TurfGrass TRENDS

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Paul Latshaw's
Superintendent's Video Workshop

1996 Product Catalog

Training Designed Exclusively for the Golf Course Superintendent

This hands-on video based training series is designed to enhance staff training and managerial skills. Not associated with any manufacturer, each program is developed solely from the input and review by top notch superintendents throughout the U.S.

14-Day Free Trial Period!
If you're not completely satisfied with the value of these training workshops, return the complete package within 14 days and pay nothing.

"I feel very strongly that the better trained your staff, the better results you'll get. You can only do it through your people. Our goal is to provide tapes to help superintendents get the best results possible."
- Paul R. Latshaw
Golf Course Superintendent

Video-based training designed by renowned superintendent, Paul R. Latshaw and premiere golf industry video producers, EPIC of Wisconsin.
Golf Course Employee Training Topics

S-101A  Greens Mowing Tips and Orientation
Covers basic greens mowing operations for both tri-plex and walk-behind greens mowers, from pre-start checks through clean-up. Explains how and why each procedure and step is performed on the green.

Includes: One 35-min. video tape, half tri-plex, half walk-behind
18 employee training handbooks
18 employee tests, sign-off sheets
Instructor guidelines

S-102A  The Knowledgeable Operator 1
Familiarizes employees with basic operation and safety procedures of ride-on maintenance equipment, including how to identify common malfunctions, what to do when they occur, and how to report them.

Includes: One 30-minute video tape
18 employee training handbooks
18 employee tests, sign-off sheets
Instructor guidelines

S-108A  The Knowledgeable Operator 2
Introduces employees to the basics of hand-held equipment, such as blowers, edgers, hedge clippers, string trimmers, brush cutters and "Flymo's". Beginning with pre-start inspections and fueling, through operation and safety basics.

Includes: One 30-minute video tape
18 employee training handbooks
18 employee tests, sign-off sheets
Instructor guidelines

S-109A  Crew Etiquette
Designed to promote a positive work ethic and a team atmosphere, this program details the basics of courtesy and toward golfers and co-workers in various situations.

Includes: One 22-minute video tape
18 employee training handbooks
18 employee tests, sign-off sheets
Instructor guidelines
Golf Course Employee Training Topics

S-110A  Safety Basics on the Golf Course
This program promotes taking personal responsibility for one's own safety, using a series of examples from the maintenance facility, on the course, with power equipment, and in the natural world.

Includes: One 26-minute video tape
18 employee training handbooks
18 employee tests, sign-off sheets
Instructor guidelines

S-111A  Basic Maintenance Procedures 1
Cup cutting, bunker maintenance and ball mark repair are the focus of this workshop. Covers in detail the how's and why's of these basic maintenance functions, appropriately for new and experienced crew members.

Includes: One 31-min. video tape, including mechanical and hand raking
18 employee training handbooks
18 employee tests, sign-off sheets
Instructor guidelines

S-115A  This is a Golf Course (an introduction)
Introduces new employees to basic golf course terminology and how maintenance responsibilities on the course relate to the golfers game. Stresses responsibility and respect. Provides basic foundation upon which you can build formal training.

Includes: One 27-minute video tape
18 employee training handbooks
18 employee tests, sign-off sheets
Instructor guidelines

14-Day Free Trial Period!
If you're not completely satisfied with the value of these training workshops, return the complete package within 14 days and pay nothing.
Management Training Topics

S-106A  Turf Restoration and Renovation
Innovative young superintendent, Paul B. Latshaw, shares an aggressive turf restoration program to quickly return damaged turf to top playing condition, even after severe winter kill or other disaster.

Includes: One 30-minute video tape  
5 Workbooks

S-107A  Training the Trainer
Gerry Sweda, noted golf industry training expert, shares tips for making the most of training, from selecting who should do the training, where and when, to follow-up and evaluation, plus how to build pride in a job well done.

Includes: One 40-minute video tape  
10 Workbooks  
20 Training worksheets

S-113A  Environmental Stewardship
Project leaders from throughout the Pebble Beach Company discuss the evolution of a wide variety of environmental projects, from native plant seed collection to composting. Learn how these projects can be scaled to any size operation, and how they're ultimately good for business.

Includes: One 55-minute video tape  
Fact sheet: How golf courses are good for the environment  
Training materials: How to write a press release

S-116A  Bringing Out the Best in the People You Manage
Noted GCSAA trainer, Gerry Sweda, shares secrets and practical tips for motivating employees to care as much about the quality of their work as you do.

Includes: One 48-minute video tape  
5 Workbooks
Topics of Interest to Pro Shop and Maintenance

Special 2 for 1 package!

Two Golf Car programs for the price of one!

S-103A Golf Car Safety
Directed to golfers, this program also offers valuable tips for maintenance personnel, covering basic do's and don'ts of safe golf car operation, potential risks, and basic courtesy issues.

Incl:
- One 7-minute video tape for crew
- One 1-hour repeating tape for pro shop
- 5 8½ x 11 Posters
- 100 Safety pamphlets
- Instructor guidelines

S-105A Golf Car Fleet Management
This program introduces a golf car fleet rotation, maintenance and record-keeping system. Provides a simple preventive maintenance schedule designed to increase fleet value and longevity.

