A herbicide that gets rid of Clover, Crabgrass and Dandelion deserves to be on a pedestal.

and effort, too. It's an ideal one-step alternative to the standard two-step pre-emergence crabgrass followed by post-broadleaf programs.

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not right. The customer might not come back or at least he’s going to be dissatisfied for awhile.

"It can be a tough assignment to get psyched up day after day to oversee and perform this labor-intensive perfection day after day, but if we can't, who is going to motivate the crew? It is that struggle that sometimes leads to burnout.

"As far an industry-wide issue, I'd say that labor is one of the toughest areas we are dealing with right now. I am very fortunate to have the crew that we do. They are mostly in their late 20s and most of them have aspirations to progress in this business. They come to work motivated and that makes us pretty "deep" in our roster when we have to cover vacations and emergencies. Doug Sani, my assistant, and David Green, the head mechanic, are very organized individuals and they have a knack for spotting things that need to be done before they become problems.

"Like I said, we are very fortunate. I know many courses in high-cost-of-living areas have a tough time attracting and keeping employees. This is an all-encompassing business that is more sophisticated and technical than people believe. They don’t realize all the factors and teamwork that goes into producing these meticulous playing conditions."

Klauk believes in being out on the course with the crew as much as possible. He tries to be the last man through ahead of play to assure that there are none of those little human or mechanical errors that can add up to a poor-looking course.

"I don't mind getting out there with them on projects. I want them to understand that I'm not above any job out here. It gives me an opportunity to show them the how and why we do things in course maintenance. I have an array of tools in my cart and I don't mind fixing up a little problem here
and there, but if someone is having a bad day and making a lot of mistakes, I'll go get him or her to come back and do it right.”

To help get it right the first time Klauk holds daily “talks” as he calls them to keep everybody on the same page about what’s going on and what’s expected.

“We don’t have weekly crew meetings because we’re on top of it every day,” he said, “If we have a rainy day and the crew is in, then we’ll have a formal meeting or training.”

“We’ve been pretty busy with the grow-in and things are settling down as much as they ever do on a golf course. I’m looking forward to meeting and playing more golf with the superintendents in the area. It’s always a good way to learn things by playing each other’s courses and sharing ideas and problem solutions.”

Klauk admits that he doesn’t miss many days and it’s hard for him to be

---

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INNOVATIVE DESIGN

- Rear-mounted engine allows easy access for routine maintenance

- Simple joystick raises, lowers and slides cutting units while mowing

- Operator-out-front design improves visibility, comfort and productivity

- Kubota® 21.5 hp diesel engine provides steady power for mowing and transport

- Exclusive Series/Parallel™ 3-wheel drive traction system minimizes spin-outs

- Choose from 5 or 8 blade reels with 72” or 85” cutting widths

- Optional Sidewinder™ cutting units slide left and right for greater trimming ability

Kubota is a registered trademark of the Kubota Corporation.
### 3100-D - #03200

**Engine**
Kubota liquid cooled diesel, 3-cylinder, 21.5 hp @ 2500 RPM, 68.5 cu. in. (1123 cm³) displacement. Pressurized lubrication system with 3.5 U.S. qt. capacity. Heavy duty, radial seal air cleaner. Fuel/water separator with visible bowl.

**Configuration**
Rear mounted engine, front operator position. Rear mounted radiator. Two post ROPS and seat belt standard.

**Fuel Capacity**
7.5 gallons (28 liters)

**Traction Drive**
Series/Parallel hydraulic traction circuit provides continuous 3-wheel drive, in mow and transport. Hydrostatic traction drive provides infinitely variable speed in forward and reverse. 6 gallon hydraulic system capacity.

**Ground Speed**
- Mow: 0-6 mph (0-10 km/h)
- Transport: 0-9 mph (0-14 km/h)
- Reverse: 0-4 mph (0-6 km/h)

**Electrical & Interlocks**
- Traction pedal, operator presence in seat, PTO engage or disengage, and cutting unit mow or transport safety interlock switches.

