

Landscape MANAGEMENT

Every month the Classified Showcase offers an up-to-date section of the products and services you're looking for. Don't miss an issue!

ADVERTISING INFORMATION:

Call Teresa Milam at 800-225-4569 x2670 or 440-891-2670, Fax: 440-826-2865, E-mail: tmilam@advanstar.com

- For ad schedules under \$250, payment must be received by the classified closing date.
- We accept VISA, MASTERCARD, and AMERICAN EXPRESS over the phone.

- Mail LM Box # replies to: *Landscape Management*, (LM Box #___), 131 W. First St., Duluth, MN 55802-2065. Fax replies to: 218-723-9683 (please include box number & magazine title on cover page). E-mail replies to: blindbox@advanstar.com (please include box # and magazine title on subject line).

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Company breakdown:

- 70% Construction
- 20% Maintenance
- 10% Snow Operations

Well-managed and organized operation with a meticulous fleet. Will sell with or without the Real Estate, which has all the necessary provisions for repairs and parking. **The 2002 backlog to date is over \$2 million!**

Contact WINOKUR ASSOCIATED

Mr. Robert R. Meara: 1-508-747-3004 ext. 228

**Full Service Landscape Company
in Sarasota, Florida**

Well-established landscape service company operating since 1991 with focus on long-term government contracts, commercial contracts, and custom residential landscape design and installation. Well-trained, uniformed personnel with long-term records with the company willing to stay. Clean fleet with upscale company signage.

- ◆ Gross income for 2001: \$505,000
- ◆ Projected gross income for 2002: \$600,000
- ◆ Asking price: \$500,000

Contact Steve Dore, Broker:
941-954-5555

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jschwiering@norrisandcompany.net

**LANDSCAPE CONTRACTING
COMPANY**

**Established Landscape Company
Suburban Chicagoland Area**

Located in the 2 fastest-growing counties in Illinois and one of the wealthiest areas of the country.

2001 annual volume of \$800k
2002 annual volume of \$1 million

Well known name recognized as one of the top companies in the area. High end residential as well as commercial clientele.

Turnkey operation including all vehicles, equipment, inventory and existing staff. A great opportunity. Asking price \$495,000. Offers welcome.

Please reply by e-mail to jmbjr154@aol

**Full Service Landscape Maintenance,
Design/Build and Snow Removal
Firm is Now Available**

Proven market share leader in SE Wisconsin is looking for a qualified buyer who wants a quick return on their investment.

Annual sales of 2 million. Great cash flow.

With the following breakdown:

- 50% Landscape Construction
- 35% Landscape Maintenance
- 15% Snow Removal Service

This is a perfect opportunity for any out-of-state firm looking to take this market there.

Proven systems and staff in place.

Serious Inquiries Only!
Send inquiries to LM Box 533

Business Opportunities

**PowerHouse Capital
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Business Opp's (Cont'd)

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



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Business Opportunities (Cont'd)



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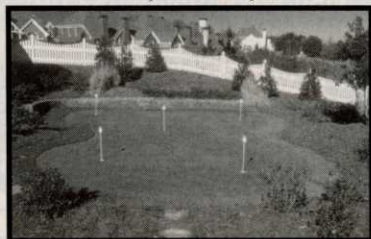
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For Sale (Cont'd)

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For generations, The Scotts Company has been in the business of building beautiful lawns. Our reputation for quality is second to none...helping homeowners enjoy a thick, green lawn they can truly be proud of. Due to our phenomenal growth we currently have needs in our Scotts Lawn Service Division for:

Regional Director

This key position will have responsibility for ten to twelve Scotts Lawn Service branch locations in GA, FL and NC with an estimated sales budget of \$26+ million. Position will have ten to twelve direct reports with over 100 indirect reports. Other responsibilities include all phases of branch operations and results, including multi-unit management, staffing, training, budgeted production, sales and service goals, total branch performance, quality and compliance.

Requirements include: Proven track record in the service industry with over seven years of experience in mid to senior level management; Experience with branch operations including sales, production, equipment use, agronomics, regulatory requirements, safety and operational efficiency. Relocation may be required. College degree in a related field preferred.

