390. Email: kfranke@clear.lakes.com 11/00

### Business Opportunities (Cont'd)

**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. 4/00

### Business Wanted

Established Landscape Company, located north of Boston, is seeking to acquire commercial landscape maintenance accounts and companies. Please send info to: PO Box 114, Topsfield, MA 01983 or fax to: 978-352-8874. 2/00

### Educational Opportunities

#### BE A LANDSCAPE DESIGNER

Home study. Design lawns, courtyards, walkways, gardens, shrubbery. Free literature. SEND OR CALL: 800-223-4542

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Age \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_  
City/State \_\_\_\_\_ Zip \_\_\_\_\_  
School of Landscape Design, Dept. GTB694  
430 Technology Pkwy., PCDI, Norcross, GA 30092



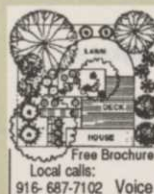
#### WESTERN TEXAS COLLEGE

Two year AAS degree program in Golf Course Maintenance Operations & Landscape Contracting  
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 Department  
Western Texas College, Snyder, TX 79549  
915-573-8511, Ext. 305

**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](http://www.ida.net/biz/sda/ch) OR contact us via e-mail: [swiss@ida.net](mailto:swiss@ida.net) Phone: 208-652-7831. 3/00

### For Sale



#### 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".

\$84 + \$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. LMM, Wilton, CA 95693  
Local calls: 916-687-7102 Voice or Fax TOLL FREE (877) 687-7102

CUSTOMER SERVICE: 1-888-527-7008

### For Sale (Cont'd)

#### COLORBLENDS.COM



**TULIP BLENDS**  
that bloom simultaneously

Sales Aids Available:  
Marketing Flyers, Posters  
Wholesale Catalog

**COLORBLENDS**

1 888 TIP TOES

#### TURBO TURF

#### HYDRO SEEDING SYSTEMS



For a FREE hydro seeding info pack & video call:

**TURBO TECHNOLOGIES, INC.**

1500 FIRST AVE., BEAVER FALLS, PA 15010

1-800-822-3437 [www.turboturf.com](http://www.turboturf.com)

#### WANTED

Commercial Landscape Companies



Call For Our FREE Catalog With 300+ Innovative Products that Make Your Jobs Easier, Safer and Faster!

**W.E. CHAPPS, Inc.**

More Than Just Chapps!  
(800) 816-2427  
[www.wechapps.com](http://www.wechapps.com)



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.metabldg.com](http://www.metabldg.com)

## For Sale (Cont'd)

### FACTORY LIQUIDATION



UP TO **40% OFF**

**SUPER TOUGH HEAVY I-BEAM BUILDINGS**

Perfect for use as a landscaping business location.

- 20 year roof & wall warranty
- Plenty of room for storage & a workshop

**Prime Steel**

Some Other Sizes Available

- 40 x 65 (3 LEFT)
- 40 x 85 (1 LEFT)
- 50 x 110 (2 LEFT)
- 60 x 150 (1 LEFT)

**1-800-291-6777 EXT 402**

### QUALITY ALUMINUM RAMPS

World's best source for Highest Quality loading Ramps

Thoroughly tested for longevity, designed to fit and built to last. Made out of very strong lightweight, T6 aluminum – the same used in the manufacture of aircraft. Easy to use, tires grip – won't slip. Safety cables hold ramps in place;

We specialize in providing you with the **RIGHT RAMP** for your application at the **BEST PRICE**.

**THE RAMP MASTER**  
70 S. Winooks Ave.  
Building 192  
Burlington, VT 05401  
800-231-8999  
[www.ramp-master.com](http://www.ramp-master.com)

**Spray Truck For Sale- 1984 GMC C-7000 with 1000 gallon stainless steel tank.** Vehicle includes Detroit Diesel 8.2 engine, AT-545 automatic transmission, PTO, power steering, power brakes, 50 gallon fuel tank, 149" wheel base, 9,000# front axle, 17,500# rear axle, and a 21,200 GVW. Runs very good and is in good condition. Tank unit is one compartment with baffles, is in excellent condition, and includes two hose reels mounted behind tank. No pumps or hose included. **This truck has a lot of life left in it! \$5,000.00 or best offer.** Call 1-810-939-3636. 3/00

## Help Wanted

### REGIONAL DIRECTOR OF OPERATIONS

Fullbach Services, Inc., Kentucky's #1 and the fastest growing regional landscape services organization is seeking an experienced director to:

- Manage \$25 million budget
- Accountable for fixed asset management
- Purchasing/negotiation background

This executive will support and coordinate inventory tracking and will interface with branch offices in several states. This senior staff member will report directly to the President and assume responsibility for loss control, P&L, budget analysis and asset allocation. Submit resume to: S. Merrifield, 9502 Williamsburg Plaza, Suite 204, Louisville, KY 40222 or fax to 502-412-9179.