**Steering**
Power steering with tilt steering wheel.

**Overall Dimensions**
- Track Width: 55" (140 cm)
- Overall Height: 71" (180 cm) with ROPS
- Wheel Base: 56" (142 cm)
- Transport Width: 80" (203 cm), in 72" woe, 92" in 85" woe
- Overall Length: 93" (248 cm)
- Approx. Weight with Cutting units: 1860 lbs. (844 kg)

**Cutting Unit Configuration**
Fixed position cutting units. Operator controlled moveable cutting units travel ±12" (30 cm) left or right from center; total of 23" (61 cm) of infinite variability.

**Certification**
This product complies with the American National Standards Institute (ANSI B71-4 - 1999) and European Community specifications |CE Certified).

**Warranty**
Two-year limited warranty, refer to operators manual for details.

### CUTTING UNITS

<table>
<thead>
<tr>
<th>Type</th>
<th>27&quot; (68 cm)</th>
<th>32&quot; (78 cm)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Type</strong></td>
<td>Three hydraulically driven, balanced cutting units, interchangeable to all three positions. 7&quot; diameter reel.</td>
<td>Three hydraulically driven, balanced cutting units, interchangeable to all three positions. 7&quot; diameter reel.</td>
</tr>
<tr>
<td><strong>Clip Frequency/Backlapping</strong></td>
<td>Manually controlled variable reel speed for adjustment of clip frequency. Standard on-board backlapping.</td>
<td>Manually controlled variable reel speed for adjustment of clip frequency. Standard on-board backlapping.</td>
</tr>
<tr>
<td><strong>Cutting Height</strong></td>
<td>Height of cut ranges ⅛ (6 cm) to ⅓ (4.4 cm) in floating position, ⅙ (1.2 cm) to ½&quot; (7 cm) in fixed position.</td>
<td>Height of cut ranges ⅛ (6 cm) to ⅓ (4.4 cm) in floating position, ⅙ (1.2 cm) to ½&quot; (7 cm) in fixed position.</td>
</tr>
<tr>
<td><strong>Bedknife to reel adjustment</strong></td>
<td>Single point adjustment (SPA) of bedknife to reel.</td>
<td>Single point adjustment (SPA) of bedknife to reel.</td>
</tr>
<tr>
<td><strong>Width of Cut</strong></td>
<td>72&quot; (183 cm) overall width of cut.</td>
<td>85&quot; (216 cm) overall width of cut.</td>
</tr>
<tr>
<td><strong>5 blade reel</strong></td>
<td>Model 03210</td>
<td>Model 03212</td>
</tr>
<tr>
<td><strong>8 blade reel</strong></td>
<td>Model 03211</td>
<td>Model 03213</td>
</tr>
</tbody>
</table>

### COMMERCIAL PRODUCTS

We reserve the right to improve our products and make changes in the specifications, designs and standard equipment without notice and without incurring obligation.

Products depicted in this brochure are for demonstration purposes only. Actual products offered for sale may vary in design, required attachments and safety features. See your Toro Distributor for details of our warranties.

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A new way to handle an old problem.

SLIDING CUTTING UNITS

The most innovative feature of this new mower is Toro’s optional Sidewinder™ cutting units. This unique reel transport system gives operators the ability to shift all three cutting units from side to side while on the move, greatly increasing your mowing options.

INCREASES PRODUCTIVITY These one-of-a-kind Sidewinder cutting units provide a significant increase in productivity by allowing operators to trim closer to the edge of traps and other obstacles, while at the same time allowing the operator to keep the tractor tires as far away from the edge as possible.

VARIATES TIRE TRACKING The Toro Sidewinder cutting units also allow the operator to vary the tire tracking within the width of cut — an important feature in areas where mowing in the same pattern is required, or in areas where striping is desirable.