Branch Managers

We have an immediate need in several markets and our anticipated growth means opportunities around the country. These positions are responsible for managing a Scotts Lawn Service branch with focus on branch operations and results, including staffing, training, budgeted production, sales and service goals, customer service, quality and compliance.

Requirements include: 4+ years of experience in a managerial or supervisory position in the green industry, specific lawn care industry experience preferred; Knowledge of operations, sales and production; Degree in related field preferred.

The Scotts Company offers a competitive compensation and benefits package. For immediate consideration, please send your resume today. Apply online at www.scotts.com or e-mail resume and salary requirements to human.resources@scotts.com or fax to 937-644-7244, Attn: SLS Recruiter. Scotts is an EOE, dedicated to a culturally diverse, drug free workplace. Drug screen required

Landscape Maintenance Opportunity - Dallas Area

Landscape Maintenance Sales Manager for the Dallas Market

Proven Market Contacts, Self Motivated, Successful Sales Development with Five Years Experience. Competitive Salary and Industry High Commission Structure, 401(k), Car Allowance, Medical/Dental. Call 817-481-6668 or email resumes@acconstructors.com



3 BRANCH MANAGERS-IMMEDIATE!

Rapidly expanding vegetation Management Company now entering its 12th year, seeking 3 managers for Long Island/Westchester/Rockland counties. Must be Sales/Estimating & Customer Service oriented. Able to work unsupervised for periods at a time; self-starter. Accountable for profit/loss.

- *Excellent communication skills*
- *Organized-Responsible*
- *Personable-Articulate-Energetic*
- *Able to wear many hats*

College degree or 7 years prior related work experience within green industry or other service type sector a must. Must possess DEC (Cat3 A) pesticide applicator license or be readily able to pass written exam shortly after hire. Plant identification knowledge a plus, as is the desire to succeed.

FIELD TECHNICIANS (3)

Full-time applicator position. Requires category (DEC3 A) pesticide applicator license or technician and clean drivers license, 3 years prior chemical lawn care, tree spray or landscape service experience necessary. Plant identification skills.

Excellent salaries; specify job applying for.

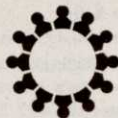
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1/03



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Help Wanted (Cont'd)

Western States Reclamation, Inc.

Western States Reclamation, Inc. (WSRI) is a 20-year-old multi-faceted environmental contracting company involved in landscape/irrigation construction, landscape maintenance and revegetation and erosion control. WSRI has been involved in a variety of high profile projects throughout the years. We are located in our new facility at Frederick, Colorado that is a short drive from the Denver metro area and close to Boulder, Colorado. We are a progressive company with growth opportunities for hard working and dedicated employees.

PROJECT MANAGERS

WSRI seeks Project Managers for either the Landscape Division or the Reclamation Division. Must have at least 5 years commercial experience to oversee construction of both hard dollar bid projects as well as negotiated projects in the range of 1K to \$4 million in size. Project Managers will supervise up to 6 crews that range in size from 2-25 personnel. Prefer an individual with a degree in landscape architecture, landscape construction, construction management, range management, or soil science.

SENIOR ESTIMATOR

WSRI seeks a well-versed individual to supervise an estimating department of 3-5 personnel. Must have 5 years of previous supervisory experience and exceptional computer skills including estimating software. Must have experience in large-scale commercial landscape and preferably revegetation projects. Also, prefer an individual with minor earthwork and civil engineering estimating experience. Must have previous experience with both negotiated and hard dollar bid projects. Prefer an individual with a degree in related field including landscape architecture, landscape construction, construction management, civil engineering or earth sciences.

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- Commercial maintenance salesperson and account managers with strong, affluent ties to commercial clientele within the Tristate area.
- Landscape designer
- Arborist and tree climbers
- Irrigation technicians
- Hardscaping technicians
- Aquatic and pond construction
- IPM technicians
- Lawn maintenance foreman
- Landscape installation foreman
- Heavy equipment operators
- CDL drivers
- Truck equipment mechanics

Multiple year-round positions are currently available. Extensive experience in the industry is preferred, complete benefit package including 401(k) available.