Incl:
- One 16-minute video tape
- Employee sign-off sheet
- Service checklist poster
- Golf car service record
- Repair work order
- 12 each of - 6 different golf car rotation schedules

S-104A Turf Etiquette (Directed to Golfers)
Basic procedures that superintendents would like to share with every golfer, such as how to repair divots, rake traps, follow proper golf car routes, pin handling and the correct ball mark repair method.

Includes:
- One 8-minute video tape for the maintenance crew
- One 1-hour repeating tape for the pro shop
- 100 "How to Repair a Ball Mark & Turf Etiquette Tips" cards
Employee Training Topics in Spanish

S-101S Greens Mowing Tips and Orientation - Spanish

S-102S The Knowledgeable Operator 1 - Spanish
Basics of Ride On Equipment Operation

S-115S This is a Golf Course - Spanish

S-111S Basic Maintenance Procedures 1 - Spanish
Cup Cutting and Bunker Maintenance

S-110S Safety Basics on the Golf Course - Spanish

S-109S Crew Etiquette - Spanish
**Order Form**

(May be Copied as Needed)

<table>
<thead>
<tr>
<th>Golf Course Employee Training Topics</th>
<th>Price</th>
<th>Add'l Supplies</th>
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<tbody>
<tr>
<td>S-101A Greens Mowing Tips &amp; Orientation</td>
<td>79.95</td>
<td>+ __ @ 9.95/10</td>
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<tr>
<td>S-102A The Knowledgeable Operator 1 (ride-on)</td>
<td>79.95</td>
<td>+ __ @ 9.95/10</td>
</tr>
<tr>
<td>S-108A The Knowledgeable Operator 2 (hand-held)</td>
<td>79.95</td>
<td>+ __ @ 9.95/10</td>
</tr>
<tr>
<td>S-109A Crew Etiquette</td>
<td>79.95</td>
<td>+ __ @ 9.95/10</td>
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<td>S-110A Safety Basics on the Golf Course</td>
<td>79.95</td>
<td>+ __ @ 9.95/10</td>
</tr>
<tr>
<td>S-111A Basic Maintenance Procedures 1 (cups, bunkers)</td>
<td>79.95</td>
<td>+ __ @ 9.95/10</td>
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<tr>
<td>S-115A This is a Golf Course</td>
<td>79.95</td>
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**Management Training Topics**

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**Topics of Interest to Pro Shop and Maintenance**

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<td>S-104A Turf Etiquette</td>
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**Employee Training Topics in Spanish**

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<td>S-101S Greens Mowing Tips &amp; Orientation (available now)</td>
<td>79.95</td>
<td>+ __ @ 9.95/10</td>
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<tr>
<td>S-102S The Knowledgeable Operator 1 (available now)</td>
<td>79.95</td>
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<tr>
<td>Spanish tapes coming later this year:</td>
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<td>S-109S Crew Etiquette (available 9-96)</td>
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<td>+ __ @ 9.95/10</td>
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Allow 4-6 weeks for delivery

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<tr>
<th>Shipping &amp; Handling Chart</th>
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<tbody>
<tr>
<td>1 Kit</td>
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<td>2 Kits</td>
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<tr>
<td>3 Kits</td>
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<tr>
<td>4 Kits</td>
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<td>5 or more</td>
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US Shipments Only.
Outside US billed at Actual.

**Shipping & Handling** (see chart)

WI residents add 5% state sales tax and applicable county tax: __________

**ORDER TOTAL:**

Prices and availability subject to change without notice.

**SHIP TO:**

Name ____________________________

Course ____________________________

Shipping address ____________________________

City ____________________________ State ______ Zip ______

CHECK ONE  
[ ] Charge: Master Card  VISA  
[ ] Payment enclosed; Payable to EPIC of Wisconsin  
[ ] Bill Me, PO# ____________________________

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Number of items ordered x $15 $ + $3.50 = Total enclosed $

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<td>Nitrate Leaching from Turf Arguments Against Threshold Nitrogen Applications</td>
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<td>Mar '95</td>
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<td>The Value of Lime in Turfgrass Management Soil Acidity and Fertilizers Which Kentucky Bluegrass Cultivars are Best for You?</td>
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<td>IPM: What Does it Really Mean? Integrated Pest Management of Insects Deciding on Control of Scarab Grubs</td>
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<td>The Fate of Pesticides Used on Turf How to Minimize Unintended Movement of Pesticides Relationships Among Soil Insects, Soil Insecticides, and Soil Physical Properties</td>
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<td>Nematode Disorders of Turfgrasses: How Important are They? Biological Control of Plant Parasitic Nematodes Affecting Turfgrasses</td>
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<td>Nov '95</td>
<td>Intuitive Forecasting of Turfgrass Insect Pests Winter Weed Control in Southern Turf</td>
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<tr>
<td>Dec '95</td>
<td>Past, Present, and Future of Turfgrass Improvement</td>
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