Sidewinder offers a maximum of 23” of cutting unit overhang or offset on both sides.
TRACTION
SUPERIOR PERFORMANCE IN ROLLING AND HILLY TERRAIN Unlike conventional hydraulic drive systems, the Reelmaster 3100-D’s Series/Parallel 3-wheel drive system maintains power to at least two wheels at all times, minimizing spin outs and turf tearing, while providing sure traction in all types of golf course terrain.

COMFORT
THE PERFORMANCE IS ONLY MATCHED BY THE COMFORT The Reelmaster 3100-D’s unique machine layout eliminates the need to straddle the engine by placing the operator, rather than the engine, out front. The rear engine design places engine heat, noise and exhaust behind the operator for greater mowing comfort, productivity and safety.

Operation of the new Toro Reelmaster 3100-D is simple, thanks to the two pedal traction control, power steering, tilt steering wheel, adjustable seat, and the easy-to-use joystick, which provides precise control of the cutting units while on the move.

PERFORMANCE
POWER TO HANDLE THE MOST DEMANDING JOBS The 3100-D is powered by a 3-cylinder Kubota* diesel. At 21.5 horsepower, this engine provides more power yet runs slower and smoother than other mowers in its class. Combine this engine with a 6 MPH mow and 9 MPH transport speed, and the choice of either 72" or 85" width of cut, and it’s easy to see how the Reelmaster 3100-D can greatly increase productivity.

The Reelmaster 3100-D is equipped with manually adjustable variable reel speed and on-board backlapping. With your choice of 5 or 8 blade reels, the Reelmaster 3100-D will provide a precision cut for a wide range of applications.

SERVICEABILITY
EVEN MAINTENANCE IS EASIER The rear engine design does much more than just add comfort. This design also provides easier access to oil and air filters, and other routine maintenance items, making the 3100-D extremely easy to service.

An additional benefit of the Toro Sidewinder system is the ease of access to the center cutting unit. A simple move of the joystick positions the center cutting unit within easy reach.
Completely transforms the way you use a triplex trim mower.

THE NEXT GENERATION TRIPLEX TRIM MOWER.

Introducing a breakthrough in trim mower technology: the new Toro® Reelmaster® 3100-D. This triplex mower debuts an impressive list of next-generation features that will change the course of triplex trim mowers. And the Reelmaster 3100-D performs with the reliability, durability and simplicity that superintendents expect from Toro.

THE REELMASTER 3100-D IMPROVES UPON BOTH THE FORM AND FUNCTION OF TRIM MOWING.

OUT-FRONT FORM The Reelmaster 3100-D features a unique machine layout. Positioning the operator in front of the engine delivers improved visibility, greater comfort and easier operation. The rear engine design also improves traction by distributing the 3100-D’s weight equally to all three wheels.

FANTASTIC FUNCTION The 3100-D is available with the exclusive Toro Sidewinder™ cutting units. Sidewinder gives operators the ability to shift all three reels left or right while on the fly — providing up to 23” of overhang and decreased tire tracking. The Reelmaster 3100-D also delivers superior traction and power with Toro’s patented Series/Parallel 3-wheel drive technology and a 21.5 hp Kubota diesel engine.
The treated course has an overall healthy appearance and offers improved playing conditions.

1-800-257-7797

The untreated course exhibits dry spots and an overall unhealthy appearance.

West Course (10th and 15th hole shown in left photo) was treated with 1 quart of InfilTRx per acre on a monthly basis beginning February 1998, the East Course (4th and 5th hole shown in right photo) was left untreated.

Near infrared and aerial photography at Imperial Golf Club in Naples, Florida, captures the benefits of using InfilTRx Soil Penetrant on fairways.

Photos were taken June 6th, 1998.
Taking weekends off from his job as an industrial photographer, Daniel Zelazek has combined his love of the game with his artistic abilities to create memorable covers for the Florida Green. Photo by Joel Jackson.

...if you do everything correctly today, that's just one day. You have to come back tomorrow and the next day and do it again and again.

away, not because of the staff or the club, but just because he loves the game. He likes to tee it up at the end of the week and play his own course. And that's convenient because Pablo Creek was built for people who like to just play golf.