For more information please contact our NJ office at 856-667-5296 and fax all resumes to 856-321-0105.

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2002

landscape illustrator
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Repeating an ad increases sales and profits

Stop Struggling To Get Landscaping Work! Here's How To Get In On A Special, Two-Day Seminar That Will Increase Your Sales and Profits INSTANTLY!

What's red hot and has money pouring out of it? Water gardens. Yes, water gardens. It's the hottest landscaping trend in the U.S. right now, and customers are breaking open their piggy banks to get one.

Customers Are Spending Freely

In an era when customers are shaking their heads "No" to your landscaping proposals, they are gladly forking over \$6,000 and up for a water garden that you and your crew can build in just ONE DAY. How's that for turn around time? Consider the fact that *USA Today* (July 11, 2002) recently said that "Water gardens are the number 1 thing homeowners would add to improve their homes."

Customers Want Water Gardens

Whether it's back to nature, more quality time with the family, or simply the fact that it greatly increases property values, consumers are interested in water gardens. And with mortgage rates at an all-time low, customers are willing to invest their money in water gardens.

Everyone's Talking About Them

Water gardens are the talk of the town right now. Oprah has mentioned them a time or two on her show. Kathy and Judy on WGN are talking about them. Home and Garden TV (HGTV) is also always talking about them.

Why You May Not Have Acted Yet

You may already know that water gardens are a red-hot trend right now. But you have not acted because you may have also heard about . . .

The HORROR STORIES

Water Gardens can be a beautiful sight to behold, but they can also be a nightmare to service and to maintain. *The Wall Street Journal* recently published an article about all the horror stories and headaches that water garden owners were encountering. Even the nationally syndicated cartoon ZITS has recently spoofed the water gardening industry. All of this may have given you second

thoughts. It may have made you pull back on the reins, and say, "Something's not right here." Well, you are absolutely right. To tell you the truth . . .

Not All Water Gardens Are Created Equal

Whenever there's a hot trend, you have some dedicated, loyal companies turning out high quality, well-engineered products. Then you have the other guys who are bandaging junk together, just to say they have a product on the market. So, who do you trust? Who do you invest your time with?

Introducing Aquascape's AquaClass

Aquascape Designs is the leader, and a pioneer, in water gardening. They're putting on a special *winter seminar series designed to help you solve your water gardening dilemma*. They're holding 42 sessions nationwide (one will be located near you) to teach the truth about water gardening and how to make money at it.

Aquascape owns a 70% share of the professional water garden product market. Their business model is dedicated to "Mom and Pop" shops who fight daily against the Big Box stores. And with their KISS oriented business model, they've recently been named a member of *Inc. Magazine's* 500 fastest growing, privately held companies in the country for the fourth consecutive year.

Here's Some Of What You'll Learn At AquaClass Seminar

- How to Design, Estimate and Sell Water Features Profitably
- Understanding Biological and Mechanical Filtration
- The Pond Kit Philosophy
- The 20 Product/ 20 Step Principals
- Waterfall and Stream Construction
- How to Get Commercial Jobs
- Wetland Filtering Systems
- Retention Ponds
- Golf Courses

- Wet Wells
- Pondless Waterfalls
- Break Even Analyses
- Cash Flow Sheets
- Pertinent Software Packages
- How to Work On Your Business Instead of In Your Business All the Time.
- Personnel
- Cultural Considerations
- Great Game of Business
- Using Demo Ponds to Market Your Business
- Ponds for Kids Program
- Publicity and Advertising
- Marketing Materials
- How to Budget Your Marketing Program
- Building Rapport
- Consulting Fees

"Attending an AquaClass turned my whole landscaping business around. I now do nothing but water gardens. They are 10 times more profitable than anything I've ever done before."

**Ernie Selles
St. Charles, IL**

Send For FREE Information

If you're interested in getting in on the water garden craze, and you'd like to increase your profits dramatically, then send for your FREE AquaClass Information Kit today!

**To Get Your Free AquaClass Information Kit Just call
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Why not send for this free kit now? If you keep on doing the things you've always done, then you're going to get the same results. Why not jump in to this exciting new area of landscaping before your competition does? **Call For Your FREE KIT Today!**