

“Sponsor in the Spotlight”

Mendham Garden Center was established 45 years ago, in 1960 in the town of Mendham, New Jersey. We expanded to stores in Chester and Annandale, New Jersey. We are diversified in the lawn and garden business. Our business includes turf products, power equipment, chemicals and plants, to name a few.

Whatever product we sell, our staff takes the time to know about our products through education, training and seminars so that we can recommend the right products for the customers' needs. It is then up to the weather to cooperate, which makes all the difference whether or not a product works well.

With the help of distributor and manufacturer reps, we have taken the time to meet on field locations. We talk about the field and make a recommendation on how to best schedule product application. We understand the challenges you face today.

I invite you to stop by or call one of our stores. Get to know us, so we can get to know what your needs are! We can help!

Thank you,
Douglas Loth

SFMANJ thanks all our advertiser for their support and urge our members to use this newsletter and the directory to find the products and services you need. It's a one stop shop. You can become a "Sponsor in the Spotlight" too by advertising as a Proud Sponsor in this newsletter. Call for details today. ♦

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Contracting for Athletic Field Services - Do it with a Plan

By Ron Hall
Jan 22, 2005 Athletic Turf News
Bill Sturgill, City of Scottsdale

Phoenix, AZ — As the demands on our youth sports fields grow, the people in charge of managing and maintaining them often look to outside contractors to help keep the fields safe and attractive. They realize that their in-house staffs either don't have the time or the expertise to perform certain necessary tasks. Or, in some cases, these tasks require the use of specialized and often expensive equipment.

Bill Sturgill with the City of Scottsdale explained how he handles contracted services for the city's athletic fields to approximately 50 sports field and facility managers at the STMA Conference. His presentation, peppered with personal observations, offered practical advice on negotiating and managing contracts.

On the surface it would seem that you see a certain job that needs to be done, one that your staff, burdened with its day-to-day chores, can't get to, so you find and hire a contractor. It's not that easy. Not by a long shot.

First of all, your customers are children, and their safety is a huge responsibility, stressed Sturgill. Then there is a whole series of other steps you must consider and implement if you want a successful completion to a contracted service, any contracted service.

It starts, said Sturgill, with "writing a good solid contract." Ask and get answers to the following questions:

Why do we want this contract?

What is it expected to accomplish?

What are we going to ask for?

What are our contingency plans?

When are these contracted tasks going to take place?

How will we pay for it?

How are we going to manage it?

How do we introduce the need for the contracted service to our staff?

Crucial to the process, he emphasized, are the twin "Cs" — communication and cooperation "between all the entities involved. This includes governmental, school staff, contractors and parents," he said.

That is one reason why the person in charge of managing the contract (and all

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Sports Field of The Year

(F.O.Y.)

Proud of Your Field?

Want to Show Off
Your Hard Work?

SFMANJ is inaugurating an annual New Jersey "field of the year" contest.

Individual awards will be presented to the school, "F.O.Y." and parks/recreation "F.O.Y."

ENTERING is easy, send to:
SFMANJ Contest, Po Box 370,
Annandale, NJ 08801
Entries must be received by
September 30, 2005

ELIGIBILITY:

- *two categories; School or Parks/
Recreation fields only
- *current member of SFMANJ
- *natural grass fields

SEND:

- *color photos of your natural grass
field (10 maximum)
- *name of facility and location
- *name of owner
- *your name, position and contact
number

CRITERIA for awards:

- *playability and appearance of the
playing surfaces
- *based on photos and a site visit by
the SFMANJ Award Committee
- *feel free to have sports groups in
your photo

AWARDS:

Winners will be honored with a plaque at New Jersey Turf Grass Expo in December 2005 and be interviewed for a feature article in SFMANJ "UPDATE" (Also receive a two-night stay at Taj Mahl, Atlantic City and three days of education)

NOTE:

*photos will not be returned and may be used on SFMANJ website and promotional settings. ♦

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contracts must be "managed") has to be available at almost all times. For this reason, he said he is rarely without his cellular telephone.

Sturgill, whose job it is to negotiate contracts with vendors and service providers, said the process of getting a deal done often takes four to 12 weeks and involves a lot of paperwork and approvals.

"Insurance and money drive the world, especially the world we live in," he concluded

Ron Hall is Editor-in-Chief of Athletic Turf, to contact Ron email him at rhall@advanstar.com ♦

Question and Answer

Q: How can I get fact sheets for seed varieties for sports fields?

A: New Fact Sheets for Sports Turf are Available on the Web at www.rce.rutgers.edu. You will find Tall Fescue, Kentucky Bluegrass & Perennial Ryegrass Varieties for NJ Sports Fields.

Tall Fescue Varieties for New Jersey Sports Fields (FS544). Available at <http://www.rce.rutgers.edu/pubs/pdfs/fs544.pdf>

Kentucky Bluegrass Varieties for New Jersey Sports Fields (FS545). Available at <http://www.rce.rutgers.edu/pubs/pdfs/fs545.pdf>

Perennial Ryegrass Varieties for New Jersey Sports Fields (FS546). Available at <http://www.rce.rutgers.edu/pubs/pdfs/fs546.pdf>



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