## Help Wanted (Cont'd)

**LANDSCAPE/GROUNDS MGMT.**  
DUBROW'S NURSERIES, LIVINGSTON, NJ  
NATIONAL AWARD WINNING COMPANY

**SUPERVISORS.** Looking for self-motivated, communicative individual to oversee large accounts. Our corporate client base requires experienced personnel with the following credentials. A BA degree in horticulture, 5 years supervisory experience and a current NJ pesticide license. You must be able to coordinate the administration of owner's contract job specifications.

**FOREPERSONS.** Experienced forepersons needed to instruct and supervise daily work activities of maintenance/landscape crews. Must have minimum of 3 years supervisory experience. Bilingual a plus.

Highly competitive salaries and benefits.  
**HIRING BONUS**



Fax resumes to Bob Greene  
973-992-6050 EOE M/F.  
251 W. Northfield Rd.  
Livingston, NJ 07039

973-992-0598

### Put the Power of Direct Marketing to Work for You!

● **Direct Mail Lists** Use the Landscape Management targeted list to mail, phone or fax over 50,000 highly responsive decision makers in the landscape industry!

Target your message according to your specific needs...demographic selects are available—our data is also available for database enhancement or overlay.

For list counts and pricing contact:

→ Joe Gilliam

440-891-2773 or 888-RENTLIST

● **Card Decks** The Landscape Management rapid response card deck is another cost efficient direct marketing tool. Use this deck to introduce new products, test products and markets, and direct prospects to your website.

For Card Deck details contact:

→ Matt Simoni

440-891-2665

**Landscape**  
MANAGEMENT



Nationally 11th ranked full service landscape, irrigation, maintenance, tree care, construction & pool construction company in South & Central New Jersey is seeking career minded, skilled and highly motivated professionals to join its award winning team. Lipinski's goal is to maintain the leadership position in landscape for commercial & residential customers and to redefine the architectural approach in the horticultural industry as a leading technological edge.

Currently seeking:

- Landscape Designers/Architects/Salespersons
- Landscape Construction Supervisors & Forepersons
- Irrigation Service Technicians & Forepersons
- Landscape Maintenance Supervisors & Forepersons
- Lawn & Pesticide Applicators
- Experienced Tree Climbers
- Tree Salespersons

Fax or e-mail resume to

**Katy Kelly - Human Resource Manager**  
Lipinski Landscape & Irrigation, Inc.  
PO Box 605, Mt. Laurel, NJ 08054

Fax: 856-234-0206. E-mail: [katy@lipinskiland.com](mailto:katy@lipinskiland.com)

## ALASKA:

### ||| The Last Frontier

An AWARD WINNING and SUCCESSFUL company in beautiful Anchorage, Alaska is seeking energetic, career minded individuals to join our young and rapidly growing company. Take this opportunity to become part of top management in an honorable company with unlimited growth potential. Must have a minimum of 3 years experience in landscape design, sales, and project supervision with knowledge in horticulture and computers. Positions available:

- Landscape Design and Installation Division Manager (residential and commercial)
- Nursery Manager (retail and wholesale)
- Deck and Patio Division Manager

The active season is from March 15 through November 15, work 6 to 9 months a year and earn a twelve month salary + profit sharing. Alaska offers a variety of recreational activities to indulge in during the off season. This is ideal employment for those who love the great outdoors.

Send Fax, or Email Resume to:

Attn: Personnel 7010 Old Seward Hwy. Suite 4  
Anchorage, Alaska 99518

Fax: 907-349-4386 • Email: [faltzian@alaska.net](mailto:faltzian@alaska.net)

**FOR CUSTOMER SERVICE  
OR SUBSCRIPTION INFO,  
CALL 1-888-527-7008**

## Help Wanted (Cont'd)

### MANAGEMENT CAREERS

Looking for a new challenge?  
Visit our Web site for the latest  
career opportunities.  
It's quick, convenient, confidential.

