The union of Bayer Garden & Professional Care and Aventis Environmental Science—forming Bayer Environmental Science—will bring about new products and opportunities for our industry.

As the leading manufacturer of environmental science products, we are focused solely on creating innovative products to respond to the challenges faced by you, our customers. We are dedicated to partnering to make this happen.

We will provide with the research community to develop responsible, reduced-risk solutions. And to ensure its future, we’ll partner with the pest management industry through academic scholarships, training tools, and association alliances.

We’ll partner with distribution, with government and regulatory agencies—and we’ll partner with you by offering education and guidance in every aspect of stewardship, to provide not only the finest products but the finest service and support.

This is our vision, our mission, and our promise. Bayer Environmental Science:

YOUR PARTNER FOR GROWTH
Golf Rounds Played

The percentages below represent the difference in number of rounds played in the month of October 2002 compared to the number of rounds played October 2001.

<table>
<thead>
<tr>
<th>REGION</th>
<th>OCTOBER</th>
<th>Y.T.D.</th>
</tr>
</thead>
<tbody>
<tr>
<td>New England</td>
<td>-12.2%</td>
<td>-4%</td>
</tr>
<tr>
<td>Middle Atlantic</td>
<td>-15%</td>
<td>-2.3%</td>
</tr>
<tr>
<td>East North Central</td>
<td>0%</td>
<td>-4.3%</td>
</tr>
<tr>
<td>West North Central</td>
<td>-23.1%</td>
<td>-7.1%</td>
</tr>
<tr>
<td>South Atlantic</td>
<td>-3%</td>
<td>0%</td>
</tr>
<tr>
<td>Florida</td>
<td>6.9%</td>
<td>2%</td>
</tr>
<tr>
<td>South Atlantic</td>
<td>-8.6%</td>
<td>-1.3%</td>
</tr>
<tr>
<td>East South Central</td>
<td>-8.8%</td>
<td>-3.3%</td>
</tr>
<tr>
<td>West South Central</td>
<td>-18.5%</td>
<td>-1.3%</td>
</tr>
<tr>
<td>West South Central without TX</td>
<td>-18.6%</td>
<td>-4.2%</td>
</tr>
<tr>
<td>Texas</td>
<td>-18.4%</td>
<td>.7%</td>
</tr>
<tr>
<td>Mountain</td>
<td>2.9%</td>
<td>-2%</td>
</tr>
<tr>
<td>Pacific</td>
<td>5.4%</td>
<td>.7%</td>
</tr>
<tr>
<td>Pacific without CA</td>
<td>24.9%</td>
<td>-1.8%</td>
</tr>
<tr>
<td>California</td>
<td>-.2%</td>
<td>.3%</td>
</tr>
<tr>
<td>TOTAL UNITED STATES</td>
<td>-6.3%</td>
<td>-2.3%</td>
</tr>
<tr>
<td>British Columbia</td>
<td>14.1%</td>
<td>-5.4%</td>
</tr>
<tr>
<td>Alberta</td>
<td>-17.2%</td>
<td>-9.1%</td>
</tr>
<tr>
<td>Saskatchewan/Manitoba</td>
<td>-29.9%</td>
<td>-10%</td>
</tr>
<tr>
<td>Ontario</td>
<td>-3%</td>
<td>-6.7%</td>
</tr>
<tr>
<td>Quebec</td>
<td>0%</td>
<td>-7.8%</td>
</tr>
<tr>
<td>Maritime Province</td>
<td>-15.4%</td>
<td>-3.2%</td>
</tr>
</tbody>
</table>

Union Shop

Should superintendents unionize to create more job security?

- No: 73%
- Maybe: 12%
- Yes: 15%

The Telly Factor

Which of the following contributes most to increased golfer expectations?

- Televised golf events: 53.8%
- Comparison of courses by golfers: 33.5%
- Higher green fees: 7.7%
- Professional competition by builders, architects, superintendents and owners: 1.8%
- Articles or advertisements in newspapers and magazines: 1.1%
- Don't know: 1%

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Off The Fringe

Business briefs

GCSAA considering three locations
The GCSAA says it’s moving forward with its feasibility study to relocate its headquarters from Lawrence, Kan., to a warmer, more golf-oriented environment. Three locations are being considered: Phoenix; Orlando, Fla.; and Jacksonville, Fla.

On Feb. 13, GCSAA will hold a town hall meeting during its conference and show to discuss the potential relocation. At that meeting, all conference and show attendees can ask questions and make suggestions about the organization’s potential headquarters move.