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A good walk not spoiled. Photo by Joel Jackson

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If you overseed your fairways, you may have a love/hate relationship with perennial ryegrass. When the bermudagrass is dormant, you love the ryegrass for how it looks and how it plays. But when the bermudagrass starts to green up, you want the rye out of there. The trick is to make the smoothest transition from rye to bermudagrass.

Though cultural practices can help, "chemical transitioning"—knocking out the ryegrass with a herbicide—gives the very best results.

But if your herbicide knocks out the ryegrass too soon, you get brown turf until the bermudagrass greens up. And if the product goes to work too late, then the rye competes with the emerging bermudagrass. Ideally,
your herbicide will take the rye-grass out at about the same rate the bermudagrass comes in.

University studies have shown that Kerb® herbicide is the best treatment for complete perennial ryegrass transition, over a period of about eight weeks. When Kerb is applied six to eight weeks before full bermudagrass green-up, the ryegrass is killed gradually as the bermudagrass comes in; the transition is smooth, seamless, and predictable. Your fairways are green and inviting all season, every season. Golfers are happy. You’re happy. And things go smoother all around.

To read the research cited here, and to learn more about transitioning with Kerb herbicide, call 1-800-987-0467, or visit us at www.rohmhaas.com
What are the 'big rocks' in your work life?

Three messages for Coping in Today's Working World

One day a time-management expert was speaking to a group of business students. To drive home a point, he used an illustration those students will never forget.

Standing in front of this group of high-powered overachievers the speaker said, "Okay, time for a quiz." He pulled out a one-gallon, wide-mouthed mason jar and set it on a table in front of him. He produced about a dozen fist-sized rocks and carefully placed them, one at a time, into the jar. When the jar was filled to the top and no more rocks would fit inside, he asked, "Is this jar full?" Everyone in the class said, "Yes." Then he said, "Really?"

He reached under the table and pulled out a bucket of gravel. Then he dumped some gravel in and shook the jar causing the gravel to work itself down into the spaces between the big rocks. Then he asked the group once more, "Is the jar full?" By this time the class was onto him. "Probably not," one of them answered. "Good!" he replied.

He reached under the table and brought out a bucket of sand. He started dumping the sand in and it went into all the spaces left between the rocks and the gravel. Once more he asked the question, "Is this jar full?" "No!" the class shouted. Once again he said, "Good!"

Then he grabbed a pitcher of water and began to pour it in until the jar was filled to the brim. Then he looked up at the class and asked, "What is the point of this illustration?"

One eager beaver raised his hand and said, "The point is, no matter how full your schedule is, if you try really hard, you can always fit some more things into it!"

"No," the speaker replied, "that's not the point. The truth this illustration teaches us is: If you don't put the big rocks in first, you'll never get them in at all."

What are the 'big rocks' in your life? A project that you want to accomplish? Time with your loved ones? Your faith, your education, your finances? A cause? Teaching or mentoring others? Remember to put these big rocks in first or you'll never get them in at all. Your jar can easily be filled with the sand and gravel of daily routine and distractions if you're not careful about priorities.

So, tonight or in the morning when you are reflecting on this short story, ask yourself this question: What are the 'big rocks' in my life or business? Then, put those in your jar first.

2. The Art of Juggling

Brian Dyson, CEO of Coca Cola Enterprises, had this to say at a recent university graduation:

"Imagine life as a game in which you are juggling five balls in the air. You name them — work, family, health, friends and spirit — and you're keeping all of these in the air at the same time. You will soon understand that work is a rubber ball. If you drop it, it will bounce back. But the other four balls — family, health, friends and spirit — are made of glass. If you drop one of these, they will be irrevocably scuffed, marked, nicked, damaged or even shattered. They will never be the same. You must understand that and strive for balance in your life."

3. Dealing with Stress

It's here again. the time of year we all