[www.greensearch.com](http://www.greensearch.com)



E-mail: [info@greensearch.com](mailto:info@greensearch.com)  
Toll free: 888-375-7787 Fax: 770-392-1772

## Up Heads LANDSCAPE CONTRACTORS

Anyone can plant a flower. Anyone can water a lawn. But understanding site drainage or knowing the best types of vegetation to plant based on specific site conditions, requires expertise. What is your expertise? Maintenance and Landscape Crew Leaders call today! Salaried Crew Leaders are eligible for profit sharing, medical, dental, vision, vacation and holidays.

[www.headsuplandscapes.com](http://www.headsuplandscapes.com)  
Tel: 505.898.9615 Fax: 505.898.2105

## Help Keep Central Park Beautiful!

### ZONE GARDENERS

The Central Park Conservancy, a prestigious not-for-profit organization, is seeking several Zone Gardeners. Candidates must have a valid driver's license, the ability to operate power equipment and perform manual labor outdoors. You'll perform all horticultural and operational duties in this area. Horticultural experience or education is required.

We offer a competitive salary and a generous benefits package. Please forward your resume to: HR Dept., Central Park Conservancy, 14 E. 60th St., NYC 10022 or e-mail to: [hrdept@centralparknyc.org](mailto:hrdept@centralparknyc.org) FAX: (212) 310-6633.

Central Park  
Conservancy

### SEARCH JOBS • POST JOBS • ONLINE

- [www.greenindustryjobs.com](http://www.greenindustryjobs.com)
- [www.landscapingcareers.com](http://www.landscapingcareers.com)
- [www.irrigationjobs.com](http://www.irrigationjobs.com)
- [www.nurseryjobs.com](http://www.nurseryjobs.com)

### THE BRICKMAN GROUP, LTD.

Careers in landscape management  
available in:

- Colorado – Connecticut
- Delaware – Florida
- Georgia – Illinois
- Indiana – Maryland
- Missouri – New Jersey
- New York – North Carolina
- Ohio – Pennsylvania
- Texas – Virginia
- Wisconsin

E-mail: [jobs@brickmangroup.com](mailto:jobs@brickmangroup.com)  
Web site: [www.brickmangroup.com](http://www.brickmangroup.com)

### 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](mailto:tgp@eazy.net)

### We are Looking for a LEADER Followers Need Not Apply

We are looking for the best of the best to serve our landscape maintenance clients. Our established high-end residential clients demand the latest & greatest in four-season color designs and installations that are on the cutting edge. Bringing out the beauty in their landscape by developing the proper maintenance program is also required.

A love for plants is essential from *Abies* to *Rhody's* and *Aohillea* to *Waldsteinia*.

Are you looking to challenge your creative abilities? Do you have a strong desire to meet and exceed your clients expectations? Are you a seasoned professional?

If your answers are yes, yes and yes... then you may be the leader we are searching for. Submit cover letter & resume with salary expectations to:

Lied's Nursery Company, Inc.  
Attn: H.R.  
N63 W22039 Hwy 74  
Sussex, WI 53089  
Phone: 262-246-6901  
Fax: 262-246-3569  
E-mail: [lieds@worldnet.att.net](mailto:lieds@worldnet.att.net)  
[www.lieds.com](http://www.lieds.com)

### Exciting Managerial Opportunity in 250 Acre Public Garden

#### Director of Arboretum and Grounds

Supervise workforce responsible for the planting and maintenance of the arboretum and grounds including: trees, shrubs and turf; disease, insect and weed control; leaf pickup; composting; woody plant nursery; and irrigation systems. Responsible for planning and budgets. Will work with other NYBG departments, consultants and outside contractors. Must have at least 8 years of experience in public gardens and a 2 year degree in Horticulture. Experience with unionized workforce preferred. NYS DEC 3A Pesticide Applicator's License required within 6 months. Competitive salary and excellent benefits including 4 wks vacation. Send resume and letter to:

#### Recruiter - AGP

The New York Botanical Garden  
200th Street & Kazimiroff Boulevard  
Bronx, New York 10458  
A/EOE/M/F/D/V

### WESTERN STATES RECLAMATION, INC.

A sixteen year old landscape revegetation and erosion control company in Broomfield, Colorado who is recognized for our excellent work. We seek to fill the following positions:

- Project manager Revegetation/Landscape
- Estimators - Senior & Entry Level
- Irrigation Superintendent
- Landscape Superintendent
- Reclamation Superintendent/Foreman

If you are qualified, you will receive above average wages, excellent medical benefits, 401K/profit sharing, company vehicle, (Superintendents & Project Mgrs.), relocation allowance incentive program & working in a great team environment! All positions are full time, year round.

Check our website @ [www.Wsreclamation.com](http://www.Wsreclamation.com)

Fax resume to: 303-465-2478 or mail to:  
WSRI, 11730 Wadsworth Blvd.  
Broomfield, CO 80020

**Need Workers Next Year?** Seasonal H-2B workers from Mexico for up to 10 months who can only work for you. Process takes a minimum of 120 days. So start NOW for next season and solve your labor problems. Call: Bob Wingfield, 214-634-0500. [www.amigos-inc.com](http://www.amigos-inc.com). 02/00

**I.P.M. SPECIALISTS NEEDED** for growing full service tree company located in Fairfield County, Connecticut. We are looking for qualified, motivated specialists for year round employment with a starting compensation of \$35,000, depending on experience and qualifications. Will need to have Connecticut supervisory license, Horticulture/Arboriculture degree, or minimum of 2 years experience. Benefits include paid holiday, vacation, medical and dental insurance, 401k plan, mileage reimbursement. Send resume to Bruce S. Pauley Tree Care, Inc., PO Box 878, New Canaan, CT 06840 or call 203-966-0869 or schedule interview. 3/00

## Help Wanted (Cont'd)

**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** 11/00

**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.** 12/00

**CAREER OPPORTUNITIES!** Seeking highly organized and motivated individuals for a fast-growing, award winning landscape design company. Qualified candidates will be self-motivated professionals with a positive attitude, and the willingness to learn our business. Sales positions are full-time year round, all other positions are full-time seasonal. We offer company training, a competitive salary, commission structure (sales only), and great benefits. The following positions are now available: MAINTENANCE ACCOUNT SALESPERSON, CONSTRUCTION ESTIMATOR (SALES), CONSTRUCTION DESIGN SALESPERSON, PROJECT MANAGERS, LANDSCAPE CONSTRUCTION LABORERS, MAINTENANCE SUPERVISORS, GROUNDS MAINTENANCE LABORERS, COMMERCIAL IRRIGATION TECHNICIANS, SERVICE MANAGER & CDL DRIVERS. **Apply within, fax, e-mail, or send cover letter & resume to: Greenscape Land Design, Inc., 100 Cotley St. East, E. Taunton, MA 02718. Attn: Human Resources. E-mail: landhr@aol.com Phone: 508-977-9100 Fax: 508-977-2488. For more information about GREENSCAPE, visit our website: www.greenscapemass.com** 2/00

**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 46234. Fax: 317-299-6946. Email: growing\_image@compuserve.com** 2/00

**CAREER OPPORTUNITIES:** Well-established, full-service design/build firm in Northeast New Jersey seeks energetic, highly motivated and well-organized 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. 2/00

**LANDSCAPEJOBS.COM-** National Search for Landscape Professionals. See what we can do for you, check out our website: [www.landscapejobs.com](http://www.landscapejobs.com) This month's hot job: **FIELD OPERATIONS MAINTENANCE MANAGER.** Call: 1-888-729-LAND. 4/00

### LANDSCAPE / IRRIGATION CONSTRUCTION SUPERVISORS & IRRIGATION TECHNICIANS

Longhorn Maintenance, Inc. has immediate openings for hands on Construction Supervisors and Irrigation service technicians. We are a 20 year old rapidly expanding high end Irrigation and Landscape contractor in the Dallas area searching for key team members to fill this hands on position. Our team members are loyal, flexible, honest, ethical people with the desire to be challenged and the drive to advance and grow both professionally and personally. The team member we are looking for will have a minimum of 3 years experience. Compensation will include benefits, above average wages, and continued education at company expense.