New name for Textron

Textron announced that its subsidiary Textron Golf, Turf & Specialty Products would be renamed Jacobsen Turf, Commercial & Specialty Equipment effective Feb. 13. “The new name recognizes the Jacobsen brand as a leading supplier of quality turf care equipment and services to the golf, commercial and professional lawn care, landscaping, sports turf and agricultural turf markets worldwide,” the company said.

Logos for Jacobsen Turf, Commercial & Specialty Equipment and subsidiary companies will also change. The new lettering and graphics are designed to draw attention to the different markets served by each brand.

Jacobson Turf, Commercial & Specialty Products also announced the availability of a new line of Jacobsen brand commercial grounds-care products for the landscaping, professional and commercial lawn care, industrial turf care markets and to large property owners. The new product line will be sold through a network of authorized Jacobsen commercial grounds-care dealers.

Brief continue on page 16

Triplex Mowers on the Cutting Edge

DEERE, TORO TO INTRODUCE NEW GREENS MOWERS

By Larry Aylward, Editor

hat humming sound you hear is the triplex greens mower business. It’s revving up in 2003.

Two of the mowing world’s Big Three companies, John Deere and Toro, will introduce new triplex products at this month’s GCSAA show. A safe bet is that most superintendents will be intrigued by what they see.

John Deere’s Golf & Turf Division has been talking about manufacturing a diesel-powered triplex riding greens mower with an electric reel drive for more than a year. The talk has been realized. The Moline, Ill.-based company will showcase the 2500E triplex mower at its booth during the show. The new mower was created from superintendents’ comments received at recent John Deere Golf & Turf Feedback Programs.

The big thing with the mower is the electric cutting unit, which replaces the hydraulic unit. That means superintendents are relieved of a major fear — hydraulic fluid leaks that can cause major damage on greens.

“The only hydraulics on the machine will be for steering and the raise-and-lower wheel drive,” says Chuck Greif, manager of worldwide marketing and international sales for Deere’s Golf & Turf Division.

A vital component of the mower, Greif points out, is that the electric cutting unit is as powerful as a hydraulic unit. Therefore, superintendents are able to verticut and groom with it. “They can also mow tees and fairways,” Greif adds.

Eliminating the possibility of hydraulic fluid leaks from cutting units on greens is a big breakthrough, Greif says. “That helps superintendents a lot.”

Helmut Ullrich, marketing manager for greens mowers for The Toro Co., would agree with Greif’s view about helping superintendents. That said, Toro is also looking to help superintendents and golf course technicians by making cutting units more efficient and easier to maintain.

“We’ve learned over the years that maintaining cutting units is a very time-consuming task and requires high skill,” Ullrich says.

Continued on page 16
Continued from page 15

What Toro has done is transform the cutting-unit technology of its Greensmaster Flex 21 walking greens mower to a triplex greens mower. The result is a riding mower that offers a better cut in all conditions and is more service-friendly, Ullrich says. “Superintendents can now mow at one-sixteenth inch with the triplex, the same as with the walking greens mower, which meets their demand for low-height-of-cut requirements,” Ullrich says. “The cutting units are also easier for technicians to maintain.”

The key to making the cutting unit more service-friendly is precision manufacturing, Ullrich says. Precision manufacturing means fewer adjustments on the cutting unit. In fact, the nongreaseable cutting units are so simple to adjust that superintendents can adjust them themselves, Ullrich says.

Whether a superintendent uses triplex mowers or walking greens mowers on his or her course’s greens depends on several factors. But the industry will always need both versions of the mowers, industry experts agree.

Quality of cut and labor are key issues as well. In general, you can’t go wrong with Toro,” said Tom Shiono.

Continued on page 21

**Quotable**

"I was so happy to see pythium in the summer of 2002 to give me a break from treating dollar spot."

Joe Nappenberg Jr, superintendent of Wedgewood CC in Columbus, Ohio, on the dollar spot epidemic that has plagued many superintendents in the Midwest over the past two years.

“One of the favorite skills I learned when I first became a superintendent was how to use a chainsaw because you can’t grow grass in the shade.”

— Scott Adams, general manager of the Old South Golf Links in Bluffton, S.C., on tree management.

“They played with a snake and got bit.”

— Stuart Appleby, after the Australian Open at Cheltenham Victoria GC was cancelled. The tournament was deep-sixed because the maintenance staff tried to make the course as difficult as possible in severely dry conditions. The greens were reportedly unplayable because they were rock hard and cut very short. (Fox Sports)
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