For more information about our team, please mail, fax, or E-mail your resume to human resource dept at:

**Longhorn Maintenance, Inc.**  
PO Box 736, Allen, TX 75013  
Ph: 972-562-8873 • Fax: 972-562-6265  
E-mail: [lmi@airmail.net](mailto:lmi@airmail.net)

**GROUNDS MANAGER - Las Vegas Convention Center and AAA Baseball Stadium at Cashman Center, home of the LAS VEGAS STARS.** The search is on for a top-notch individual to direct the daily operation of our Grounds department in the maintenance and enhancement of turf, playing field, trees, woody ornamentals, flowers & outdoor structures of the Las Vegas Convention and Visitors Authority. Duties will include annual budget preparation, equipment acquisition and purchase of supplies; plant and turf care schedules, playing field maintenance & prep schedules; plant selection and watering techniques; pest & disease detection; deterrent strategies & corrective measures; health and safety regulation compliance. Must have HS diploma or GED; Assoc degree in Horticulture or equivalent combination of education, training and experience; min 10 yrs commercial landscape and sports turf mgmt and 5 yrs supervisor exp; expertise in sports playing field management; thorough knowledge of procedures, practices, tools, equipment and techniques used. Certified Grounds Manager (CGM) by PGMS desirable. Knowledge in use of PC; effective communication skills, fiscal & human resource mgmt; mentor & instruct subordinates; establish & maintain effective working relationships; work under all environmental conditions & stress, handle demands of physical strength when required and assure that work schedule deadlines are met. **In addition to base pay (\$45,801.60 - \$68,681.60), full benefit package includes insurance, retirement, holidays, sick & vacation leave. EOE-M/F/D. Please FAX resume to 702-892-7555, e-mail it to [Rboohar@lvcva.com](mailto:Rboohar@lvcva.com) or mail it to LVCVA Human Resources Dept, 3150 Paradise Road, Las Vegas, NV 89109.** 2/00

**IMMEDIATE POSITIONS AVAILABLE -** Fast paced firm servicing North Florida and its surrounding areas has openings for maintenance foreman, irrigation foreman, landscape foreman and pesticide applicators. Year round employment, excellent salary and benefits package. We provide an innovative team environment that promotes **TREMENDOUS GROWTH POTENTIAL.** For immediate consideration call 850-877-7056. 5/00

**Territory Manager for an established company-** The chosen professional will be responsible for generating sales and expanding markets within our professional turfgrass division. This includes developing and executing micro-market strategies, and representing our company to various producers and distributors. We require a BS Degree in agricultural business related field, i.e. Ag Econ, Agronomy, Weed Science or Horticulture. Several years of practical experience in agricultural marketing or professional turfgrass management is beneficial and will be considered in lieu of formal education. Extensive travel is required. We offer a competitive compensation and benefits package. For consideration, please send your cover letter, resume and three references to: **LM Box 527.** 2/00

**PUT CLASSIFIEDS TO WORK FOR YOU!**

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Advanstar Communications, Inc., 131 W. First St., Duluth MN 55802-2065. **Subscription rates:** one year, \$39, two years \$58 in the United States & Possessions; \$66 for one year, \$99 for two years in Canada and Mexico; all other countries \$130 for one year, \$195 for two years. For airmail delivery, include an additional \$70 per order annually. Single copies (pre-paid only): \$4 in the United States; \$7 in Canada and Mexico; \$12 all other countries. Back issues, if available: \$8 in the U.S.; \$14 in Canada and Mexico; \$24 all other countries. Add \$5 per order for shipping and handling. **Periodicals postage paid** at Duluth, MN 55806 and additional mailing offices. **POSTMASTER:** Please send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806. Canadian G.S.T. number: R-124213133. Publications Mail Agreement Number 841919. Printed in the U.S.A.

Copyright ©2000 Advanstar Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including by photocopy, recording, or information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923 phone: 978-750-8400 fax 978-750-4470; call for copying beyond that permitted by Sections 107 or 108 of the U.S. Copyright Law. For those not registered with the CCC, send permission request in writing to Permissions Dept. Advanstar Communications Inc., 7500 Old Oak Blvd., Cleveland, OH 44130 or fax to 440-891-2740.



# IS THERE A POND GUY IN YOU?

**I love turtles, fish, and frogs!  
So much so that when my hobby  
outgrew my parents house I dug up  
the backyard to build a water garden.**

**The ultimate fish tank I thought would be  
a thousand-gallon pond where my critters  
could live just like they would in nature.  
That simple concrete pond built in 1982  
became my passion and sparked what  
would ultimately be a lifelong odyssey.**

In 1991, my hobby became my profession with the launch of Aquascape Designs a residential and commercial water feature design/build firm.

**Aquascape Designs** still builds ponds, waterfalls, and streams so others too can enjoy the beauty of nature where they live and work. In fact building water features is the backbone of our business and acts as a continuous R & D department. Our focus however has expanded from just building water features though. Today we have a company wide mission of "Changing the Way the World Builds Ponds." Far too many contractors experience frustrations constructing water features. Green water, leaks, over complicated filters and confusing pumps and plumbing have plagued water feature design and construction for years.

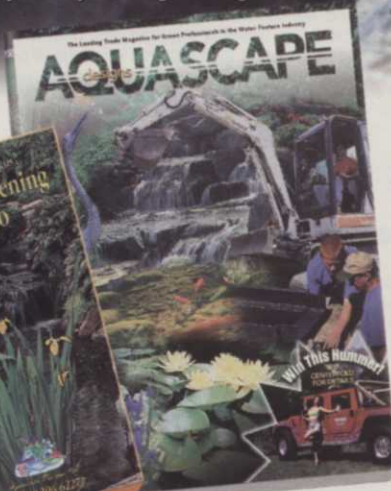
**It doesn't have to be that way!** Water features can and should be the most profitable part of any landscape installation. In order to be successful with water features though we've found you need to keep it simple, work with nature instead of against her and follow a step-by-step plan. By following this approach we've been able to grow Aquascape Designs into the country's largest water garden builder.

**Now it's your turn.** If you're interested, curious, or even skeptical on how water features can improve your bottom line sign up for our free information. With the video and or magazine you'll learn about what other contractors across the country are doing to have success with water features and their business in general. You'll see the tricks of the trade and get ideas on how to incorporate water features into your business. Best of all its all FREE! I never would have dreamed a hobby would become my profession. Maybe water features could become a profitable part of your business too!

**Call us, fax us, or write to us  
to see how you too can prosper with  
water features; the fastest growing  
trend in the green industry today!**

**Greg Wittstock**  
Founder & President of Aquascape Designs, Inc.

The Aquascape Designs Magazine



THE Water Gardening Video

## Free Information!

**Call: 800-306-6227**

**Fax: (Your Company and Name)  
630-326-1800**

**or Write:  
Aquascape Designs  
1119 Lyon Rd.  
Batavia, IL 60510**



# Retaining Walls



No other product beats the durability and design flexibility of VERSA-LOK solid retaining wall units.

No exceptions. Only VERSA-LOK, with its unique pinning system, permits construction of an unlimited variety of curves, corners, and steps without specification of special units.

Call (800) 770-4525 for  
**FREE Design  
& Installation  
Guidelines.**



**VERSA-LOK®** Retaining Wall Systems  
Oakdale, MN • (800) 770-4525 • [www.versa-lok.com](http://www.versa-lok.com)

Circle No. 132

# Increase Productivity with JRCO

Attachments for commercial mowers:  
Blower carrier, spreader, leaf plow, transporter

**Tine Rake™  
Dethatcher**  
Dethatch while you  
mow



**Hooker™  
Aerator**  
Aerate 66,000 sq.  
ft. / hr. at 5 mph  
Dispenses loose  
plugs up to 3"  
deep



Call for nearest dealer  
**Jrco 1-800-966-8442**

Circle No. 131



## PlanetAir Aerator

New for 2000 with its patented planetary motion and unique coring tine design, relieves the hard pan effect.

The 12 tines penetrate the earth to a depth of 4 inches with a span of 48 inches wide. The tractor's forward speed determines hole spacing, making the PlanetAir highly productive with low PTO horsepower requirement. Cleanup is minimal due to its pulverizing capability.



Dealer Inquiries Invited

### PlanetAir Products

1065 24th Ave. SW • PO Box 625  
Owatonna, MN 55060  
Toll Free: 877-800-8845 • Fax: 507-455-2788  
E-mail: [planetair@smig.net](mailto:planetair@smig.net) • [www.planetairproducts.com](http://www.planetairproducts.com)

Circle No. 133



AA-TACH, PV-II

**AA-TACH™**  
SPECIALIZED EQUIPMENT

The PV-II is the most cost effective Parking Lot Sweeper on the market today. Take a look at the advantages over a conventional truck mounted sweeper

- No need to purchase a dedicated truck
- The PV-II loads and unloads from YOUR truck in just minutes, allowing YOUR truck to perform other tasks, like pushing snow, etc.
- Due to the Poly design of the PV-II, there's no need to replace expensive replacement parts due to rust and abrasion.
- Best of all is the PV-II's low cost, which is thousands less than the nearest truck mounted units.

Call today for a free no hassle demonstration of the AA-Tach, PV-II.

**1-888-922-8224**

Circle No. 130

# cleanup crew

THIS AND THAT

## Grasses for the masses

It's official: According to an article in the *Wall Street Journal*, the Chinese are replacing hard-packed soil in their public parks with grass. Proof? Try four million lbs. of seed imported from the United States in 1999, up from 150,000 lbs. four years ago. Nixing dirt, grass proponents say, will cut down on pollution, especially in cities like Beijing where auto fumes, coal soot and dirt from construction sites choke the air. But those who are in line with the Communist notions of cleanliness say that grass breeds insects. Others, particularly martial artists who practice at the parks, say the grass is a layer between them and the earth and prohibits them from tapping into the earth's qi, or vital energy. It remains to be seen whether the Chinese can have their grass and cut it, too.

## Thanks, Harvard!

Did you know that landscapers have Harvard University to thank for instilling professionalism in their field? That's right, it was over 100 years ago that Frederick Law Olmsted, Jr. inaugurated the first professional degree program in landscape architecture at Harvard. To mark the occasion, the university is presenting a wide array of lectures, exhibitions and conferences in 2000 that will trace the history of the program and the way it shaped a profession just emerging at the turn of the century. And you thought weed-whacking wasn't heady stuff.



## Rain forest on wheels

Employees and guests of Rain Bird came together right before New Year's Day to complete the company's lush, colorful Rose Bowl Parade float on the theme, "Rain Forest Rendezvous." Gretchen Wagner, our western sales manager, enjoyed the opportunity to help build the float, which she recalls was "an amazing experience." Rain Bird's floats have won prizes three years running. This year, it won the President's Award.



## Rocky delivers knockout punch to trees

**MIAMI, FL**—Sylvester Stallone agreed to replant 173 trees at least 20 feet tall and restore a rare native hardwood hammock, comprised of over 1,000 smaller trees and brush, on property he previously owned here. The price tag for the landscape material could approach \$500,000.

Stallone — "Rocky" to millions of moviegoers — had the trees and brush removed from the property surrounding his former waterfront mansion sometime early in 1999. Trouble was, the property sits in the middle of an environmental preservation district.

"Mr. Stallone had no knowledge that the trees had been taken down. Someone on his staff removed the trees on his own," Sly's attorney Neal S. Litman, told the *Miami Herald*.

**Coming next month in LM:**

**The Labor Crunch II: Keeping Good People**



Does this guy  
do a lot of business  
with Florists'?

You betcha.

Ken Andersen  
Walter Andersen Nursery

**Florists' Mutual, Complete Expert Coverages for Garden Centers and Landscapers**

*Landscapers, Nursery Growers and Garden Center Operators nationwide depend on Florists' Mutual for a wide variety of insurance coverages and services. Florists' has served the needs of the horticultural industry for more than a century, so we understand your business like nobody's business.*

**110 Years Experience Serving The Horticultural Industry**

*Florists' Mutual is extremely cost competitive, financially solid and we'll work hard to earn both your trust and your business. We're uniquely qualified to meet and exceed your insurance needs. So don't let the name fool you.*

*It's time you did business with Florists'. Call 1-800-851-7740 or visit us on the Web at [www.floristsmutual.com](http://www.floristsmutual.com).*



INSURANCE SPECIALISTS FOR THE HORTICULTURAL INDUSTRY™

Circle No. 101 on Reader Inquiry Card

